

MINISTRY OF DEFENCE  
NAVAL HEADQUARTERS  
DIRECTORATE OF AIR PROJECTS AND PLANS

INVITATION FOR EXPRESSION OF INTEREST (EOI)

INDIGENOUS DESIGN, DEVELOPMENT AND MANUFACTURE OF COMBINED  
INDICATOR OF INTEGRATED STAND-BY INSTRUMENT SYSTEM (ISIS)

PROJECT UNDER MAKE II SCHEME

File No. 1611/MAKE II ISIS

29 Aug 24

Reference : Defence Acquisition Procedure 2020

Appendices & Annexures:

- Appendix A : Indigenous Content Aspect.
- Appendix B : IPR of Government.
- Appendix C : Association of Persons Agreement.
- Appendix D : Undertaking to comply with indigenous design.
- Appendix E : Evaluation of Technical Capability Criteria.
- Appendix F : Information Performa
- Appendix G : Certificate.
- Appendix H : Format for Project Report
- Appendix J : PSQRs of ISIS (PSQRs will be issued to the interested firms only post signing of Non- Disclosure Agreement)

Introduction

1. Indian Navy has been focusing on developing indigenous platforms, equipment and systems towards achieving enhanced self-reliance. This Expression of Interest (EOI) invites responses from eligible Indian Companies for design, development and manufacture of **Combined Indicator of Integrated Stand-by Instrument System (ISIS)** for fighter aircraft under 'Make II' sub category of the 'Make' category. Combined indicator

of Integrated Stand-by Instrument System (ISIS) is designed to provide certain operational capabilities to the Navy. The Ministry of Defence (MoD), Govt of India, shall own Project 'Indigenous Design Development and Manufacture of Integrated Stand-by Instrument System (ISIS). The information regarding the project will be shared strictly on 'Need to Know' basis. The prototype (Qty-02) development of indigenous development of combined indicator, of Integrated Stand-by Instrument System (ISIS) has been approved as 'Make II' category project. Subsequent procurement will be under the 'Buy (Indian-IDDM)' category.

### Objective

2. The objective of this EoI is to seek responses from eligible Indian industries and to shortlist potential companies. Responses to EoI will be evaluated as per the assessment criteria given in the EoI. Project shall be progressed even if only one EoI respondent is found meeting eligibility criteria. However, priority shall be given to MSMEs over other respondents.

### Layout

3. The EoI has been covered under the following parts:-

- |     |           |   |   |
|-----|-----------|---|---|
| (a) | Part I    | - | General Information   |
| (b) | Part II   | - | Technical Requirements  |
| (c) | Part III  | - | Critical Technology Areas   |
| (d) | Part IV   | - | Guidelines for formation of Association of Persons (AOP) i.e. consortium                                    |
| (e) | Part V    | - | Eligibility Criteria  |
| (f) | Part VI   | - | Assessment Parameters   |
| (g) | Part VII  | - | Evaluation Criteria of Assessment Parameters  |
| (h) | Part VIII | - | Documents to be submitted by EOI Respondents  |
| (j) | Part IX   | - | Queries and Clarifications  |
| (k) | Part X    | - | PSQRs of ISIS (PSQRs will be issued to the interested firms only post signing of Non- Disclosure Agreement) |

PART I  
GENERAL INFORMATION

4. The project of design development and Manufacture of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** for MiG-29K aircraft has been approved under the 'Make II' category for development of prototype (**02 Nos**) and for subsequent procurement under the 'Buy (Indian-IDDMM)' category as per DAP 2020. Details of the stages involved in the development process are enumerated in Chapter III of DAP 2020. The progress of the project will be monitored by the Project Facilitation Team (PFT) of Indian Navy/ MoD constituted for the purpose. PFT will act as interface between Indian Navy and Industry during the design and development stage of the project. **No reimbursement of development cost is permissible under Make II scheme.**

5. **Eligibility to Respond to an Eol as Individual Entity or as Consortium.** The Eol can be responded to, at the option of an Eol recipient, by any of the following entities:-

(a) Individual Eol Recipient; or

(b) **Association of Persons (AoP)** i.e. Consortium of Indian Companies consisting of two or more than two EOI recipients undertaking joint and several liability and an Eol Recipient designated as the lead member through a '**Association of Persons (AoP) Agreement**'. All Eol Recipients as the members of the AoP will sign the contract with MoD. This Agreement will be applicable for the entire project including but not limited to Production Phase and Lifecycle/ Technology Refresh Contract placed by MoD, if any.

(c) **Definition of Indian Vendor.** For defence products requiring industrial license, an Indian Vendor (by whatever nomenclature), means an Indian entity, which could include incorporation/ ownership models as per Companies Act, Partnership Firm, Proprietorship and other types of ownership models including Societies as per relevant laws, complying with, besides other regulations in force, and the guidelines/licensing requirements stipulated by the Department for Promotion of Industry and Internal Trade (DPIIT) as applicable, unless specifically provided for in a clause/ section/ chapter or elsewhere of the DAP. For defence products not requiring industrial license, an Indian entity registered under the relevant Indian laws and complying with all regulations in force applicable to that industry will be classified as an Indian Vendor. The following two additional conditions will apply to the definition for Make II:-

(i) **Ownership by Resident Indian Citizen(s).** Further, a company is considered as 'Owned' by resident Indian citizens if more than fifty percent (50%) of the capital in it is directly or beneficially owned by resident Indian



citizens and / or Indian companies, which are ultimately owned and controlled by resident Indian citizens. This implies that the maximum permitted Foreign Direct Investment (FDI) shall be forty nine percent (49%). No pyramiding of FDI in Indian holding companies or in Indian entities subscribing to shares or securities of the Applicant Company or the Strategic Partner shall be permitted. Indirect foreign investment shall be accounted for in counting the forty-nine percent (49%) FDI.

(ii) **Control by Resident Indian Citizens(s) (As defined in Companies Act 2013)**. 'Control' shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or shareholders agreements or voting agreements.

6. **Indigenous Content**. In accordance with Para 8 of Chapter 1 of DAP 2020 products indigenously designed, developed and manufactured should have **minimum of 50% Indigenous Content (IC)** on cost basis of the Base contract Price. Apart from overall IC as detailed above, the same percentage of IC will also be required in following costs taken together at all stages, including trial stage

- (a) Basic Cost of Equipment.
- (b) Cost of Manufacturers "Recommended List of Spares (MRLS).
- (c) Cost of Special Maintenance Tools (SMT) and Special Test Equipment (STE).

For IC on cost basis, vendor should ensure compliance as detailed in **Appendix A**. the vendor shall provide an "Undertaking to comply with indigenous design and IC" as per **Appendix D**.

