

## INVITATION FOR EXPRESSION OF INTEREST (EoI) FOR ANTI TANK MINE TANDAV

**References** : Defence Acquisition Procedure 2020.

**Appendices**:

- Appendix A** : Preliminary Service Qualitative Requirements for Anti Tank Mine Tandav (Not att & will be issued to interested vendors).
- Appendix B** : Commercial Evaluation Criteria.
- Appendix C** : Technical Evaluation Criteria (Not att & will be issued to interested vendors).
- Appendix D** : Information Performa.
- Appendix E** : Confidentiality Agreement.
- Appendix F** : Correctness Certificate.
- Appendix G** : EoI Compliance Certificate.

1. **Introduction.** The mines presently in use against tanks are the pressure operated type where in the tank tracks have to physically go over a portion of the mine to set off the mine; even then, only a portion of the tank track may get damaged. Influence mines that recognize the magnetic and seismic signatures of an incoming tank and detonate when the tank comes close to them have been developed and tested. The tank gets destroyed even though the track does not physically go over the mine. The influence mine, thus, attacks the relatively soft underbelly of the tank causing complete destruction. MoD / DDP have accorded AIP on 16 Jan 2023 to progress the proposal under Make II category.

2. **Objective.** The objective of this invitation of Expression of Interest (EoI) is to seek willingness of Indian vendors to participate in design, development & procurement of qty 10,000 Anti Tank Mine Tandav under Make II category of DAP 2020 (reference Chapter III). Indian vendors meeting the Technical, Commercial and Project Requirements laid out in the EoI as the next step, will be issued a 'Project Sanction Order' (PSO) to develop a prototype as per provisions of Chapter III of DAP 2020.

3. **Layout.** The EoI has been covered under following parts.

- (a) Part I : General Information.
- (b) Part II : Scope of the Project.
- (c) Part III: Evaluation Criteria.
- (d) Part IV: Procedure for submission of response to the EoI.
- (e) Part V : Miscellaneous.



## PART I: GENERAL INFORMATION

4. The nodal officer for this project for all queries/ clarifications/ coordination will be the **Secretary, Project Facilitation Team (PFT), Anti Tank Mine Tandav**. Address and contact details are given at Para 32 of EoI.

5. **Nomenclature**. Anti Tank Mine Tandav.

6. **Categorisation**. 'Make II' (Industry funded) under the provisions of Chapter III of DAP 2020 and amendments thereof. IC% for material / software/ component should be 50% of overall IC. The project is further categorised as under:-

(a) **Prototype Development Phase**. 'Make-II iaw Para 5(b) (i), Chapter III of DAP 2020.

(b) **Procurement Phase**. 'Buy (Indian-IDDMM)' with minimum 60% Indigenous Content (IC) in accordance with Para 6 (d) of Chapter III of DAP 2020. IC% for material/ software/ components should be 50% of overall IC.

7. **Indigenous Content**. The product indigenously designed, developed and manufactured should have minimum 60% Indigenous content (IC) on base contract price and minimum 50% of overall IC in the form of material / component / software that are manufactured in India as per para 6(d) of Chapter III of DAP 2020. IC% for material/ software/ components should be 50% of overall IC.

8. **Quantities**. The quantities sought for the project are:-

(a) **Prototype Development Phase**. 150 Numbers prototypes per DA (Designing Agency) would be required for trials as per provisions of Chapter III of DAP 2020 and amendments thereof.

(b) **Procurement Phase**. Quantity 10,000 Numbers Anti Tank Mine Tandav with accessories are proposed for procurement on MOQ (Minimum order Quantity) basis to meet essential requirement of Indian Army.

9. **Make-II Procedure**. Make-II Procedure duly available at Chapter III of DAP 2020 will be referred to hereinafter in the case and a copy of the same is available on MoD website. The PFT of Indian Army / MoD constituted will act as interface between Indian Army and Industry during the Design and Development stage of the project. **No re-imburement of development cost is permissible under Make-II scheme.**

## PART II: SCOPE OF THE PROJECT

10. **Scope**. Anti Tank Mine Tandav is a proposed solution for an improved influence mine consisting of light weight, better discrimination, remote operation and advance feature for SN period setting etc. The project is aimed at meeting this requirement indigenously by design, development and manufacturing by Indian industry.

