

**REQUEST FOR INFORMATION FOR
NEW GENERATION ATGMs ALONG WITH LAUNCHER SYSTEMS**

Reference: Defence Acquisition Procedure – 2020 (DAP 2020).

Appendices.

Appendix A. Technical Parameters for New Generation ATGMs along with Launcher System.

Appendix B. Questionnaire/ Response Form.

Appendix C. Guidelines for Vendors Selection/ Pre-qualification.

1. The Ministry of Defence Government of India, intends to procure New Generation ATGMs along with Launcher Systems and Simulators.

2. This Request for Information (RFI) is being issued with a view to finalise SQRs, decide procurement category and identify probable Indian vendors who are capable to supply New Generation ATGMs alongwith Launcher system within Four Years of Award of Contract/ Supply Order.

3. New Generation ATGMs along with Launcher System are planned to be procured in the spirit of 'Make in India' and 'Atmanirbhar Bharat' programs. The preferred categorisation for the project as per provisions of Chapter-II of DAP – 2020 may be indicated by the vendors with due justification.

4. The RFI consists of three parts as indicated below:-

(a) **Part-I.** The first part of the RFI incorporates intended use of equipment and operational requirement that should be met by the New Generation ATGMs along with Launcher Systems. The important technical parameters desired have also been mentioned.

(b) **Part-II.** The second part of the RFI states the methodology of seeking response of vendors.

(c) **Part-III.** The third part of the RFI states guidelines for vendor selection / pre-qualification

PART-I : INTENDED USE OF EQUIPMENT

5. **Terrain Conditions.** New Generation ATGMs along with Launcher systems will be employed in under mentioned terrain conditions:-

(a) Plain and desert terrain as occurring along Western Borders of India.

(b) High Altitude (up to 5500 meters altitude)/ Mountain terrain as available in the states of Jammu & Kashmir, Ladakh, Himachal Pradesh, Uttarakhand and North-Eastern States.

(c) Coastal Areas and Island Territories as available in India.

6. **Weather Conditions.** New Generation ATGMs along with Launcher should be operational by day and night and in commonly encountered weather conditions including Rain, Fog, Humidity and Dust in the above terrain.

7. **Temperature Conditions.** The New Generation ATGMs along with Launcher Systems adapted including all sub-system should be operational in following ambient temperature conditions:-

(a) **Operating Temperature.** (-) 45⁰ to (+) 45⁰ Celsius.

8. **Operational Requirement.** New Generation ATGMs along with Launcher Systems will be employed in Plains, Desert and High Altitude Mountainous terrain and environmental conditions. New Generation ATGMs should be able to destroy enemy tanks, Armoured Personnel Carriers, Combat Vehicles, low flying helicopters, concrete structures and other vehicle based weapon platforms/ positions.

Important Technical Parameters

9. **Design Concept.** The New Generation ATGMs along with Launcher System adapted be modular in design, thereby lending itself to future upgrades through simple modifications not leading to design/ structural change. It should also facilitate integration and installation, without impacting the performance of any system/ sub-system.

10. **Important Technical Parameters.** The preferred technical parameters for New Generation ATGMs along with Launcher Systems are given at **Appendix 'A'** to this RFI.

General Provisions

11. Vendor should confirm that the following conditions are acceptable:-

(a) The solicitation of the offers will be as per '**Single Stage-Two Bid System**'. It would imply that a "**Request for Proposal**" would be issued soliciting the technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offers would be at least **18 months** from the date of submitting of offers.

(b) The technical offers should be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.

(c) The equipment of all TEC cleared vendors would be put through a trial evaluation at suitable locations in India nominated by the buyer on a "**No Cost No Commitment**" basis. A staff (GS) evaluation would be carried out by Army Headquarters to analyse the result of field evaluation and to short-list the equipment for introduction into service.

(d) Amongst the vendors cleared by GS evaluation, a Contract Negotiation Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.

(e) Vendor would be bound to provide product support for time period specified in the RFP, which includes spares and maintenance tools/ jigs/ fixtures for field and components level repairs.

(f) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter-VI of DAP 2020.

(g) **Earnest Money Deposit.** An appropriate EMD at RFP stage is a mandatory requirement in the instant case (refer Annexure-I to Appendix M of Schedule-I of DAP).