7. **Intellectual Property Rights (IPRs)**. Intellectual Property Rights of Government in "Make" projects is placed at **Appendix B**. Development Agency/ Agencies (DA/ DAs) shall retain title or ownership and all other rights in intellectual property generated during the development of project. However, the Government shall have March-in rights under which the Government can require the contractor to grant, or may itself grant license for, inter alia, for the following reasons: -

- (a) Where health and safety requirements require the Government to act in public interest.
- (b) For National Security Reasons.

- (c) To meet requirements for public use not reasonably satisfied by the contractor.
- (d) For failure of the contractor to substantially manufacture the products embodying the subject invention in India.
- (e) For failure of the contractor to comply with any of the requirements laid down under these guidelines.
8. **Foreign Collaboration.** If the DA(s) collaborate(s) with a foreign firm as a technology provider in a certain technology area for the project, the nature of such collaboration and the technology areas being transferred must be clearly stated in the response. The contribution of the Indian industry in acquiring, developing and indigenising critical technologies shall be one of the key criteria in assessment of various proposals. Transfer of Technology guidelines as enumerated in Appendix F to Schedule I to Chapter II of DAP 20 are to be referred for additional references.
9. **Inspection.** No component or any sub system of indigenous development of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** shall be subjected to any type of inspection or audit by any Foreign Govt or Agency without prior approval of MoD, Govt of India.
10. **Audit and Supply Chain.** A trusted supply chain that will include the engineering support requirements would be established for all components of indigenous development of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)***. All documents related to the 'indigenous design development and manufacture of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** project are liable to be audited by Indian Govt or its nominated agency.
11. **Blacklisting.** Detailed information about blacklisting of the company/ consortium partners and foreign technology partner by any Govt Agency in India/ any other country would be provided as part of the response. **Companies currently blacklisted by any Indian Govt Agency are ineligible for participation.** Any such information not disclosed but revealed at a later stage would render the Company/ Consortium ineligible for further participation.
12. **Time frames and critical activities.** The important time frames and critical activities for the project 'indigenous design development and manufacture of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** are as follows: -

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<u>Ser</u>	<u>Activity</u>	<u>Time in weeks from EOI issue</u>	<u>Remarks</u>
(b)	Eol Response submission	8	
(c)	Eol Response Evaluation	6	
(d)	Issue of Project Sanction Order	2	
(e)	Prototype Development including <b>certification by CEMILAC</b>	<b>90</b>	104 weeks (24 months)
(f)	Single stage composite trials	<b>10</b>	
(g)	Acceptance of trial report	<b>04</b>	
(h)	Conversion of PSQRs to SQRs	2	
(h)	Issue of Commercial RFP	4	
(j)	Solicitation of Commercial Offer	4	
(k)	Finalisation of CNC	4	
(l)	Signing of contract	2	

13. **Milestones of the Project.**

(a) **Evaluation of Eol Responses.** Eol responses will be evaluated in accordance with assessment parameters and evaluation criteria as given in Part VI & VII of this Eol. All the shortlisted companies will be called Development Agencies (DAs). Project shall be progressed ahead even if only one Eol respondent is found meeting the eligibility criteria.

(b) **Project Sanction Order.** PFT will issue Project Sanction Order for the development of prototype with **Nil** financial implication for Indian Navy/ MoD. In case of only single vendor having offered the prototype within timelines stipulated in the Project Sanction Order, not more than two-time extensions will be accorded and thereafter the case will be progressed as resultant Single Vendor Case (SVC).

(c) **Design and Development of Prototype.** PFT will act as the primary interface between the Indian Navy and the industry during the design and development stage under Make-II subcategory projects and facilitate the following:-

- (i) Finalisation of trial methodology.
- (ii) Provision of requisite professional inputs/ documentation to industry wherever feasible/ available with *IN*.
- (iii) Providing clarifications related to functional or operational aspects of the equipment under development, as may be sought by the DAs from time to time, during the design and development of prototype.

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- (d) **Single Stage Composite Trials.** User trials would be carried out by the Indian Navy to validate the performance of the system, against the parameters/specifications approved, after the development of prototype. Indian Navy will formulate the trial directives and constitute the Trial Team. The 'trial directive' will specify the fundamental points that need to be addressed for validating the 'essential' parameters. The validation of the support system and maintainability trials, integral to and complimenting the trial programme of the defence equipment/ upgrades/ product/ system will be held simultaneously, wherever feasible. The user can recommend modification to the system for ease of handling and its maintainability. Based on the User Trials, the Indian Navy would carry out a Staff Evaluation, which gives the compliance of the demonstrated performance of the equipment vis-a-vis the SQRs. On acceptance of Staff evaluation report, the SQRs shall form the basis for the 'Buy (Indian-IDDMM)' category of acquisition. If the prototype of only a single firm/individual clears the trials will be progressed as resultant single vendor.
- (e) **Finalisation of SQRs.** PFT will facilitate the finalisation of SQRs based on inputs from the Development Agencies (DAs) during the development stage, prior to commencement of user trials. The SQRs of the equipment would thereafter be a part of the trial directives, and only the essential parameters as detailed in the SQRs will be tested.
- (f) **Solicitation of Commercial Offers.** A commercial 'Request for Proposal' (RFP) for 'Buy (Indian-IDDMM)' phase, will be issued to all DAs for submission of their commercial offer prior to commencement of User trials.
- (g) **Award of Contract.** Commercial Offers of only those vendors will be opened whose equipment has been short-listed consequent to Staff Evaluation and the L1 bidder would be determined based on the provisions of the Commercial RFP and awarded the contract for manufacture.
14. Once the prototype is successfully validated, **fifty (50)** such systems shall be procured by MoD, Govt of India under 'Buy (IDDMM)' category. Delivery of 'indigenous design development and manufacture of **Combined Indicator of Integrated Stand-by Instrument System (ISIS)** shall be in a phased manner.
15. Other successful development agencies that have developed the prototype successfully but have not qualified as L1, would be issued a certificate by DDP indicating that product/ system has been successfully trial evaluated.
16. **Multiple Technological Solutions.** Not Applicable.

PART II  
TECHNICAL REQUIREMENTS

17. The Technical requirements from the project are as per Preliminary Staff Qualitative requirements (PSQRs). Considering the confidentiality of system *ISIS*, the PSQRs will be issued to the interested firms only post signing of Non- Disclosure Agreement (NDA).

PART III  
CRITICAL TECHNOLOGY AREAS

18. The capability assessment of the Development Agencies (DAs) will largely depend on their ability to design and develop critical technologies like inertial navigation system, control systems, high performance batteries, charging systems, software, transducer, power amplifiers, associated electronics and the ability to absorb the same if obtained from any other agency. It is imperative that the project attains a higher technological threshold and minimises the dependence on foreign technology partners. **The contribution of the Indian industry in acquiring and developing technologies in critical areas shall be a key criterion in assessment of the proposal.**

19. The assessment of critical technologies for the project "Indigenous development of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)***" offered by the DA(s)/ Consortium must be supported with all Rights and Licenses (IPR) as mentioned at Appendix B.

