

**INVITATION FOR EXPRESSION OF INTEREST (EoI) FOR
DESIGN, DEVELOPMENT AND PROCUREMENT
OF
COLLABORATIVE LONG RANGE TARGET SATURATION/ DESTRUCTION
SYSTEM (CLRTS/DS) UNDER MAKE-II, CH-III OF DAP-2020**

Reference	Defence Acquisition Procedure 2020 (DAP - 2020)	
Appendices	A	Format for EoI Response
	B	Financial and Technical Evaluation Criteria
	C	Confidentiality Agreement
	D	Correctness Certificate

Layout

1. The EoI comprises the following parts:-

1.1.	Part-I	General Information
1.2.	Part-II	Scope of Project
1.3.	Part-III	Evaluation Criteria
1.4.	Part-IV	Procedure for submission of Response to the EoI
1.5.	Part-V	Miscellaneous

2. The Nodal Officer (NO) for this project for all the queries / clarifications / coordination will be Chairman, Project Facilitation Team (PFT), for “Design, Development and Procurement of Collaborative Long Range Target Saturation / Destruction System (CLRTS/DS)”. Address and contact details of the NO are given at **Para 26** of the EoI.

PART I: GENERAL INFORMATION

3. The brief on the equipment is as follows:

3.1. Collaborative Long Range Target Saturation / Destruction System (CLRTS/DS) is a swarm of offensive unmanned munition system with a capability of autonomous take-off and landing, navigating, detecting, identifying and delivering the **payload** in the mission area, in a collaborative and networked manner, utilising their Artificial Intelligence (AI) {Machine Learning (ML) and Computer Vision (CV)}, for the assigned task. **The future warfare is going to be sensor based, wherein the nation with sensor superiority would prevail. The ability to combine the output from the sensors into an unprecedented level of situational awareness, will allow for increased clarity in war and aid in quick decision making.**

3.2. The CLRTS/DS is a system which could create disproportionate effects in a conflict. This potent multiuse - multirole intelligent offensive munition system would provide the Air Battle Commanders the option and flexibility to impact the adversary's combat potential by its range, across varied terrain and with precision. CLRTS/DS would be able to saturate air defence systems, confuse radars and provide decision makers the option to deploy in a couple of hours against hostile Command and Control targets. They would be impactful in Time Sensitive Targeting missions. These potent indigenous platforms would enhance the war fighting capabilities of IAF and act as a force multiplier.

Objective

4. The objective of this EoI is to seek responses from eligible Indian Entities to indigenously Design & Develop **Five** CLRTS/DS along with their payloads, sensors and **one** GCS, **as prototype** under the '**Make II**' sub-category of '**Make**'. Successful development would result in acquisition for total MOQ of **1500 CLRTS/DS** with payloads, sensors and **20 GCS over the next five years** (delivery **per year** of **300 CLRTS/DS** with payloads, sensors and **4 GCS** along with associated equipment), through '**Buy (Indian-IDDM)**' category as per the provisions of DAP 2020 with a minimum of **50% IC**.