(h) **Performance-cum-Warranty Bond.** Performance-cum-warranty Bond both varying from 3 to 10% value of the contract (inclusive of taxes and duties or as amended from time to time) is required to be submitted after signing of contract.

(j) **ToT (if applicable).** Vendor if desirous of license production of New Generation ATGMs along with Launcher Systems adapted after acquiring ToT (if applicable) in the case. The vendor should submit an indigenisation plan clearly outlining the indigenisation content and road map for indigenization of critical technologies (if any) highlighting the percentage in terms of cost and tentative timelines.

PART-II : METHODOLOGY OF SEEKING VENDOR RESPONSE

12. **Procedure for Response.**

(a) Interested vendors must fill Response Form attached at **Appendix 'B'** to this RFI (additional technical literature on your product can also be attached with the form).

(b) Interested vendors must forward information as per Vendor Information Proforma attached at **Appendix 'C'** (refer Annexure II to Appendix 'A' to Chapter II of DAP-2020).

(c) Interested vendors are required to intimate their willingness to participate in the project within 14 days from the date of hosting of the RFI by submitting the Vendor Information Proforma through email/ by hand to under mentioned address: -

Directorate General of Infantry / Infantry-5
 General Staff Branch
 Room No 408B, 'D1' Wing, Sena Bhawan
 Integrated HQ of MoD (Army)
 DHQ PO, New Delhi - 110 011
 E-mail ID : Khanjar@nic.in
 (Fax - 011-230183898)

(d) Date, time and location for Pre-Response Vendor Interaction will be intimated to only those companies who intimate their willingness to participate.

(e) One set of response to this RFI (Response Form) along with Vendor Information Proforma should be submitted in hard form and soft form (CDs) to the following Directorates:

Directorate General of Infantry / Infantry-5
 General Staff Branch
 Room No 408B, 'D1' Wing, Sena Bhawan
 Integrated HQ of MoD (Army)
 DHQ PO, New Delhi - 110 011

Directorate General of Capability Development (CD-15(B))
 General Staff Branch
 Room No 411, 'A' Wing, Sena Bhawan
 Integrated HQ of MoD (Army)
 DHQ PO, New Delhi – 110011
 (Fax - 011-23793274)

Army Design Bureau (GSQR Cell)
 General Staff Branch
 Room No 16, 'C' Wing, Sena Bhawan
 Integrated HQ of MoD (Army) DHQ PO, New Delhi - 110011

ADG Acquisition Technical (Army)
 Room No 28, D-II Wing, Sena Bhawan
 Ministry of Defence
 New Delhi – 110011
 (Fax : 011-23792414)

(f) Last date of acceptance of RFI Response is 08 weeks from date of Pre-Response Vendor Interaction. The OEMs/ Vendors may approach User Directorate for any additional queries related to New Generation ATGMs along with Launcher Systems during the above mentioned 08 weeks to assist in formulation of a comprehensive response to the RFI. In case the responses are delivered by courier or through authorised company representatives, it is requested that they be delivered at Gate No 4 Sena Bhawan between 0900 hours and 1700 hours on all working days till the final date of submission of responses. The vendors short listed for issue of RFP would be intimated in due course of time.

13. The Government of India invites responses to this RFI only from OEM/ Authorised Vendors/ Industry. The end user of the equipment is the Indian Armed Forces (Indian Army).

14. This RFI is being issued with no financial commitment and the Ministry of Defence reserves the right to change or vary any part thereof at any stage. The Government of India also reserves the right to withdraw it, should it be so necessary at any stage. The acquisition process would be carried out under provisions of the DAP-2020.

PART – III**GUIDELINES FOR VENDOR SELECTION / PRE-QUALIFICATION**

15. The guidelines for framing criteria for Vendor Selection/ Pre-qualification is attached at Appendix D.

Conclusion

16. Vendors are requested to provide accurate inputs / responses so as to enable achieving main objectives of this RFI which are as follows:-

- (a) To formulate/ refine/ rationalise the SQRs for New Generation ATGMs along with Launcher Systems
- (b) To identify vendor base for development of New Generation ATGMs along with Launcher Systems
- (c) To generate inputs for structuring the RFP.
- (d) To aid in deciding the acquisition category for New Generation ATGMs along with Launcher Systems.
- (e) To determine the indicative budgetary and cost implications.
- (f) To aid in deciding the desired maintenance philosophy i.e. whether to procure MRLS or opt for other modes of maintenance support like AMC/ CAMC etc.
- (g) To seek inputs for formulating Draft Trial Methodology.
- (h) Any other inputs for progressing the case.