PART IV  
GUIDELINES FOR FORMATION OF  
ASSOCIATION OF PERSONS (AOP) OR CONSORTIUM

20. Where an AoP/ Group of Eol recipients ("Consortium") comes together to implement the project in accordance with the mechanisms outlined under Para 18 above, there must exist, at the time of responding to Eol, an '***Association of Persons (AoP) Agreement***' to form an AoP i.e. Consortium to execute and implement the complete "Make" project.

21. Where the Eol Respondent is an AoP/ Consortium, it shall, while responding to the Eol, comply with the following additional requirements: -

- (a) Number of members in a consortium shall not exceed 05 (five).
- (b) The Eol Response should contain requisite information for each member of the AoP/ Consortium.



(c) Members of the AoP/ Consortium shall nominate one member as the Lead Member (the "Lead Member").

(d) The Eol Response should include a description of the roles and responsibilities of individual members, particularly with reference to production arrangements in India and R&D activities for which IPRs will vest with MoD as per **Appendix B**.

(e) An individual Eol respondent cannot at the same time be member of an AoP/ Consortium responding to the Eol. Further, a member of a particular responding AoP/ Consortium cannot be member of any other Consortium responding to the Eol.

(f) Members of the AoP/ Consortium shall enter into a legally binding Agreement, substantially in the form specified at **Appendix C** for the purpose of responding to the Eol. The Agreement to be submitted along with the Eol Response, shall, *inter alia*:-

(i) Form the basis for the AoP members to enter into a contract and perform all the obligations of the Development Agency in terms of the contract, in case a development contract to undertake the "Make" Project is awarded to the Consortium;

(ii) Clearly outline the proposed roles and responsibilities, if any, of each member;

(iii) Include a statement to the effect that members of the AoP/ Consortium shall be liable jointly and severally for all obligations of the development agency in relation to the "Make" Project as required under these Guidelines.

### Change in Membership of a Consortium

22. Change in the composition of an AoP/ Consortium will not be permitted after the submission of Eol responses until the award of a Development Contract for Prototype Development.

23. Where the Eol Respondent is an AoP/ Consortium, change in the composition of a Consortium AoP may be permitted by the Authority after the award of a development contract only where: -

(a) The Lead Member continues to be the Lead Member of the AoP/ Consortium and shall not be changed under any circumstances;

(b) The non-lead substitute member(s) shall continue to meet eligibility criteria for membership of an AoP/ Consortium;

(c) The new Member(s) expressly adopt(s) the EoI Response and the Development Contract already made on behalf of the AoP/ Consortium as if it/they were a party to it originally and is/are not a Member of any other Consortium short-listed for the "Make" Project, while undertake the joint and several or joint liabilities (as applicable) of the member it/they are replacing.

24. Any change in the composition of an AoP/ Consortium shall require prior approval of MoD/ DDP.

25. The approval to such changes shall be at the sole discretion of MoD/ DDP and must be approved by them in writing for the approval to take effect.

26. The modified AoP/Consortium/ Partners shall submit a revised 'Association of Persons Agreement'.

### **Miscellaneous Provisions**

27. Any violation of any of the guidelines by any company shall render it liable to initiation of proceedings for suspension and/or banning of business dealings as per the Guidelines for Putting on Hold, Suspension, Debarment and any other penal action on the Entities dealing with the Ministry of Defence, as promulgated by Government from time to time, will be applicable on procurement process and bidders.

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**PART V**  
**ELIGIBILITY CRITERIA**

28. Indian entity satisfying all of the following criteria shall be considered as eligible 'Indian Vendor' for issue of EoI by the PFT:-

(a) An Indian entity, which could include incorporation, ownership models as per Companies Act, Partnership Firm, Proprietorship and other types of ownership models including societies as per relevant laws, complying with, besides other types of ownership models including societies as per relevant laws, complying with, besides other regulations in force, and the guidelines/licensing laws complying with, besides other regulations requirements stipulated by the Department for promotion of industry and internal trade (DPIIT) as applicable.

(b) **Ownership by Resident Indian Citizen(s)**. Further, a company is considered 'owned' by resident Indian Citizens if more than fifty percent (50%) of the capital in it is directly or beneficially owned by Resident Indian Citizens and/or Indian Companies, which are ultimately owned and controlled by resident Indian Citizens. This implies that the maximum permitted Foreign Direct Investment (FDI) shall be forty nine (49%). No Pyramiding of FDI in Indian holding companies or in Indian entities subscribing to shares or securities of the Applicant Company or the Strategic partner shall be permitted. Indirect foreign investment shall be accounted for in counting the forty nine (49%) FDI.

(c) **Control by resident Indian Citizen(s) (as defined in Companies act 2013)**. 'Control' shall include the right to appoint majority of the directors or to control the management or policy decisions including virtue of their shareholding or management rights or shareholders agreements or voting agreements.

(d) Start-ups recognised by the Department of Industrial Policy & Promotion (DIPP) and registered on start-up India portal under Industry domain as Aeronautics/Aerospace & Defence and under the categories as Engineering and Manufacturing.

29. This EoI is being published on MoD/ DDP website inviting Company (ies) to participate in the "Make-II" Project. The EoI is also issued to the DA(s) who have indicated willingness to participate in the Development of 'Indigenous design development and manufacture of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** since hosting of the requirements on 'www.makeinindiadefence.com" and/ or firms which participated in Feasibility Study.



**PART VI**  
**ASSESSMENT PARAMETERS**

30. The assessment of the EOI responses would be based on the Technical Capability Assessment criteria only. There will be no Commercial and Financial criteria.

(a) Technical Capability Criteria.

31. **Financial and Commercial Assessment Criteria.** NA

32. **Technical Capability Criteria.** The project indigenous development of ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** is a system which will require sound knowledge of LCD Display technologies, pressure sensors, acceleration sensors, aircraft instrumentation w.r.t air speed indicators and mach indicators etc. The developed ISIS shall be compatible with existing magnetometer and interfacing should be undertaken. The contribution of the DA in acquiring and developing technologies in critical areas shall be an important criterion in assessment of the proposal. The respondents to this EOI are required to furnish information about their technical capabilities as per **Appendix E.**

**PART VII**  
**EVALUATION CRITERIA OF ASSESSMENT PARAMETERS**

33. **Evaluation Criteria for All Entities.** The response to this EOI will be evaluated based on the assessment parameters given at **Appendix E** to identify Companies/ Consortia with proven Technical strengths.

(a) Technical Capability Criteria.

34. The assessment would be done based on following parameters: -

(a) **Financial and Commercial Criteria.** NA

(b) **Technical Capability Criteria.** Since it is a project associated with development of avionics system for aircraft, meticulous compliance of QT checks and subsequent certification by CEMILAC would be a criteria for ground and flight trials of the prototype. Domain Expertise in the following fields is desirable: -

(i) Design and development of avionics system.