PART II: SCOPE OF THE PROJECT

5. **Phases.** The project involves following two phases:-
 - 5.1. **Design and Development Phase.** This phase involves indigenous Design and Development of prototype “CLRTS/DS”. This phase will end upon approval of the trial report by the competent authority within Air HQs as per **Para 54 & 55 of Chapter-III of DAP 2020** under the ‘Make-II (Industry Funded)’ sub-category with **minimum 50% IC content**.
 - 5.2. **Procurement Phase.** The procurement phase commences with issue of commercial RFP in accordance with Para 55A of Chapter-III of DAP 2020 to the qualifying DAs and subsequent acquisition of the MOQ through the ‘Buy (Indian-IDDM)’ category as per the provisions of DAP 2020.
6. **Categorisation.**
 - 6.1. **Design and Development Phase.** ‘Make-II (Industry Funded)’ Sub Category of Make Category in accordance with Chapter-III of DAP-2020.
 - 6.2. **Procurement Phase.** **Buy (Indian-IDDM)**’ category with **minimum 50% IC** in accordance with Para 6(d) of Chapter-III of DAP-2020 from qualifying Development Agencies (DAs).
7. **Quantities.**
 - 7.1. **Design and Development Phase.** **Five CLRTS/DS** along with payloads, sensors and **one GCS**, as prototype.
 - 7.2. **Procurement Phase.** Total MOQ of **1500 CLRTS/DS** with payloads, sensors and **20 GCS** along with associated equipment, over the next five years (delivery of Qty-**300** CLRTS/DS with payloads, sensors and **4 GCS** along with associated equipment **per year**).
8. **Make-II Procedure.** Detailed guidelines on Make II procedure (Chapter III of DAP 2020) may be downloaded from MoD website for reference.
9. **Preliminary Service Qualitative Requirements (PSQR).** The PSQRs for indigenous Design and Development of the prototype of “CLRTS/DS” will be shared with the companies who intend to participate in the Make-II Project. The PSQRs sharing from IAF will take place only if the participating industries meets the eligibility conditions as per financial eligibility criteria mentioned in EoI **Appendix B** of Chapter-III of DAP 2020 and after signing of Non-Disclosure Agreement inclusive of OSA.

Timelines & Milestones

10. **Single Stage Composite Trials (SSCT).** SSCT will be conducted in accordance with Para 55 of Chapter III of DAP 2020. Trials will be undertaken within India at IAF units or any other testing location as decided by IAF.

11. **Milestones.** The CLRTS/DS are planned to be inducted as per timeline brought out below. The estimated timeline for induction / delivery is as follows (Appendix-L to Chap-III of DAP 2020 refers):-

Sl No	Activity	Remarks	Timeline (Weeks)	Cumulative Timelines (Weeks)
11.1	Issue of EoI	By PFT	-	T ₀
11.2	EoI Response Submission	By EoI Respondents	08	T ₀ + 8
11.3	EoI Response Evaluation	By PFT	06	T ₀ + 14
11.4	Issue of Project Sanction Order (PSO) for Prototype Development	To selected DAs	02	T ₀ + 16
11.5	Prototype development	By DAs	156 (36 months)	T ₀ + 172
11.6	Single Stage Composite User Trials (SSCT) & Acceptance of Trial Report	-	07	T ₀ + 179
11.7	Conversion of PSQRs to ASQRs	-	02	T ₀ + 181
11.8	Issue of Commercial RFP	-	02	T ₀ + 183
11.9	Solicitation of Commercial Offer	-	04	T ₀ + 187
11.10	Finalisation of Cost Negotiation Committee (CNC)	-	04	T ₀ + 191
11.11	Signing of Contract	-	02	T ₀ + 193

Development of Prototype and Trials

12. CLRTS/DS would be developed as per the PSQRs. Any clarification related to functional or operational aspects of development, as sought by the DA/DAs, shall be provided by the PFT.

13. After the prototype of CLRTS/DS has been developed as per the PSQRs and confirmed by the PFT in a collegiate manner, the PFT with requisite empowered members, would carry out SSCT of the prototype. If the prototype is assessed as meeting the standards, the PSQRs would be converted to ASQRs. Once the ASQRs are finalised, the DAs shall submit the certificate as per **Appendix A** and **Annexure I & II** to **Appendix B** of Chapter I of DAP-2020. Necessary technical literature pertaining to the design, material and verification of IC will be provided by the DAs prior to the conduct of SSCT of the prototype CLRTS/DS. All process for airborne certification as indicated in the relevant Chapters of IMAP-2023 will be followed. Quarterly updates on the progress of the project need to be forwarded by the DAs to the PFT. Quarterly review of the D&D progress shall be carried out by the PFT with each DA and towards the culmination of the D&D (i.e. last 3 months) fortnightly feedback need to be provided.

14. DAs will be required to produce the following documents for vetting and approval by IAF, DGAQA and Design Certification Agency as per PSQRs. The following documents must be provided to the PFT during prototype development stage and documents must be finalised at prototype development stage, prior to conduct of SSCT.