Case File : 86785/New Gen ATGM/Inf-5 (a)

Dated : Oct 2024

Appendix 'A'

(Refers to Para 10 of Director General of Infantry/ Infantry-5 Letter No 86785/ New Gen ATGM dated ____ Oct 2024)

IMPORTANT TECHNICAL PARAMETERS: NEW GENERATION ATGMS ALONG WITH LAUNCHER SYSTEMS

1. The Infantry Battalions while operating in any environment, characterized by a high density of mechanized threat, need a modern and effective New Generation ATGM platform to counter the prevailing threat.
2. **Service Life and Shelf Life.** The minimum shelf life should be 15 years for the missile under controlled conditions of temperature and humidity, extendable upto minimum 25 years. The service life of the launcher should be 15 years extendable upto 25 years.
3. **Type.** New Generation ATGM having capability of Fire & Forget, Fire & Observe, Top Attack and Direct Attack modes should be provided. It should be capable to perform in terrain, weather and temperature conditions as specified in Part I of this RFI.
4. The ATGM system should constitute the following components:-
 - (a) Launcher with tripod.
 - (b) Day (CCD) and night (Thermal Imaging) sighting system with Laser Range Finder (LRF).
 - (c) Missile with container.
 - (d) Mount for the launcher to be fitted on a light vehicle.
5. **Caliber of Missiles.** 110mm-155mm.
6. **Weight.**
 - (a) Missile (including launch tube assembly) - Not more than 15 Kgs.
 - (b) Launcher (including CLU battery, tripod and sighting systems) - Not more than 15 Kgs.
7. **Optical Sight.**
 - (a) Magnification - Not less than 4x.
 - (b) Field of View (FOV) - Not less than 4 degree.

8. **Thermal Imaging Sight.**

- (a) Narrow FOV - Not less than 2 degree.
- (b) Wide FOV - Not less than 5 degree x 4.5 degree.
- (c) **Range Against a Tank Size target (NATO Tank Tgt) as Under.**
 - (i) Detection (ability to distinguish an Object from the background) - Not less than 5 km.
 - (ii) Recognition (ability to classify the Object class : Tank, Truck, Armoured Personnel carrier etc. - Not less than 4.5 Km.

9. **Power Source.**

- (a) **CLU Battery.** Rechargeable battery with minimum four (04) hours endurance mounted on the launcher.
- (b) **Back-up Battery.** Rechargeable battery with endurance of minimum eight (08) hours with charger and connecting cable for connecting battery with Launcher.

10. **Transportability.** Should be transportable by road, sea, rail or air in all terrains. It should also lend itself to being para dropped.

11. **Operation Altitude.** The New Generation system should be capable of operating at altitudes up to 5500m and min temp upto (-) 45°C.

12. **Range.** The range of operation of the New Generation ATGMs should be as given below:-

- (a) **Maximum Range.** Not less than 4 km.
- (b) **Minimum Range.** 200 m for Direct Fire (low trajectory) & 800 m (high trajectory) for Top Attack Mode.

13. **Penetration.** Penetrate at least 800 mm Rolled Homogeneous Armour equivalent (RHAe) beyond in-service Explosive Reactive Armour (ERA).

14. **Seeker.** Enable engagement of hot and cold targets in various visibility conditions with facility of 'auto seeker lock on target'.

15. **Man in Loop.** Capable to fire and update i.e. refine the impact point at terminal stage / switch targets mid-flight.

16. **Guidance System.** Wireless Guidance System.

- (a) **Operational Modes.** Fire & Forget, Observe & Update and manual mode.