(ii) LCD/ communication technologies.

(iii) Integration of various technologies.

(c) DA shall have and maintain a Quality Management System compliant with AS9100 series or equivalent certified by a Certification body and shall provide on request with the copies of all its certificates/ approvals obtained. DA should have airworthiness qualification testing (Hardware and Software) experience and obtained system certification of at least one airborne system for military aircraft .

35. MoD, Govt of India reserves the right to disqualify a respondent/ consortium if he/ they fail to comply with specific criteria at any stage of the evaluation process by the PFT. **No amendment/ change in response to EoI will be accepted under any circumstances once the EoI response is submitted.**

**Note1.** Details regarding proposed expenditure/ establishment of facilities/ lab etc. are liable to be included in the contract in case the Company/ Consortium get shortlisted for development of 'indigenous design development and manufacture of *Combined Indicator of Integrated Stand-by Instrument System (ISIS)*.'

**Note 2.** Company/ Consortium giving False/ Misleading information will be barred from participation in the project 'indigenous design development and manufacture of *Combined Indicator of Integrated Stand-by Instrument System (ISIS)*.'

### **PART VIII**

#### **DOCUMENTS TO BE SUBMITTED BY EOI RESPONDENTS**

36. Following documents are required to be submitted by EOI respondents: -

<b><u>Ser</u></b>	<b><u>Topic</u></b>	<b><u>Reference</u></b>
(a)	Certification Of Indigenous Content	Annexure I of Appendix A.
(b)	Association of Persons (AoP) Agreement	Appendix C, if applicable
(c)	Undertaking to comply with indigenous design.	Appendix D
(d)	Technical Capability Assessment Criteria	Appendix E
(e)	Information Performa	Appendix F
(f)	Certificate	Appendix G
(g)	Project Report	Appendix H

37. The EOI respondents shall submit three (03) copies of response to EOI, clearly marking one copy as 'Original Copy' and the remaining two as 'Copy No 2 and 3'. The respondents are also required to submit a soft copy of the response to EOI in a CD/ DVD in PDF format and in word format. In the event of any discrepancy between the content in copies of documents submitted, the contents in the 'original copy' shall govern/ prevail. Each page of the response will bear the signatures of the authorised signatory of the Company/ Lead Member in a Consortium.

38. **Guidelines for Submitting Eol Responses.**

(a) The responses should be submitted strictly as per the formats given in respective appendices. Should a Vendor/ Consortium need to mention any other information, a separate column may be added as the last column only.

(b) All response appendices should be submitted in a single file or folder. Supporting documents or additional reference should be submitted in a separate folder with proper reference mentioned against each parameter or sub parameter in respective appendices.

(c) Any supporting document/ evidence without any reference to specific parameter of criteria will not form part of the assessment.

39. The envelopes shall be addresses as under: -

Secretary, PFT  
Project, (ISIS)  
Directorate of Air Projects and Plans (DAPP)  
Naval Headquarters  
Room No 511, 'D' Block  
Defence Officers Complex, Africa Avenue,  
New Delhi 110023

Tele 011-26771521  
Fax No 011-26771388  
Email dapp@navy.gov.in

40. The response to this Eol must be submitted by \_\_\_\_\_ hrs on \_\_\_\_\_ 2024 at the address mentioned above.

41. A Company/ Consortium can submit only one response to this Eol. If a company submits more than one response, then all responses of the Company will be rejected and the Company/ Consortium, to which the Company belongs, would not be assessed further.



42. MoD, Govt of India at its discretion can extend this deadline for the submission of responses to Eol and the same shall be notified in writing.

## PART IX

### QUERIES AND CLARIFICATIONS

43. Following aspects will govern the procedure for queries and clarifications:-

(a) **Companies/ Consortium may submit written queries/ clarification/ amplifications on specific issues by \_\_\_\_\_ 2024** Consolidation and examination of the queries received will be carried out by the PFT and clarification will be given to all the industries during the pre-response meeting.

(b) **Pre-Response Meeting**. A pre-response meeting is scheduled on \_\_\_\_\_ 2024 at \_\_\_\_\_ hrs at location as indicated in Para 39 to clarify the issue/ queries raised to facilitate submission of response.

(c) If deemed necessary, a written reply may be given to all respondents after the meeting.

## PART X

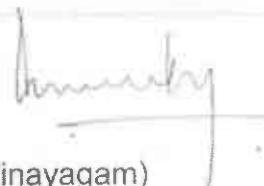
### MISCELLANEOUS

44. This Eol is being invited with no financial commitment on part of the Govt. of India/ MoD. Govt of India reserves the right to withdraw or change or vary any part thereof at any stage. MoD, Govt of India also reserves the right to disqualify any company should it be so necessary at any stage on grounds of national security.

45. Respondent/ consortium would be disqualified if they make false, incorrect, or misleading claims in their response to this Eol. A certificate as per the format at **Appendix G** would be furnished as part of the response, including respective consortium partners, where applicable.

46. DAs shall provide regular update to PFT either in person, through VC or through actual factory/ workshop visit atleast once every 03 months to ascertain the actual progress of the case.

**Note.** The above guidelines are to be read in conjunction with the guidelines under Chapter II and Chapter III of DAP 20



(P Vinayagam)  
Commodore  
Chairman, PFT  
Project, (ISIS)

**Enclosure.** Appendix 'A' to 'J'

**Distribution.** Shortlisted vendors and Hosted on DDP website (**without PSQRs**),

**Note.** Vendor downloading Eol from DDP website requested to contact DAPP as per Para 39 (Fax or email only) for copy of PSQRs by \_\_\_\_\_. Entities will be issued Eol post execution of Non-Disclosure Agreement (NDA) and Approval of PFT. Format for NDA will be issued to interested vendors post receipt of firm request from Vendor.



**Appendix A****{Refers to Para 6 and 36(a)}****INDIGENOUS CONTENT ASPECTS****Definitions**

1. "Indigenous Content" (IC) for an equipment or an item shall be arrived at by excluding from the total cost of that equipment/item the following elements at all stages (tiers) of manufacturing/production/assembly:

(a) Direct costs (including freight/transportation and insurance) of all materials, components, sub-assemblies, assemblies and products imported into India.

(b) Direct and Indirect costs of all services obtained from non-Indian entities/citizens.

(c) All license fees, royalties, technical fees and other fees/payments of this nature paid out of India, by whatever term/phrase referred to in contracts/agreements made by vendors/sub-vendors.

(d) Taxes, duties, cesses, octroi and any other statutory levies in India of this nature.

2. Further, "on cost" basis for 'Buy (Indian IDDM)' cases, shall imply the IC is required as specified under Para 8 and 21 of Chapter I of DAP 2020 read with additional specific requirements in this regard, if any, mentioned in the EOI.