- 14.1. Environmental Qualification Test Procedure (EQTP).
- 14.2. Detailed Specification Sheet.
- 14.3. Detailed drawings.
- 14.4. Manufacturing Process Document.
- 14.5. Quality Assurance Plan (QAP).
- 14.6. Acceptance Test Procedure (ATP).
- 14.7. **User manual/ Brochure containing the following:-**
 - 14.7.1. Detailed drawings, specifications, standards & capabilities of CLRTS/DS & its accessories.
 - 14.7.2. Detailed guidelines/ procedure for installation & removal, data acquisition and downloading, operating instructions and storage facility.
 - 14.7.3. Training documents.
- 14.8. The following documents shall be required for airworthiness certification:-
 - 14.8.1. System level Product Breakdown Structure
 - 14.8.2. System level Certification Work Breakdown

- 14.8.3. Applications for Airworthiness Certification to CEMILAC as per IMTAR-2023
- 14.8.4. System Safety Assessment Report as per IMTAR-2023
- 14.8.5. Airworthiness Certification Criteria (Standard to be followed)
- 14.8.6. Design Philosophy for Achieving PSQRs
- 14.8.7. Type Certification Basis (Scope of Airworthiness Certification SMTC/RMTC/TC)
- 14.8.8. Airworthiness Certification Plan
- 14.8.9. Master Drawing Index
- 14.8.10. Equipment Standards for preparation of UAV and GCS
- 14.8.11. Configuration Management at system Level
- 14.8.12. Details of Test rigs planned to be established

15. Design & Development (including developmental testing & trials) of CLRTS/DS is to be undertaken by the DAs. In case any IAF facility is required during trials, the DAs may provide a list of such requirements in his response (Para 36 of **Appendix A** of **EoI** refers).

Solicitation of Commercial Offers

16. A commercial Request for Proposal (RFP) for 'Buy (Indian-IDDM)' phase would be issued to all DAs **who have cleared the 'Single Stage Composite Trials' of prototype** to solicit their commercial offers and additional technical information/documentation, as may be necessary.

17. The project is envisaged to have the following deliverables and the details of procurement phase will be further amplified in the Commercial Request for Proposal (RFP):-

- 17.1. **Prototype Development Phase.** Qty - Five CLRTS/DS along with payloads, sensors and **one GCS, as prototype.**
- 17.2. **Procurement Phase.**

- 17.2.1. MOQ of **1500** CLRTS/DS with payloads, sensors and 20 GCS along with associated equipment over the next five years (delivery of

Qty-300 CLRTS/DS with payloads, sensors and 4 GCS along with associated equipment per year).

17.2.2. Requisite training, Technical literature including user handbook, operations & technical documents and manuals.

Intellectual Property Rights (IPRs)

18. Policy on IPRs is mentioned at Para 59 of the Chapter III of DAP-2020 for Make-II Procedure.

PART III: EVALUATION CRITERIA

Financial and Technical Evaluation Criteria

19. **Eligibility.** Indian Entity satisfying criteria given at Para 20 of Chap 1 to DAP 2020 is considered as an eligible “Indian Entity” for the project.

20. EoI respondents will be evaluated by the PFT for compliance to financial and technical criteria as per **Appendix B**.

Indigenous Content (IC)

21. Indigenous Content of minimum 50% is to be ensured at prototype stage and during procurement stage. After successful development of CLRTS/DS, further procurement will be as per the ‘Buy (Indian-IDDM)’ procedure in accordance with DAP 2020. IC content will be assessed as per guidelines at Para 21 of Chapter I of DAP 2020. All relevant deliveries made under contract shall be accompanied by a certificate of IC issued by the Chief Financial Officer (CFO) of the prime/ main contractor. 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. Break down of IC in terms of components, materials and software “for the entire system” is to be provided.