**Preliminary Service Qualitative Requirements (PSQR) of the Proposed System.**  
PSQR of the Anti Tank Mine Tandav is attached as **Appendix A.**



## Time Line and Milestones

### 12. Time Line.

<u>Ser No</u>	<u>Activity</u>	<u>Time Required</u>
(a)	Prototype development	48 weeks from the date of issue of Project Sanction Order.
(b)	Production of 10,000 Numbers Anti Tank Mine Tandav in procurement phase	12 Months from the date of issue of Supply Order.

### 13. Milestones. Major activities in the procurement are given below :-

<u>Ser No</u>	<u>Activity</u>	<u>Remarks</u>	<u>Timelines</u>
(a)	Issue of Eol	By PFT	$T_0$
(b)	Pre Eol Response Meeting	By PFT with Eol respondents	$T_0 + 3$ weeks
(c)	Eol Responses Submission	By Eol respondents (Indian Vendors)	$T_0 + 8$ weeks
(d)	Eol Responses Evaluation	By PFT	$T_0 + 14$ weeks
(e)	Issue of PSO for Development of Prototype	To selected DAs, those meeting evaluation criteria	$T_0 + 16$ weeks
(f)	Design and Development of Prototype	Selected DAs will develop the prototype	$T_0 + 64$ weeks
(g)	Design and Development of Prototype and Confirmation of Prototype Development (CoPD)	(i) Design and Development of Prototype. (ii) CoPD by PFT to ensure matching of development of product as per PSQR. (iii) More than one review may be conducted, on required basis. Dates will be promulgated by the PFT, as per progress of the project.	$T_0 + 16$ weeks to $T_0 + 64$ weeks
(h)	Single Stage Composite Trials (SSCT), Conversion of PSQR to GSQR, Issue of Commercial RFP till Contract	As per DAP 2020 and amendment thereof as applicable. Sequence of activity after development of prototype up to signing of contract will be amplified in PSO.	-



### Development of Prototype and Trials

14. Prototype will be developed by the selected vendors after the issue of PSO. Confirmation of Prototype Development by PFT to ensure matching of development of product as per PSQR will be carried out. All possible and reasonable assistance and any clarification related to functional or operational aspect of development as sought by DAs will be provided by PFT.

### Solicitation of Commercial Offer

16. A commercial Request for Proposal (RFP) for 'Buy (Indian-IDDM)' phase would be issued to DA(s) who have successfully developed the prototype & cleared SSCT for soliciting their commercial offers. Sequence of activity after development of prototype up to signing of contract will be amplified in the PSO. **Additional technical information/ documentation, as may be necessary including those related to Indigenous Content and IPRs would also be required to be provided by the vendor prior to the issue of Commercial RFP.**

### Deliverables

17. The project is envisaged to have the following deliverables:-

- (a) **Prototype Development Stage.** 150 Numbers prototypes per DA would be required for trials.
- (b) **Procurement Stage.** Quantity 10,000 Numbers are proposed for procurement on MOQ basis to meet essential requirement of Indian Army.
- (c) An appropriate Engineering Support Package (ESP) will be required for utilisation & maintenance of the equipment to include training aids, projection system, complete equipment with accessories / optional, technical literature, spares, test equipment / test set up, charts, training handouts, power point presentations, Computer Based Training (CBT), Documentation, Simulators etc. These will be provided with the equipment during the procurement phase. Details will be further amplified in the Request for Proposal (RFP).
- (d) **Warranty.** The goods supplied shall carry a warranty for Two years from the date of acceptance of Joint Receipt Inspection (JRI). Details will be further amplified in the Commercial RFP.

### Details of Trials/ Assistance to be Provided.

18. The following trials will be conducted / assistance will be provided:-

- (a) **Single Stage Composite Trials (SSCT).** The SSCT will be conducted by SHQ, post confirmation of development of prototype of Anti Tank Mine Tandav by the vendor to the PFT, to evaluate the performance of Anti Tank Mine Tandav to meet requirements stated in the PSQR. Detailed trial methodology will be formulated in consultation with the vendor(s) and all stakeholders during the course of development of the prototype and the same will be issued before commencement of SSCT.