**Reporting Requirements**

3. IC as defined in Para 1 and 2 above shall be mandatorily reported by all stages (tiers) of manufacturing/ production/ assembly to their higher stages (tiers). All stages (tiers) are required to aggregate indigenous content based on certifications and inputs from lower tiers, as well as on the basis of their own procurement actions and manufacturing activities undertaken. The final aggregation of IC shall be undertaken by the prime (main) contractor with whom an acquisition contract is signed by the Ministry/SHQ.



4. All contracts, sub-contracts, agreements and MoUs made by prime (main) contractors (and their lower tier suppliers/vendors) with their business partners/ suppliers, insofar as these contracts, agreements or MoUs relate to the main acquisition contract, shall mandatorily incorporate the definition and reporting requirements for IC in terms of Para 3. Similarly, these business partners/suppliers shall sequentially incorporate these definitions and reporting requirements with their next levels of business partners/suppliers and so on, till the lowest tier in the manufacturing/production/assembly chain.

### Audit

5. The Ministry of Defence can exercise its right to conduct an audit of all certifications and costs relevant to IC at all or any stages (tiers) of manufacturing/production/assembly, starting from the prime (main) contractor downwards. The audit(s) could be conducted by the Ministry itself and/or by an agency/institution/officer(s) nominated by the Ministry, as may be decided by the Ministry.

6. All contracts, sub-contracts, agreements and MoUs made by prime (main) contractors (and their lower tier suppliers/vendors) with their business partners/suppliers, insofar as these contracts, agreements or MoUs relate to the main acquisition contract, shall mandatorily incorporate the right of Ministry of Defence to conduct an audit in terms of Para 5. Similarly, these business partners/suppliers shall sequentially incorporate these definitions and reporting requirements with their next levels of business partners/suppliers and so on, till the lowest tier in the manufacturing/production/assembly chain.

### Certification

7. All relevant deliveries made under contract shall be accompanied by a certificate of IC issued by the Chief Financial Officer (CFO). All final deliveries under contract shall be accompanied, in addition to the certificate issued by the CFO of the prime (main) contractor as aforesaid, by its Company Auditor's certificate. An Indigenisation Plan for Buy (Indian-IDD), Buy (Indian), Buy & Make (Indian) and Buy & Make cases will be required to be submitted by the vendor to meet the requirement of IC as specified in Para 6 to 9 of Chapter I of DAP20. Further, the equipment offered for trial shall be accompanied with a certificate of IC issued by the CFO of the prime (main) bidder. The format for certification of IC by the CFO/Company Auditor shall be as per **Annexure to this Appendix**.

8. Final payments shall be released only after the submission of a certificate of IC furnished by the CFO of the prime (main) contractor and a certificate from its Company Auditor, in addition to any other requirements specified elsewhere in the DPP or in the contract.

9. Deliveries at each stage of contract must conform to IC requirements and categorization relevant to that particular stage. The Performance-cum-Warranty Bank Guarantee shall not be released before completing an audit of the IC in all relevant deliveries by the Ministry or its nominated agency/institution/officer(s), if such an audit is ordered.

#### **Withholding of Payments and Imposition of Penalties**

10. In case a particular delivery is deficient in achieving mandatory IC for that stage, an amount of 5% of the cost of that stage delivery shall be withheld from payment for that stage. However, if the vendor achieves the mandatory IC on a cumulative basis by the next stage of delivery, the amount so withheld shall be released to the vendor without interest. All such payments withheld above shall be forfeited upon failure to achieve required IC by the stage of last delivery of the relevant product. In addition, the Performance-cum-Warranty Bank Guarantee shall also be forfeited upon failure to discharge IC obligations as per contract.

11. In case mandatory IC is not achieved by a vendor and/or if a false certificate is furnished by a vendor/sub-vendor, the Ministry can initiate proceedings for banning or suspension of business dealings with the erring Indian vendor/sub-vendor and its allied firms for all future contracts for a period upto 5 years. This right can be exercised by the Ministry at any point of time; and initiation of banning or suspension proceedings, if ordered, shall be in addition to any other action that may be taken/ordered by the Ministry against the erring vendor/sub-vendor under any law(s) in force.



#### **Miscellaneous**

12. In the event of non-incorporation of the definitions and/or audit requirements laid down under Para 1 to 6 in contracts or agreements vendors with next tier at any stage (tier) of manufacturing/production/assembly, it shall be presumed that items/services provided by that stage/tier to the next (tier) have no IC for the purposes of the DPP. Similarly, in the event of non-certification of IC at any stage (tier) as required herein, it shall be presumed that items/services provided by that stage/tier to the next stage (tier) have no IC for the purposes of the DPP. In such cases, the Ministry of Defence can take any of the steps under Para 7 to 11 above against erring vendors/sub-vendors.

Annexure I to Appendix AFORMAT FOR CERTIFICATION OF INDIGENOUS CONTENT

This is to certify that we, \_\_\_\_\_ (Name of Prime/Main Vendor) have achieved/are offering the following IC in the accompanying delivery under contract/equipment being offered for trials/prototype, as defined under the Defence Procurement Procedure and as required under the RFP/Contract/EoI (tick whichever is applicable) No. \_\_\_\_\_ dated \_\_\_\_\_.

Signed by:

'Responsible Designated Official'  
----- (Name of Vendor)

Seal of Vendor -----  
Date:

AUDITOR'S CERTIFICATE

We (legal name of Verification Firm) \_\_\_\_\_, established in \_\_\_\_\_ (Full address) represented for signature of this Verification Certificate by \_\_\_\_\_ (Name and designation of Authorised Representative), hereby certify that: -

The above mentioned Indigenous Content (IC) proforma has been examined and all checks of the supporting documentation and accounting records deemed necessary were carried out in order to obtain reasonable assurance that, in our opinion, based on our Verification, the Indigenous Content percentage \_\_\_\_ % (in numbers and words) reflected in the above mentioned proforma has been achieved by \_\_\_\_\_ (Name of Vendor) during the manufacture of \_\_\_\_\_ (Name of Equipment).

Certified by:

Statutory Auditor/ Cost Auditor/Certified or  
Licensed Cost Accountant / Chartered Accountant  
(as applicable)  
(Name /Name of Firm)  
Membership Number / Registration Number

Seal of Verification Firm

Date:



**Appendix B****{Refers to Para 7, 19, 21(d)}****Intellectual Property Rights (IPRs).**

DA shall retain title or ownership and all other rights in intellectual property generated during the development of project. However, the Government shall have 'March-in rights' under which the Government can ask the contractor to grant, or may itself grant license for, inter alia, the following reasons: -

- (a) Where health and safety requirements so require the Government to act in public interest.
- (b) For National Security Reasons.
- (c) To meet requirements for public use not reasonably satisfied by the contractor.
- (d) For failure of the contractor to substantially manufacture the products embodying the subject invention in India or
- (e) For failure of the contractor to comply with any of the requirements laid down under these guidelines.