22. The DA shall certify compliance w.r.t Ministry of Finance (MoF), Department of Expenditure (DoE) order (Public Procurement No. 4) No.F.7/10/2021-PPD (1) dated 23 February 2023 (available on Department of Expenditure website with link <https://doe.gov.in/procurement-policy-divisions>) and submit an undertaking that *“I have read the clause regarding restrictions on procurement from a vendor of a country which shares a land border with India; I certify that the vendor is not from such a country or, if from such a country, has been registered with the Competent Authority. I hereby certify that this vendor fulfils all requirements in this regard and is eligible to be considered. [Where applicable, evidence of valid registration by the Competent Authority shall be attached.]”*. Vendor from a country which shares a land border with India for the purpose of this EoI means the following:-

22.1. An entity incorporated, established or registered in such a country sharing a land border with India

OR

22.2. A subsidiary of an entity incorporated, established or registered in such a country

OR

22.3. An entity substantially controlled through entities incorporated, established or registered in such a country

OR

22.4. An entity whose beneficial owner is situated in such a country

OR

22.5. An Indian (or other) agent of such an entity

OR

22.6. A natural person who is a citizen of such a country

OR

22.7. A consortium or joint venture where any member of the consortium or joint venture falls under any of the above

23. **Foreign Collaboration.** If the EoI Respondent 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 Para 14, 31.3., 35 of **Appendix A**). Also, with such collaboration, EoI Respondent must justify compliance to IDDM requirement for the D&D and subsequent manufacturing of CLRTS/DS.

PART IV: PROCEDURE FOR SUBMISSION OF RESPONSE TO THE EoI

24. Guidelines for Submitting EoI Responses.

- 24.1. The responses should be submitted as per format placed at **Appendix A**. Should a participating company need to mention any other information, a separate column / row/ additional pages may be added.
- 24.2. All responses as per 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.
- 24.3. Any supporting document/ evidence without any reference to specific parameter or criteria will not form part of assessment. Such document may be used only at discretion of the PFT.

25. Rejection Criteria for Selection as EoI Respondent. The following may lead to rejection of EoI response:-

- 25.1. Failure to meet the Financial and Technical Evaluation Criteria given at **Appendix B**.
- 25.2. Failure to offer compliance to any of the terms and conditions given in the EoI.
- 25.3. Failure to agree with the project timelines.
- 25.4. Failure to offer desired indigenous content.
- 25.5. Any other parameter of the response considered inadequate.

26. The envelopes shall be addressed as under:-

Chairman,
Project Facilitation Team (PFT)
 Design, Development and Procurement of CLRTS/DS
 Air Cmde Operations (Remote)
 Air HQ (Vayu Bhawan)
 Rafi Marg, New Delhi-110011
 Telephone/ Fax: 011- 23792110
 E-Mail ID: indian.ironman@gov.in and
meharbaba.info@gov.in

27. The response to this EoI must be submitted by **1700 hrs on 27 Feb 26 at the address mentioned above.**

28. The Industry 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 issue of PSQRs as per format given at **Appendix C**.

PART V: MISCELLANEOUS

29. **Pre-EoI Response Meeting.** Companies may submit written queries / clarifications / amplifications on specific issues within **15 days** of the issue of EoI. A pre-response meeting will be held in **about four (04) weeks** after the issue of EoI to clarify issues/ queries raised by the participating firms to facilitate submission of response. Date of pre-response meeting will be promulgated by the PFT.

30. Guidelines for penalties in business dealings with entities as promulgated by Government from time to time will be applicable on procurement process & bidders.

31. The Pre-Contract Integrity Pact (PCIP), as listed in detailed at Para 119 of Chapter II of DAP 2020, shall apply mutatis mutandis to 'Buy (Indian-IDDM) phase of the project.

32. Respondents would be subject to disqualification, if they make false, incorrect, or misleading claims in their response to this EoI. A 'Correctness Certificate' as per the format at **Appendix D** will be furnished as part of the response.