(b) **Assistance to be Provided.** Assistance to Development Agencies (DAs) will be provided by provision of ranges and Armoured Vehicles, B Vehicles for carrying out trials. Additional assistance if any will lie solely at the discretion of the Project Facilitation Team. In case of any damage occurring to equipment / property / personnel resulting from testing of the product to a private entity, the DA is liable to bear the expenses of repair / replacement of the facility and all necessary insurance coverage for the job shall be the responsibility of the DA.

### **Multiple Technology Solutions**

19. Multiple technology solutions are not acceptable.

### **Intellectual Property Rights (IPRs).**

20. As per provisions of **Para 59, Chapter III of DAP-2020**, DA shall retain title or ownership and all other rights in intellectual property generated during the development of project. Further, based on devp of the prototype a comprehensive list of design documents (to be informed subsequently) will need to be submitted by the DA for verification by the PFT. 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.

## **PART III: EVALUATION CRITERIA**

### **Eligibility Criteria**

21. Eligible for Indian vendor defined at Paragraph 20 above, including additional conditions at Paragraph 20 (a) and Paragraph 20 (b) of Chapter-I of DAP 2020.
22. This EoI is being published on MoD/ DDP website inviting companies to participate in the Make-II project and also issued to the potential vendors who have indicated willingness during the Feasibility Study to participate in the development of Anti Tank Mine Tandav.
23. EoI respondents will furnish their responses to the Vendor Evaluation Criteria as per **Appendix B** enclosed.



### Technical Evaluation Criteria

24. **Technical Specifications.** The respondents to this EoI are required to furnish information about their Technical Capability as per **Appendix C.** Compliance/ information as per **Annexure I to Appendix C** is also required to be submitted as per the proposed solution offered by the DA against PSQR of the equipment.
25. **Indigenous Content.** Post successful devp of prototype(s), further procurement will be as per the Buy (Indian IDDM) procedure. The product indigenously designed, developed and manufactured should have minimum 60% IC on cost basis of the total contract value and minimum 50% of overall IC in the form of material / component / software that are manufactured in India as per para 6(d) of Chapter III of DAP 2020. IC% for material/ software/ components should be 50% of overall IC.
26. **Foreign Collaboration.** If the DA is collaborating / plans to collaborate with a foreign technology provider, the nature of such collaboration and the technology areas being transferred must be stated in the response (please refer paragraphs 16 & 17 of Appendix D).
27. **Additional Information.** Additional information required to be furnished as part of the EoI response is given at **Appendix D.**

### PART IV: PROCEDURE FOR SUBMISSION OF RESPONSE TO THE EoI

28. The response to the EoI shall be submitted as per formats given at **Appendix 'B'** to **Appendix 'G'**.
29. **Guidelines for Submitting EoI Responses.**
- (a) The response should be submitted strictly as per the formats given in respective Appendices. Should a vendor need to mention any other information, a separate column/ row may be added. Vendors should provide compliance or non compliance parameters and no conditional response / compliance shall be submitted by the firm / vendor.
- (b) All responses and Appendices should be submitted in a single file/ folder. Supporting documents/ additional references should be submitted in a separate folder with proper reference mentioned against each parameter/ 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.
30. **Rejection Criteria for Selection as DAs.** The following may lead to rejection of EoI response:-
- (a) Failure to meet Eligibility Criteria given at **Appendix 'B'**.
- (b) Failure to meet / comply with the Technical Evaluation Criteria specifications given at **Appendix C.**