AM

Appendix C{Refers to Para 21(f), 31 & 36(b)}ILLUSTRATIVE: 'ASSOCIATION OF PERSONS AGREEMENT'

THIS ASSOCIATION OF PERSONS (AOP) AGREEMENT is entered into on this the day of 20.....

**AMONGST**

1. { ..... Limited, a company incorporated under the Companies Act} and having its registered office at ..... (hereinafter referred to as the "First Part" which expression shall, unless repugnant to the context include its successors and permitted assigns)

**AND**

2. { ..... Limited, a company incorporated under the Companies Act} and having its registered office at ..... (hereinafter referred to as the "Second Part" which expression shall, unless repugnant to the context include its successors and permitted assigns)

**AND**

3. { ..... Limited, a company incorporated under the Companies Act and having its registered office at ..... (hereinafter referred to as the "Third Part" which expression shall, unless repugnant to the context include its successors and permitted assigns)}

**AND**

4. { ..... Limited, a company incorporated under the Companies Act and having its registered office at ..... (hereinafter referred to as the "Fourth Part" which expression shall, unless repugnant to the context include its successors and permitted assigns)} The above mentioned parties of the FIRST, SECOND, {THIRD and FOURTH} PART are collectively referred to as the "Parties" and each is individually referred to as a "Party".

**WHEREAS,**

(a) The Ministry of Defence, Government of India (hereinafter referred to as the "Buyer" which expression shall, unless repugnant to the context or meaning thereof, include its administrators, successors and assigns) has invited responses (the "responses") to its Expression of Interest No..... dated..... (the "Eoi") for short-listing of bidders for development of- ..... Project (the "Project").

(b) The Parties are interested in jointly bidding for the Project as an Association of Persons ("AoP") in accordance with the terms and conditions of the EoI document and other documents in respect of the Project and

(c) It is a necessary condition under the EoI document that the members of the AoP shall enter into an Association of Persons Agreement and furnish a copy thereof with the Response.

**NOW IT IS HEREBY AGREED as follows:-**

1. **Definitions and Interpretations.** In this Agreement, the capitalized terms shall, unless the context otherwise requires, have the meaning ascribed thereto under the EoI.

2. **Association of Persons/Consortium.**

(a) The Parties do hereby irrevocably constitute an Association of Persons/consortium (the "Consortium") for the purposes of jointly participating in the bidding process for the Make Project and executing and implementing the complete "Make" project upto the completion of the Production Phase or any subsequent Lifecycle Support or technology Refresh/Upgrade Contract that MoD places on the Lead Member of AoP before completion of the Warranty Period, whichever is later.

(b) The Parties hereby undertake to participate in the "Make" Project only through this AoP Agreement and not individually and/or through any other AoP/consortium constituted for this Project, either directly or indirectly or through any of their Associates.

3. **Covenants.** The Parties hereby undertake that in the event the AoP is declared the selected Development Agency and awarded the project, the parties shall enter into a Contract with the Buyer for performing all its obligations as the Development Agency in terms of the contract for the Project.

4. **Role of the Parties.** The Parties hereby undertake to perform the roles and responsibilities as described below: -

(a) Party of the First Part shall be the Lead member of the Consortium for and on behalf of the Consortium during the bidding process and until the Appointed Date under the Contract.

(b) Party of the Second Part shall be responsible for .....



- (c) Party of the Third Part shall be responsible for .....
- (d) Party of the Fourth Part shall be responsible for .....

5. **Joint and Several Liabilities**. The Parties do hereby undertake to be jointly and severally responsible for all obligations and liabilities relating to the Project and in accordance with the terms of the EoI and subsequently in accordance with the development contract, if and when awarded.

6. **Lead Member**. Without prejudice to the joint and several liabilities of the parties, each party agrees that it shall communicate with the MoD in matters of the EoI and the Development and Production Contract, as applicable through the Lead Member and the Buyer shall be entitled to communicate with such Lead Member as the representative of all the members. Each party agrees and acknowledges that:-

(a) The Lead Member shall take prior written consent by all participating AoP members before sending any communication regarding a decision (including without limitation, any waiver or consent), action or omission, before communicating the same to MoD. The AoP Members shall send their responses to the Lead Member and ensure that stipulated timelines of MoD are met with by the Lead Member;  
and;

(b) Any decision (including without limitation, any waiver or consent), action, omission communicated by the Lead Member on any matters related to the Contract shall be deemed to have been on its behalf and shall be binding on it. The Buyer shall be entitled to rely upon any such action, decision or communication from the Lead Member;  
and;

(c) Any notice, communication, information or documents to be provided to the Development Agency shall be delivered to the authorised representative of the Development Agency (as designated pursuant to the Contract) and any such notice, communication, information or documents shall be delivered to all the Parties by the Lead Member.

7. **AoP Bank Account/ Payments**. The Parties will open a separate single bank account ("**AoP Account**") for payments to be received from the Buyer in the name of the AoP which account shall be operated jointly by all the AoP members. Each of the Parties shall raise separate invoices on Buyer, which will be presented to the Buyer by the Lead Member under a Covering Letter. The Buyer shall make the payment(s) into the designated AoP account and the Buyer shall not in any manner be responsible or liable for the inter se allocation of payments, works etc. among the Parties. Disbursal of the amount lying in

the AoP account to each of the Parties shall be made directly to such Party, from the AoP Account. Each Party shall be responsible for ensuring the Invoice and the accompanying documentation is complete and accurate.

8. Representation of the Parties

8.1 Each Party represents to the other Parties as of the date of this Agreement that:-

(a) Such Party is duly organized, validly existing and in good standing under the laws of its incorporation in India and has all requisite power and authority to enter in to this Agreement;

(b) The execution, delivery and performance by such Party of this Agreement has been authorized by all necessary and appropriate corporate or governmental action and a copy of the extract of the charter documents and board resolution/power of attorney in favour of the person executing this Agreement for the delegation of power and authority to execute this Agreement on behalf of the Consortium Member is annexed to this Agreement and will not, to the best of its knowledge:-

(i) Require any consent or approval not already obtained;

(ii) Violate any Applicable Law presently in effect and having applicability to it;

(iii) Violate the memorandum and articles of association, by-laws or other applicable organizational documents thereof;

(iv) Violate any clearance, permit, concession, grant, license or other governmental authorization, approval, judgment, order or decree or any mortgage agreement, indenture or any other instrument to which such Party is a party or by which such Party or any of its properties or assets are bound or that is otherwise applicable to such Party; or

(v) Create or impose any liens, mortgages, pledges, claims, security interests, charges or Encumbrances or obligations to create a lien, charge, pledge, security interest, encumbrances or mortgage in or on the property of such Party, except for encumbrances that would not, individually or in the aggregate, have a material adverse effect on the financial condition or prospects or business of such Party so as in all matters before the Buyer, signing and execution of all contracts and undertakings consequent to acceptance of the Consortium's proposal and generally dealing with the Buyer in all matters in connection with or relating or arising out of the Project.