17. **Warhead.** Anti-armour, blast-penetration & High Explosive Anti Tank, Tandem warheads.
18. **Fuze.** Impact fuze.
19. **Rate of Fire.** The system should become operational from manpack mode within 5 minutes and vice versa. The system should be capable of firing the second missile within two minutes of launch of the first missile.
20. **Accuracy.** Have a hit probability of not less than 90% by day and night.
21. **Arming and Safety.** The system should have adequate safety devices during transportation by road, rail or air and during handling.
22. **Propulsion.** The missile should have soft launch capability with smokeless propellant high energy and muted backblast for launch from confined spaces.
23. **Type of Fire.**
 - (a) **Lock On Before Launch (LOBL).** New Generation ATGMs should have LOBL capability to engage wherein the firer should have the capability to lock the tracker on target and launch the missile. From this moment on, the missile automatically guides itself towards the target, allowing the operator to launch another missile or to change position.
 - (b) **Lock On After Launch (LOAL).** New Generation ATGMs should have LOAL capability wherein the ATGM should be able to unlock itself from a previously locked target and lock on to a new or updated target during flight of ATGM.
24. **Maintainability.**
 - (a) Modular systems & sub-systems to be provided to enable quick replacements & repairs at field workshop level. Maintenance Transfer of Technology (MToT) for sustenance of New Generation ATGMs along with Launcher Systems should be provided. Maintenance, Repair & Overhaul (MRO) philosophy should be aligned to following levels of repairs (refer Appendix E to Schedule I to Chapter II DAP 2020):-
 - (i) **Unit (Organisational 1 (O1) Level.** Repairs carried out in the unit holding the equipment, involving replacement of minor components/subassemblies, which do not require any Special Maintenance Tools (SMTs).

(ii) **Field (Organisational 2 (O2) Level.** Repairs by a field workshop, involving replacement of components/ major sub-assemblies, which may require Special Maintenance Tools (SMTs) supported by diagnostics using Special Test Equipment (STEs)/ Test Jigs/ Built In Test Equipment (BITE) facility.

(iii) **Intermediate (I) Level.** Repairs beyond the scope of field workshop, which require sophisticated Special Test Equipment (STEs)/ Test Jigs for diagnostics. These include repairs to rotables/ sub-assemblies through repairs/ replacements of PCBs/ modules/ components.

(iv) **Base (Depot (D)) Level.** Base repair capability is established to avoid dependence on manufacturer in terms of factory repairs. These repairs include component level repairs of rotables / assemblies, which may be Major Unit Assembly (MUA)/ modules/ PCBs

(b) **Built in Test Equipment (BITE).** Artificial Intelligence based built in diagnostic facility for all systems and critical sub-assemblies should be provided.

25. Quality Assurance. New Generation ATGM Launcher Systems should be robust in construction & comply to following:-

(a) **Environmental Condition for Launcher.** Relevant environmental standards/ tables as per JSS 55555 /equivalent standards.

(b) **Environmental Condition for Missile.** Relevant environmental standards/ tables as per JSS-0256/ equivalent standards.

(c) **EMI/ EMC Parameters.** The equipment to comply with electromagnetic interference and electromagnetic compatibility parameters as per MI STD 461 E/G & 464 C or higher as applicable.

26. Attack Profile. Should have a fire and forget, direct attack and top attack capability against intended target.

27. Launch Platform. The ATGM system should be capable of being launched from a vehicle and ground based platform. The zeroing of the sighting system should not be disturbed while changing from vehicle platform to ground based platform and vice versa.

28. Man-Portability. Should be carried by a crew of three person. Weight of the complete ATGM system (to include the launcher system with tripod, four missiles and the day and night system) to be equitably distributed amongst a crew of three person.

29. Missile Container. The missile should be fired from a container or launch tube mounted on the launcher. The container should facilitate easy storage, loading, transportation and handling as well as should be hermetically sealed.

30. **Design.** The launcher system design should be modular to the extent possible with easy accessibility to ensure quick replacement of faulty modules/ sub-assemblies.

31. **Training Aids.** The following training aids should be planned to be provided (scale will be given in RFP):-

- (a) Integrated tactical and technical training simulators (Qty 40) for indoor & outdoor training of New Generation ATGM along with Launcher Systems
- (b) Dummy missile of similar weight as of original missile @ 02 per Launcher.
- (c) Sectionised working models and cut models of all major and minor assemblies.
- (d) AR/ VR and Computer Based training packages for honing skills to operate, maintain and repair all system and sub-systems of New Generation ATGMs along with Launcher Systems
- (e) Operator manual, illustrated diagram, list of spares, list of special tools and SMTs, preservation instructions, TOTE and all other associated literature be provided.
- (f) Any other suitable training aid as recommended by the vendor.