33. Please acknowledge the receipt of this invitation for EoI.

File No:

Date: Chairman, PFT

Appendix A
 (Refers to Para 15, 22 & 24.1 of EoI)

FORMAT FOR EOI RESPONSE

PART I – INDUSTRY DETAILS

General Information

1. Project Name:
2. Name of the Company:
3. Mailing Address of the Registered Office/ Contact/ Phone/ Email/Website (If factory site is located differently, indicate address of the same also):
4. Name/ Particulars of CEO:
5. Date of incorporation:
6. Brief history of company:
7. Nature of Company:
(Public / Private / Limited / Sole proprietorship etc.)
8. Category of Industry:
(Large / Medium / Small / Micro / Start Up)
9. CIN:
10. Shareholding patterns:

Business Information.

11. Nature of business (*Manufacturer/ Trader/ Sole Selling or Authorised Agent / Dealer/ Assembler / Processor / Re-packer / Service Provider*):
12. Attach a certificate, if company has a valid Defence Industrial Licence (DIL).
13. Details of current products:-
(Type / Description, Licensed / Installed Capacity, Annual Production for Preceding 3 Years):
14. Details of foreign collaboration(s), if any, related to execution of the project.

(Include details related to name(s) of the entity, work share planned during design, development, as well as manufacture):

Note: In case of foreign collaboration, compliance to Para-3 of Chapter-III of DAP 2020 to be clearly established.

15. Have you supplied any product/ services to MoD, Indian Army / Indian Air Force / Indian Navy / Indian Coast Guard / DPSUs / DRDO labs / Ordnance Factories, any other defence organisation, etc.? (Provide indicative list, if applicable)

16. Details of ISO/ AS, Quality Assurance and other Certification.

Financial Information.

17. Average Turn Over of the last three financial years:

18. Net worth of the company, as on 31 Mar of last FY (year 2025) (should be positive).

Technical Information.

19. Availability of area for factory (including covered, uncovered and bonded space).

19.1 Covered area (Sq M):

19.2. Uncovered area (Sq M):

19.3. Any other space available (Sq M):

20. Details of Developmental Facilities:-

20.1 Strength of permanent manpower:-

20.1.1. Technical:

20.1.2. Administrative:

20.2 Inspection and Quality Control.

20.3 Laboratory and Drawing Office Facility.

21. Integration capabilities for system-of-systems projects.

22. Is the factory space adequate to undertake design, development and manufacture of CLRTS/DS along with its associated equipment?

23. Have you ever developed or manufactured any equipment/ sub-assemblies/ parts for any project of similar capability of CLRTS/DS? If yes, then the product details to be provided.

24. Have you ever developed and supplied any Electronic Warfare Equipment (Electronic Surveillance equipment or Jammer) to IA/ IN/ IAF/any other organisation? If yes, the details of equipment & Contract to be furnished.

25. Have you ever developed and supplied any Drones/ UAS to IA/ IN/ IAF/ any other organisation? If yes, the details of equipment, airborne certification & contract to be furnished.

26. Have you ever developed any Ground Control Station (GCS) & Data Terminal and link, payload, sensor for drones/ UAS? If yes, the details to be furnished.

27. Any other information, relevant to the case.

PART II: PROJECT SPECIFIC INFORMATION

28. Outline the proposal to undertake prototype development for CLRTS/DS.

29. Stages/phases of development, with indicative time schedules.

30. Critical and Niche technologies planned to be developed as a part of this project.

31. Identify sub-systems, payloads, sensors, LRUs, software and hardware as per the following headings:

- 31.1 To be indigenously designed & developed by the company.
- 31.2 To be sourced from other companies who have indigenously designed & developed.
- 31.3 To be sourced from Foreign OEM (FOEM) under JV/ ToT/ COTS. Indigenisation status and plan for the same also to be provided.

32. Life cycle support and obsolescence management aspects on the product need to be provided.

33. Milestones that can be demonstrated to facilitate project monitoring.

34. Role, responsibility and expertise details of the firm, if any, and if applicable.

35. Role of foreign technology provider, if any. In case of foreign collaboration, along with scope, depth & range of ToT, details of formal acceptance by foreign partner's government (i.e. country of origin) that any license required to transfer the

technology will be granted in case selected. If any inter-governmental agreement is required, same also needs to be stated.

36. Requirement of specialised testing assistance, where such facilities are available only with Armed Forces / DRDO / DGAQA / DGQA / DGNAl or any other Govt facility. (Please provide a list of such requirements, with time period for which required).