9. **Termination.** This Agreement shall be effective from the date hereof and shall continue in full force and effect until completion of the Make project and in accordance with the contract, in case the Project is awarded to the Consortium. However, in case the Consortium is either not prequalified for the Project or does not get selected for the award of the Project, the Agreement will stand terminated or upon return of the Bid Security, if any, by the Buyer to the Bidder, as the case may be. Upon completion of the Development Contract, this Agreement may be terminated by the Parties upon written mutual consent, if the AOP fails to win Contract from MoD, during the implementation of the 'Buy (Indian-IDDM)' Project.

10. **Miscellaneous.**

(a) This Agreement shall be governed by the laws of India.

(b) In the event of a dispute, the Parties shall attempt to amicably resolve the same, failing which the dispute shall be referred to arbitration which shall be resolved in accordance with the Arbitration & Conciliation Act, 1996. The venue for dispute resolution shall be New Delhi, India. The arbitration proceedings shall be conducted in English language. The arbitration award shall be final and binding upon the Parties.

(c) The Parties acknowledge and accept that this Agreement shall not be amended by the Parties without the prior written consent of the Buyer.

IN WITNESS WHEREOF THE PARTIES ABOVE NAMED HAVE EXECUTED AND DELIVERED THIS AGREEMENT AS OF THE DATE FIRST ABOVE WRITTEN.

SIGNED, SEALED AND DELIVERED For and on behalf of Lead Member  
by:

(Signature)  
(Name)  
(Designation)  
(Address)



SIGNED, SEALED AND DELIVERED For and on behalf of SECOND PART

(Signature)  
(Name)  
(Designation)  
(Address)

SIGNED, SEALED AND DELIVERED For and on behalf of THIRD PART

(Signature)  
(Name)  
(Designation)  
(Address)

SIGNED, SEALED AND DELIVERED For and on behalf of FOURTH PART

(Signature)  
(Name)  
(Designation)  
(Address)

In the presence of (witness):

- 
- 1.
  - 2.

Appendix D  
(Refer to Para 6 of EoI)

**UNDERTAKING TO COMPLY WITH INDIGENOUS DESIGN**

We, \_\_\_\_\_ ("Name of Vendor"), do hereby certify, undertake and confirm that:

1. The Design of \_\_\_\_\_ ("Named Product"), as claimed by us in response to the RFP No \_\_\_\_\_ dated \_\_\_\_\_ is owned partly or wholly by us/by an Indian entity.

2. Further, we confirm that the Design of the Named Product, as claimed by us, has not been licensed from a foreign third party except for standard software licences such as, but not limited to OS / Database / \_\_\_\_\_ (Strikeout / Specify as applicable).

3. The ownership of the Design, as claimed by us, enables us to manufacture, realise, sell, provide Through Life Support, modify and upgrade the Named Product without any encumbrances, except as specified below: (If any form of encumbrances exist on the product or any of its subsystems these should be elaborated here)

\_\_\_\_\_

\_\_\_\_\_

4. We further claim that we own the following Intellectual Property (IP) Rights in relation to the design of the Named Product: (Specify any Patents, Registration of Designs, if any, held by the Vendor)

\_\_\_\_\_

\_\_\_\_\_

5. We also undertake to permit MoD/MoD appointed Specialists Committee, to inspect/ carry out technical verification at our premises of the applicable documents, such as Design Reports, Drawings, Specifications, Software Documents & Codes, Gerber files, etc, as may be reasonably necessary and required to prove the above claim of ownership of the Design of the Named Product. (Examination on site at company's premises only. Documents, in any form, are not be sought nor required to be submitted for examination outside the Company's premises)

6. Failure on our part to prove the ownership of the Design of the Named Product by us/by an Indian entity or submission of any false undertaking or claim as indicated in the response at any post contract stage of the intended procurement may make us liable to forfeiture of the PWBG to the extent of any direct losses or damages suffered by the MoD as a consequence of such false undertaking or failure to prove the ownership of the Design.

Appendix ERefers to Para 32, 33, 36(d)}TECHNICAL CAPABILITY ASSESSMENT CRITERIAName of the vendor: \_\_\_\_\_

<u>Sl. No</u>	<u>Criteria and Sub- Criteria</u>	<u>Vendor Submissions</u>				<u>Remarks, if any</u>
		<u>Lead Bidder</u>	<u>Partner 1</u>	<u>Partner 2</u>	<u>Partner 3</u>	
(a)	The company should demonstrate domain expertise in the field of avionics design and ability to implement critical technology related to LCD and associated components of product being developed					
(b)	Design approval /Expertise/ acceptance to undertake Qualification Tests and obtain CEMILAC certification for airborne avionics equipment being developed towards facilitating ground and flight trials on aircraft					
(c)	Qualified team working in the area of avionics design, implementation and integration.					
(d)	Past experience in design and development of avionics systems. DA should have airworthiness qualification testing (Hardware and Software) experience and obtained system certification of at least one airborne system for military aircraft.					
(e)	DA shall have and maintain a Quality Management System compliant with AS9100 series or equivalent certified by a Certification Body and shall provide on request with the copies of all its certificates/ approvals obtained.					
(f)	Infrastructure with availability of test instruments to support testing and					



	tuning of avionics systems being developed.					
(g)	Availability of clean and dust free lab environment.					
(h)	Adequate availability or access to certified labs to undertake environmental tests being stipulated for development of avionics systems as per MIL standards.					

**Place:**

**Signature**

**Company Seal**

**Date:**

**Note :-**

1. This case is earmarked for MSMEs only.

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**Appendix F****{Refer to Para 36(e)}****INFORMATION PROFORMA****(To Be Filled By All Partners/Collaborators)**

1. Name of the Company
2. Name of CEO with Designation
3. Address of the Registered Office
4. CIN
5. Address of the Factory/Factories
6. Company Website(s)
7. Date of Incorporation
8. Brief History of the Company
9. Category of Industry (Large Scale/Medium Scale/Small Scale)
10. Nature of Company (Public Limited/Private Limited)
11. Share holding pattern
12. Nature of Business (Please give broad product range against each)
  - (a) Manufacturer
  - (b) Trader
  - (c) Sole Selling or Authorised Agent
  - (d) Dealer
  - (e) Assembler
  - (f) Processor
  - (g) Re packer
  - (h) Service Provider
13. Details of Current Products
  - (a) Type/Description
  - (b) Licensed/Installed Capacity
  - (c) Annual Production for Preceding 3 Years
14. Details of Foreign Collaborations
  - (a) Product
  - (b) Name and Address of Collaborator
  - (c) Year of Collaboration
  - (d) Current Status of the Collaboration (whether expired or current)
15. Technology Received from Abroad and Assimilated
16. Technology Transfer MoUs Signed/Under Negotiation
17. Products Already Supplied
  - (a) To Indian Army/Air Force/Navy
  - (b) PSUs
  - (c) DRDO and its Laboratories
  - (d) Ordnance Factories
  - (e) Any other Defence Organisation