Appendix B

(Refers to Para 12 (a) of Director General of Infantry/
Infantry-5 letter No 86785/New Gen ATGM/Inf-5 (a)
dated ___ Oct 2024)

VENDOR RESPONSE FORM / QUESTIONNAIRE

Q No	Questionnaire	Response
1.	Can you confirm that general provisions mentioned at Paragraph 11 of RFI are acceptable?	Yes / No
2.	Can you indigenously design, develop & manufacture New Generation ATGMs along with Launcher Systems as per technical parameters given in RFI with a minimum of 50% Indigenous Content (IC) on cost basis of the base contract price i.e. total contract price less taxes & duties for procurement under Buy (Indian-IDDMM) category of DAP-2020?	Yes / No
3.	In case Buy (Indian-IDDMM) category is not possible, can you supply New Generation ATGMs along with Launcher Systems as per technical parameters given in this RFI under Buy (Indian) category of DAP-2020 with minimum 60% IC?	Yes / No
4.	Will your company be in a joint venture with foreign OEM?	Yes/ No
5.	Do you hold the Intellectual Propriety Rights for New Generation ATGMs and Launcher Systems? If you are collaborating with foreign OEM, do you have ToT of critical technologies and a plan for indigenisation?	Yes / No Give details
6.	What is your desired procurement categorisation for this Project along with justification ?	
7.	What is your present production capacity per year, and likely commencement of Delivery Post Contract?	Give details
8.	How much time in months is required to make available one prototype of New Generation ATGM Launcher along with at least 10 ATGMs for Field Trials?	__ months
9.	What is your proposal to cater for product improvement and upgrades?	
10.	Does the company guarantee indigenous spare and maintenance support (MToT) till end of life of New Generation ATGMs along with Launcher Systems?	Yes / No
11.	Please provide List & Cost of systems & components that are likely to have Foreign Content .	
12.	Please specify Scope, Depth & Range of ToT for New Generation ATGMs along with Launcher Systems & Simulators that will be available from Foreign OEM for:-	
	(a) Design/ Development (if applicable).	
	(b) Manufacture of systems, sub-systems, assemblies, components, materials etc.	