37. Information to prove design/ developmental capability for the project of CLRTS/DS:-

- 37.1. Past examples of indigenous design and development
- 37.2. R&D facilities available in house, if any;
- 37.3. Technical/ R&D manpower/ expertise available.
- 37.4. Institutional tie-ups, MoU, laboratory and drawing office facility, CAD / CAM facility.
- 37.5. Percentage of total turnover spent on R&D during last three years etc.

38. Details of important facilities:

- 38.1. Production facilities,
- 38.2. CAD/CAM/Robotics, other advanced technology tools, environmental testing facilities, tool room, metrology and test equipment, facilities, instrumentation etc.

39. Please furnish an undertaking that design and development will be as per provisions and guidelines of Chap III of DAP 2020, especially related to Indigenous Design, Indigenous Content and IPR.

40. Documents to be submitted along with this appendix, by the EoI respondent:-

- 40.1. Copy of latest certificate of incorporation by the Registrar of Companies.
- 40.2. Audited Financial Statements (Profit & Loss Account and Balance Sheet) with Auditors Report for last three financial years.
- 40.3. Acceptance Certificate, clause wise of all terms and conditions given in the EoI.
- 40.4. Confidentiality Agreement (As per format at **Appendix C**).
- 40.5. Correctness Certificate (As per format at **Appendix D**).

40.6. Undertaking as per **Para 33** of this Appendix.

40.7. Self-certification for adequacy of engineering and technical ability for undertaking the D&D of CLRTS/DS.

40.8. Certificate for broad technical requirements compliance.

Note:-

1. All submissions must be supported by referenced documents duly authenticated.
2. Any input with incorrect or missing reference will not be assessed.
3. No separate financial, commercial criteria will be applied for start-ups.
4. Attach additional pages, as necessary.

Appendix B
(Refers to para 20 & 25.1. of EoI)

FINANCIAL AND TECHNICAL EVALUATION CRITERIA

1. Financial Evaluation Criteria

SER NO	INFORMATION	PASS CRITERIA
1	Annual Turnover	Average annual turnover of the applicant company for the last three financial years ending 31 st March of the previous financial year should not be less than 5% of the estimated cost of the project. In case of JV, the average annual turnover of the lead partner shall be considered.
2	Net Worth	Net worth of the entities ending 31 st March of the previous financial year should be " Positive ".

2. Technical Evaluation Criteria

SER NO	CRITERIA AND SUB CRITERIA	PASS CRITERIA
1	Engineering and technical ability	Based on Self-certification by EoI respondent.
2	Integration Capability.	Statement of firm for adequacy
3	Proposed indigenous content in percentage of total cost at prototype stage and final stage	As per Chapter III of DAP 2020
4	Total Land area of company	Statement of firm for adequacy
5	PSQRs Compliance	Based on Self-certificate of compliance by EoI respondent (this step will be completed, post issue of PSQRs to the EoI respondent, once it is found compliant to other requirements as specified in the EoI)
6	Intellectual Property Rights (IPR)	Industry to confirm IPR as per Para 18 of EoI
7	Project Proposal for D&D of CLRTS/DS	Evaluation by PFT

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Appendix C
(Refers Para 28 of EoI)

CONFIDENTIALITY AGREEMENT

1. It is certified that Expression of Interest (EoI) document for the project of Design, Development and Procurement of Collaborative Long Range Target Saturation / Destruction System (CLRTS/DS) will not be shared with any agency in part or in 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 operational system 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 (PFT). The company understands that failure to observe this agreement will lead to disqualification from the project without prejudice to any other legal action that may follow in accordance with the provisions of the extant law in force relating to any civil or criminal proceedings.

Signature with Company Seal

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Appendix D
(Refers to Para 32 of EoI)

CORRECTNESS CERTIFICATE

It is certified that information submitted in the documents as part of the response to Expression of Interest (EoI) for the project of Design, Development and Procurement of Collaborative Long Range Target Saturation / Destruction System (CLRTS/DS) 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