- (f) To other Principal Customers
18. Details of Registration Certification held (along with product details)
    - (a) DGQA
    - (b) DGAQA/DGNAI
    - (c) CEMILAC
    - (d) DGS&D
    - (e) Other Defence Departments
    - (f) Other Government Department
  19. Details of ISO Certification (Attach certificate, if any)
  20. Details of Patent/IPR certificates (Attach certificate, if any)
  21. Details of Permanent Man Power (with the details of qualifications)
    - (a) Technical
    - (b) Administrative
  22. Total Area of Factory
    - (a) Covered (sq. mtrs)
    - (b) Uncovered (sq. mtrs)
    - (c) Bonded Space Available (sq. mtrs)
  23. Details of Important Facilities available with EoI respondent
    - (a) Production (including Heat Treatment, Dies, jigs and Fixtures)
    - (b) CAD, CAM, ROBOTS and Other Advanced Technology Tools
    - (c) Environmental Test Facilities.
    - (d) Tool Room, Metrology and Test Equipment and Facilities
  24. Details of Developmental Facilities
    - (a) R&D Facilities Available
    - (b) Number of Technical Manpower
    - (c) Inspection and Quality Control of Raw Material, Components and Finished Products.
    - (d) Assistance required from Central Agency/Agencies for Testing/Calibration
    - (e) Laboratory and Drawing Office Facility
    - (f) Percentage of Total Turn-Over Spent on R&D during the Last Three Years
  25. Area of Interest for Future Expansion/Diversification
  26. Future Plan (if any) in respect of Expansion Program, Installation of Additional Machines/Test Facilities
  27. Integration capabilities for system-of-systems projects.
  28. Any other Relevant Information
  29. Contact Details of the Executive Nominated to co-ordinate with the Assessment Team (please provide telephone, mobile and e-mail address).



**Appendix G**  
**(Refers to Para 36 (f) & 45)**

**CERTIFICATE**

It is certified that information submitted in the documents as part of the response to Expression of Interest for Project 'indigenous design development and manufacture ***Combined Indicator of Integrated Stand-by Instrument System (ISIS)*** is correct and complete in all respects. It is acknowledged that the company and / or all consortium members will be disqualified from further participation if any information provided is found to be incorrect.

**Signature with Company Seal**

\_\_\_\_\_  
Company No1

\_\_\_\_\_  
Company No 2

\_\_\_\_\_  
Company No3

\_\_\_\_\_  
Company No4

\_\_\_\_\_  
Company No 5

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Appendix H  
{Refers to Para 36(g)}

FORMAT FOR PROJECT REPORT

1. Overview of the project
2. Compliance to PSQR.
3. Compliance to Environmental standards and QA aspects as elucidated in the PSQRs. (Respondents may indicate if equipment/assemblies/assembly is being supplied with any other QA standard/ equivalent commercial standards).
4. List of equipment/subcomponents and assemblies proposed to be fitted on 'indigenous design development and manufacture of **Combined Indicator of Integrated Stand-by Instrument System (ISIS)** with details of following: -
  - (a) Indigenous / imported.
  - (b) Mil standard or commercial standards
  - (c) Short brief on technical capabilities of equipment
5. Standards under which the 'indigenous design development and manufacture of **Combined Indicator of Integrated Stand-by Instrument System (ISIS)** will be manufactured/tested.
6. Acceptance of 102 weeks (24 MONTHS) as prototype development timeline **which includes CEMILAC certification and trials.**
7. Source of Raw Material for the project:-
  - (a) Imported/ Indigenous.
  - (b) Brief Description.
  - (c) Estimated CIF value.
  - (d) Percentage FE content likely in prototype and final product.

8. Details of important facilities that will be employed in the project, including but not limited to (specifically to be used for this project): -

- (d) Production (including Heat Treatment, jigs and fixtures).
- (e) CAD, CAM, robotics and other advanced technology tools.
- (f) Environmental Test Facilities.
- (g) Tool Room, Metrology and Test Equipment and Facilities.
- (h) Types of Instruments, Make and Model, Date of Purchase,

9. Indigenisation Criteria with specific reference to 'indigenous design development and manufacture of **Combined Indicator of Integrated Stand-by Instrument System (ISIS)** project.

- (a) Indigenous design capability.
- (b) Indigenous manufacturing capability.
- (c) Indigenous content in percentage of total cost.
- (d) %age of proprietary items.
- (e) Components to be manufactured indigenously.
- (f) Components designed indigenously but likely to be manufactured abroad.
- (g) Components likely to be procured from abroad along with country of origin.
- (h) Methodology to build up on technologies and experience from current project for new deliverables/upgrades.

10. Estimated timelines for various phases of prototype development, total timeframe for implementation of the project and critical phases most susceptible to slippages. Some Critical Activities and Milestones envisaged are as follows :- **(respondent may use them as reference to reply to this question and amend / add as required)**

- (a) Build specifications/design specifications.



- (b) Layout/ General Arrangement Drawing (with detailed Bill of Material and source).
  - (c) QAP procedure for equipment.
  - (d) Placing of orders for all components and raw materials.
  - (e) Procurement of all critical raw materials.
  - (f) Assembly of critical sub-assemblies.
  - (g) Assembly of the complete prototype.
  - (h) Finalisation and Promulgation of Trial Directive.
  - (j) Internal Testing and Trials.
  - (k) Environmental Testing and trials.
  - (l) Submission of certification/studies as required
  - (m) Prototype trials.
  - (n) Preliminary Design Review (PDR).
  - (p) Critical Design Review (CDR).
11. Location where the prototype will be manufactured.
12. Roles Responsibilities and expertise details of consortium members, if any.
13. Role of foreign/ indigenous technology provider, if any, including the agreement intended to be entered into on being shortlisted.
14. Method of execution of ToT and key technologies envisaged to be absorbed through ToT with timeline (if applicable).
15. Upfront disclosure of details of foreign collaboration, if any including major assemblies and sub-assemblies to be defined to include Armament, Power Pack, Transmission System, Sighting system etc. as Priority I and II.
16. Requirement and employment specialised testing assistance where facilities are available only with DRDO/DGQA/DGAQA/DGNAI/SHQ.

17. Requirement Utilisation of existing government infrastructure for leasing, maintenance and manufacture of components, assemblies and sub-assemblies.
18. Recommended Evaluation process and acceptance criteria for prototype for PSQRs.(to be divided into simulation, documentation, certification, inspection and demonstration )
19. Likely envisaged delivery timelines for production version post placement of contract.
20. Recommended methodology for full life cycle support for production version.
21. Obsolescence Management Plan for product.
22. Recommended training and exploitation methodology for product.
23. Recommended methodology for, midlife upgrades or life extension as applicable.

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