<u>Q No</u>	<u>Questionnaire</u>	<u>Response</u>																																																																								
	(c) List of Critical Technologies & Military Materials for which ToT is <u>not</u> likely to be provided by foreign partners with percentages in terms of components & cost.																																																																									
13.	<u>Indigenous Content (IC)</u>																																																																									
	(a) What will be the overall IC content including material/ components/ software that are manufactured in India? Calculation of IC content excludes AMC, CMC, after sales, service and taxes.																																																																									
	(b) Do you undertake to carry out indigenous production of fast moving spares critical for sustenance?																																																																									
	(c) What are the broad sub systems which will be indigenously produced?																																																																									
	(d) What are the broad LRUs that would be indigenously produced?																																																																									
	(e) What are the softwares that are indigenously developed?																																																																									
	(f) Will you provide I/O protocols of devices / LRUs envisaged to be replaced by indigenous equipment or interfaced with equipment of our choice?																																																																									
	(g) Would you be able to carry out comprehensive MRO, calibration and obsolescence management of equipment / Platform/ system alongwith associated jigs, fixtures and test setups during the designed service life of the equipment?																																																																									
14.	<u>Indigenous Military Material</u> . Based on volume of utilisation (<u>at production stage</u>), please provide details of systems & sub-systems where military material will be used from indigenous sources for New Generation ATGMs along with Launcher Systems (refer Chapter II Paragraph 09 to 12 of DAP-2020) under following heads:-																																																																									
	<table border="1"> <thead> <tr> <th><u>S No</u></th> <th><u>System</u></th> <th><u>Sub-System</u></th> <th><u>Indigenous Military Material will be Used</u></th> <th><u>Percentage of IC</u></th> <th><u>Reasons for Not Using Indigenous Military Material</u></th> </tr> </thead> <tbody> <tr> <td>(a)</td> <td>Material for Launcher</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(b)</td> <td>Material for ATGM</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(c)</td> <td>Material for ATGM Simulator</td> <td></td> <td>Yes/ No</td> <td></td> <td></td> </tr> <tr> <td>(d)</td> <td>Communication/ Control Modules</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(e)</td> <td>Optics/ Seeker</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(f)</td> <td>Electronics</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(g)</td> <td>Explosives & Propellants</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(h)</td> <td>Fuzes & Penetrators</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(j)</td> <td>Rubber Seals & Parts</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(k)</td> <td>Plastic / Composite</td> <td></td> <td>Yes / No</td> <td></td> <td></td> </tr> <tr> <td>(l)</td> <td>Any Other (please specify)</td> <td></td> <td>Yes/ No</td> <td></td> <td></td> </tr> </tbody> </table>	<u>S No</u>	<u>System</u>	<u>Sub-System</u>	<u>Indigenous Military Material will be Used</u>	<u>Percentage of IC</u>	<u>Reasons for Not Using Indigenous Military Material</u>	(a)	Material for Launcher		Yes / No			(b)	Material for ATGM		Yes / No			(c)	Material for ATGM Simulator		Yes/ No			(d)	Communication/ Control Modules		Yes / No			(e)	Optics/ Seeker		Yes / No			(f)	Electronics		Yes / No			(g)	Explosives & Propellants		Yes / No			(h)	Fuzes & Penetrators		Yes / No			(j)	Rubber Seals & Parts		Yes / No			(k)	Plastic / Composite		Yes / No			(l)	Any Other (please specify)		Yes/ No			
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Q No	<u>Questionnaire</u>				<u>Response</u>	
15.	<u>Indigenous Software.</u> Please provide details of systems, sub-systems & equipment which can use indigenous software for running applications in New Generation ATGMs along with Launcher Systems:-					
	S No	System	Sub-System	Applications which will use Indigenous Software	Reasons for Not Using Indigenous Software	
	(a)	Fire Control System (FCS)		Yes / No		
	(b)	Sighting System		Yes / No		
	(c)	Missile Flight and Control		Yes / No		
	(d)	Communication System		Yes / No		
	(e)	Diagnostics System		Yes / No		
	(f)	Simulator software		Yes/ No		
	(g)	Any Other System		Yes / No		
16.	<u>Indigenisation Plan</u>					
	(a) Submit an year-on-year Indigenisation Plan for critical technologies identified for the New Generation ATGMs alongwith Launcher Systems & Simulator.					
	(b) Do you have industrial licenses for the production of ATGMs? If not, have you applied for the same and if yes, when (date) and by when it is likely to be granted?					
17.	Please provide tentative Basic Cost in ₹ without any taxes and duties of following:-				Cost in ₹	
	(a) One New Generation ATGM Launcher System less ATGM					
	(b) One New Generation ATGM with HEAT Tandem war head					
	(c) Cost of CAMC for quantity 400 New Generation ATGM Launcher Systems & 30 Simulators					
	(d) Cost of MRLS for quantity 400 New Generation ATGM Launchers and Simulators					
	(e) Cost of SMT for quantity 400 New Generation ATGM Launchers & Simulators					
	(f) Cost of STE for quantity 400 New Generation ATGM Launchers & Simulator s					
	(g) Cost of 01 x set of Training Simulator (In case separate simulators for Indoor & Outdoor training, mention cost of both separately)					
	(h) Cost of 01 x set of Training Aggregates in percentage					
	(j) Cost of integration of New Generation ATGMs					
	(k) System wise cost (as percentage of equipment to be provided) of all system and sub systems					
18.	Please provide list of accredited laboratories (Indian/ International) that have certified your prototype/ systems/ sub-systems (if any)					
19.	Paragraph wise response on technical characteristics of New Generation ATGMs alongwith Launcher Systems offered/ proposed by you to be submitted as per questionnaire given in Annexure I to this Appendix.					

Annexure I
(refers to Para 19 of Appendix 'B')