- (c) Failure to offer compliance to any of the terms and conditions given in the EoI.
- (d) Failure to submit certificates/ details as mentioned in **Appendix 'D'** to **Appendix 'G'** of the EoI.
- (e) Any other parameter of the response considered inadequate by the MoD, Government of India.
31. **Foreclosure Criteria.** As per provisions of Para 20, Chapter - III of DAP 2000, no govt funding is envisaged for prototype development, but there is assurance of orders on successful development and trials of prototype. No foreclosure of the project will be done after issue of PSO other than reasons for default / non adherence to PSO by vendors or delay by DA to produce one prototype for trials.
32. The EoI respondent shall submit three (03) copies of response to the EoI, clearly marking one copy as '**Original Copy**' and second & third as '**Duplicate Copy and Triplicate Copy**'. In the event of any discrepancy between them, the original copy shall govern/ prevail. Each page of the response will bear the signatures of the authorized signatory of the company. **The DA shall also submit a soft copy of the response to this EoI in a CD/ DVD.**
33. **The Envelopes Shall be Addressed as Under :-**
- Secretary, Project Facilitation Team  
Anti Tank Mine Tandav  
Combat Engineers Directorate, Engineer-in-Chief's Branch,  
Room No 80, Kashmir House, Integrated HQ of MoD (Army),  
Rajaji Marg, New Delhi-110011  
Email id: [ce6-einc-army@nic.in](mailto:ce6-einc-army@nic.in)  
Tele No : 011-23019132
34. The responses to this EoI must be submitted by **30 June 2025** at the above mentioned address.
35. The company will be required to sign and honour the 'Confidentiality Agreement' with MoD, Govt of India. The '**Confidentiality Agreement**' will be furnished by each EoI respondent at the time of submission of EoI responses as per format given at **Appendix E**.

#### **PART V : MISCELLANEOUS**

36. **Pre EoI Responses Meeting.** A pre-response meeting will be held on **05 June 2025** at **1100hrs** in Combat Engrs Directorate, Engineer-in-Chief's Branch, New Delhi-110011. Vendors are required to submit their queries / clarifications / amplifications in writing to this office by **26 May 2025**.
37. Guidelines for penalties in business dealings with entities as promulgated by Government from time to time, will be applicable on procurement process & bidders.
38. The Pre-contract Integrity Pact (PCIP), listed as detailed in paragraph 119 of Chapter II of DAP 2020, shall apply mutatis mutandis to the 'Buy (Indian-IDDMM)' phase of 'Make' Project.



39. Respondent would be subject to disqualifications if they make false, incorrect, or misleading claims in their response to this Eol. A '**Correctness Certificate**' as per the format at **Appendix F** will be furnished as part of the response.

40. An **Eol Compliance Certificate** will be submitted as per **Appendix G**.

41. Interested vendors responding to the Eol published on MoD / DDP Website and who had not indicated willingness during the Feasibility Study can physically collect **Appx A & Appx C** from the address gives at para 33. The vendor for collection of **Appx A & Appx C** need to confirm their willingness to participate through a company head signed letter, authority letter for collection valid identification of individual.

42. Please acknowledge the receipt of this invitation for Eol.

File No : 71532/Tandav/Mk-II/Comb Engrs-6

Dated: 05 May 2025

Enclosures: **Appendices 'A' to 'G'**

(P Govardhan Reddy)

Colonel

Secretary, Project Facilitation Team  
Anti Tank Mine Tandav Project





**COMMERCIAL EVALUATION CRITERIA**

**Commercial Evaluation Criteria**

1. **Name of the Vendor:**
2. **Evaluation Criteria.**

<b><u>Ser No</u></b>	<b><u>Criteria</u></b>	<b><u>Vendor Submission</u></b>	<b><u>Remarks (if Any)</u></b>
(a)	Nature of the Company (refer Para 6(b) of Chapter III of DAP-2020)	Indian / Joint Venture	Supporting documents
(b)	Ownership status (refer Para 6(b) of Chapter III of DAP-2020)	Compliant / Non compliant	
(c)	Category of Industry	Large / Medium / Small / Micro / OFB / Start Up	
(d)	Registration Details (MSMEs to provide UDYAM certificates, Start up companies to provide DIPP license, others to provide Registration certificates as applicable)	Yes / No	
(e)	Minimum average turnover for last three financial years from date of issue of EoI (5% of AoN Cost). Minimum Average Annual turnover for last 3 financial years, ending 31 <sup>st</sup> March of one previous financial year.	Average more than _____ Cr/ Less than _____ Cr	Supporting documents
(f)	Net worth of previous financial year ending 31 Mar 2025.	Positive/ Negative	
(g)	Defence Industrial License type & details.	Yes / Applied for / Being applied for	Supporting documents