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGM</u>	<u>Response</u>
1.	Can you supply New Generation ATGMs along with Launcher Systems adapted on as per all technical parameters given at Appendix 'A' to the RFI?	Yes / No
<u>Note:</u>		
A. Even if your reply to Question-1 above is 'YES', response to all questions below is mandatory.		
B. Questions with remarks 'if any' or 'if available' may not be responded if applicable.		
	(a) Briefly give out the configuration and description of your product for New Generation ATGMs and Launcher Systems along with technical literature and photographs / sketches / CAD drawings including layout of launcher system, storage of ATGMs and placement of controls in fighting compartment?	
	(b) Can you provide New Generation ATGMs along with Launcher Systems & Simulator as asked in RFI?	Yes / No
	(c) Can your New Generation ATGMs along with Launcher Systems perform operational tasks in the in weather and temperature conditions mentioned in the RFI across all terrain ?	Yes/No
	(d) Can ATGM of generation, range, penetration and capability higher than RFI parameters be provided for ATGMs? If yes then give specifications	Yes / No
	(e) What percentage of accuracy can be achieved by your missile in terrain & temperature conditions as stated in RFI?	_____ %
2	<u>Service Life.</u> Provide details of Service Life that can be offered in your New Generation ATGMs along with Launcher Systems:-	
	(a) What service/operational life can be offered in New Generation ATGMs Launcher without any repair intervention / over haul?	__ years
	(b) What service/operational life can be offered in New Generation ATGMs in optimum storage conditions?	__ years
	(c) What service/operational life can be offered in New Generation ATGMs in field storage conditions?	__ years

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGM</u>						<u>Response</u>	
3.	Type of Attack. Provide details of Type of Attack that can be offered in your New Generation ATGMs along with Launcher Systems.							
	(a) Does your ATGM offer Top Attack capability?						Yes/ No	
	(b) Does your ATGM offer Direct Attack capability?						Yes/ No	
	(c) Provide details as per format given below for your New Generation ATGMs:-							
	S No	Target Range (meters)	Mode of Attack	Maximum Deviation from Point of Lock on Static Target (CEP) (in mm)	Maximum Deviation from Point of Lock on Moving Target (CEP) (in mm)	Maximum Speed to achieve 90% Accuracy		
						Target Speed in Lateral Direction (kmph)	Target Speed in Lateral Direction (kmph)	
	(i)	200						
	(ii)	500						
	(iii)	1500						
	(iv)	2500						
	(v)	4000						
4.	Dimensions. Please mention the dimensions of your New Generation ATGMs along with Launcher Systems in the following format:-							
	Name of Your New Generation ATGM Launcher	Length (mm)		Diameter (mm)		Weight (kg)		
5.	Weight. Provide details of weight of your New Generation ATGM Launchers & ATGMs:-							
	(a) Indicate approx weight of one New Generation ATGM Launcher with sights.						___ kgs	
	(b) Indicate approx weight of New Generation ATGM Launcher in packed condition						___ kgs	
	(c) Indicate approx weight of one New Generation ATGM with sight launch tube in ready to fire condition						___ kgs	
	(d) Indicate approx weight of one New Generation ATGM with launch tube in packed condition						___ kgs	

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGM along with Launcher Systems</u>	<u>Response</u>
6.	<p><u>Range.</u> Provide details of range of your New Generation ATGM along with Launcher Systems:-</p> <p>(a) Indicate the maximum range of your ATGM in direct mode</p> <p>(b) Indicate the minimum range of your ATGM in direct mode</p> <p>(c) Indicate the maximum range of the ATGM in Top Attack mode</p> <p>(d) Indicate the minimum range of the ATGM in Top Attack mode</p>	<p>__ meters</p> <p>__ meters</p> <p>__ meters</p> <p>__ meters</p>
7.	<p><u>Penetration.</u> Provide details of penetration of your New Generation ATGM on ERA:-</p> <p>(a) Will you be able to provide penetration of 600mm against RHAe beyond ERA?</p> <p>(b) What is the maximum penetration against RHAe after defeating ERA that can be provided?</p>	<p></p> <p>__ mm</p>
8.	<p><u>Launch.</u> Provide details of launch of your New Generation ATGM:-</p> <p>(a) Indicate whether your ATGM will be soft launched with smokeless propellants?</p> <p>(b) Indicate whether your ATGM has muted back blast for confined spaces?</p> <p>(c) If Not then give details of type of launch for your ATGMs?</p>	<p>Yes/ No</p> <p></p> <p></p>
9.	<p><u>Seeker.</u> Provide details of seeker of your New Generation ATGM:-</p> <p>(a) What will be the type of Seeker used in your ATGMs?</p> <p>(b) Can day and night dual-mode seeker as asked in RFI be provided?</p> <p>(c) Can seeker video be viewed on VDU from launch till target hit?</p> <p>(d) Within how much time should the ATGM be launched after target is locked by seeker?</p> <p>(e) Can ATGM be re-used in case it is not fired after seeker is locked on target?</p>	<p></p> <p>Yes / No</p> <p>Yes/No</p> <p>__ seconds</p> <p>Yes / No</p>
10.	<p><u>Guidance System.</u> Provide details of man in Loop System of your New Generation along with Launcher Systems:-</p> <p>(a) What type of Guidance System / Mechanism will be provided for ATGM?</p> <p>(b) Will Man in Loop system be provided in your New Generation ATGMs?</p>	<p></p> <p>Yes/No</p>
11.	<p>Will communication between Missile On-board Telemetry Equipment and Missile Launcher be secure with anti-jamming and anti-interference features? If yes then to provide specification?</p>	