Station :

Signature

Company Seal

Date :

**Note :**

1. All submissions must be on printed copy of Appendix as uploaded on MoD website and **should be supported by referenced documents duly authenticated.**
2. **Any input with incorrect or missing reference will not assessed.**



**INFORMATION PERFORMA**

1. Name of the Company.
2. Name of CEO with Designation.
3. Address of the Registered Office.
4. Address of the Factory / Factories.
5. Company Website(s).
6. Date of Incorporation.
7. Brief History of the Company.
8. Category of Industry (Large / Medium / Small / Micro).
9. Nature of Company (Public Limited/ Private Limited).
10. **General Information of Company.**
  - (a) CIN.
  - (b) Shareholding pattern.
  - (c) Details of ISO, Quality Assurance and other Certification.
11. **Financial Information.**
  - (a) Revenue and Net Profit during the last three Financial Years.
  - (b) Present Net Worth of the Company.
  - (c) Credit Rating/\*s from RBI/SEBI approved agencies.
12. Nature of Business (Manufacture / Trader/ Sole selling or Authorised Agent/ Dealer/ Assembler/ Processor/ Re packer/ Service Provider). Please give broad product range as applicable.
13. Details of Current Products:-
  - (a) Type / Description.
  - (b) Licensed / Installed Capacity.
  - (c) Annual Production for Preceding 3 Years.



14. Credit Rating.
15. Details of IPRs if any.
16. Details of Foreign Collaborations if any planned for execution of project.
17. Technology received from abroad and assimilated / planned for execution of project.
18. 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.
16. Details of Developmental Facilities:-
  - (a) R&D Facilities Available.
  - (b) Number of Technical Manpower.
  - (c) Percentage of Total Turn-Over Spent on R&D during the Last Three Years.
17. Turn-Over during the last three financial years.
18. Any other relevant information.
19. Contact Details of the executive nominated to co-ordinate with the Project Facilitation Team (Please provide telephone, mobile and e-mail address).



**Appendix 'E'**  
(Refer Para 35 of EoI)

**CONFIDENTIALITY AGREEMENT**

1. It is certified that Expression of Interest document for the project of Anti Tank Mine Tandav will not be shared with any agency in part or full. Only relevant details, as applicable, will be shared with technology partners including foreign technology partners. However, the EoI document itself will not be shared with any technology partners.
2. The company understands the security sensitivity of such an operational systems and any information pertaining to deployment and usage of the system including system scaling will not be discussed with third party without a written permission from the Project Facilitation Team. The company understands that failure to observe this agreement will lead to disqualification from the project.

Signature with Company Seal

**Note:**

1. All submissions must be on printed copy of Appendix as uploaded on MoD website and should be supported by referenced documents duly authenticated.
2. Any input with incorrect or missing reference will not be assessed.



**Appendix 'F'**  
(Refer Para 39 of EoI)

**CORRECTNESS CERTIFICATE**

It is certified that information submitted in the documents as part of the response to Expression of Interest for the project of Anti Tank Mine Tandav is correct and complete in all respects. It is acknowledged that the company will be disqualified from further participation if any information provided is found to be incorrect.

Signature with Company Seal

**Note :**

1. All submissions must be on printed copy of Appendix as uploaded on MoD website and should be supported by referenced documents duly authenticated.
2. Any input with incorrect or missing reference will not be assessed.



**Appendix G**

(Refers to Para 40 of EoI)

**EoI COMPLIANCE CERTIFICATE**

It is certified that all the aspects mentioned in the Expression of Interest for the procurement of Anti Tank Mine Tandav project are being complied to. It is acknowledged that the company will be disqualified from further participation if any aspect mentioned in Expression of Interest is not complied with.

Signature with Company Seal

**Note :**

1. All submissions must be on printed copy of Appendix as uploaded on MoD website and should be supported by referenced documents duly authenticated.
2. Any input with incorrect or missing reference will not be assessed.