Question	Questionnaire based on RFI for New Generation ATGM along with Launcher Systems	Response
12.	<p>Warhead & Fuzes. Provide details of warhead and fuzes used in your New Generation ATGMs along with Launcher Systems:-</p> <p>(a) What will be the types of Fuze used in your ATGMs?</p> <p>(b) Does your ATGM have Self Destruct Mode? If yes give details</p>	<p>Yes / No Give details</p>
13.	<p>Rate of Fire. Provide details of rate of fire of your New Generation ATGMs along with Launcher System</p> <p>(a) Simultaneous Launch.</p> <p>(i) Can Rate of Fire as given in paragraph 19 of Appendix 'A' of RFI be achieved for successive ATGMs?</p> <p>(ii) If no, then state Rate of Fire that can be achieved for successive ATGMs by your ATGM system</p> <p>(iii) In how much time can the second ATGM be fired on same/ different target in common field of view</p>	<p>Yes/ No</p> <p>___ seconds</p>
14.	<p>Type of Fire. Provide details of type of fire of your New gen Generation ATGM under the following heads:-</p> <p>(a) Lock On Before Launch (LOBL). Details of type of locking</p> <p>(b) Lock On After Launch (LOAL). Details of type of locking</p> <p>(c) Can target / impact point be changed after launch i.e. during flight?</p> <p>(d) What is the minimum range beyond which LOAL can be activated?</p>	<p>Yes/No</p> <p>___mtrs</p>
15.	<p>Transportability. Provide details of Transportability requirement for New Generation ATGM along with Launcher Systems</p>	
16.	<p>Miscellaneous Technical Specifications. Provide details of following that can be offered in your New Generation ATGMs along with Launcher Systems:-</p> <p>(a) Sub-systems & Assemblies.</p> <p>(i) Which systems & sub-systems would be modular with easy accessibility to ensure quick replacement of faulty modules/sub assemblies</p> <p>(ii) Can all instructions/ markings inside New Generation Launchers & ATGMs, manuals and literature be provided in English & Hindi language?</p>	<p>Yes / No</p>

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGM along with Launcher Systems</u>	<u>Response</u>
	(c) <u>Ammunition Loading.</u>	
	(ii) What system is being provided for loading/unloading of ATGMs from launcher?	
	(d) <u>Paint.</u>	
	(i) Can New Generation ATGM Launcher be painted in terrain specific camouflaged pattern as per users requirement ?	Yes / No
	(ii) Can Anti-IR Paint be provided?	Yes / No
	(e) <u>Reliability.</u> What will be the Maximum Mean Time Between Failures of under mentioned systems:-	
	(i) New Generation ATGM Launcher	__ round
	(ii) New Generation ATGM Simulator	__ hrs
	(iii) Communication and Control Systems	__ hrs
	(iv) Electrical Assemblies / sub assemblies (in hrs)	__ hrs
	(v) Day / TI sights (in hrs)	__ hrs
	(vi) VDUs	__ hrs
	(f) <u>Maintainability.</u>	
	(i) Will modular systems to enable quick replacements & repairs at field workshop level be provided	Yes / No
	(ii) Will MToT as per DAP for sustenance of New Generation ATGMs along with Launcher Systems be provided.	Yes / No
	(iii) Will MRO philosophy be aligned to levels of repairs as per DAP & as sought in RFI	Yes / No
	(iv) What is your MRO philosophy	
	(v) Please provide details of repairs which can be undertaken at following levels:-	
	(aa) Unit (Organizational 1 (O1) Level.	If available
	(ab) Field (Organizational 2 (O2) Level.	If available
	(ac) Intermediate (I) Level.	If available
	(ad) Base (Depot (D)) Level. Do you have the ability to carryout D level repairs? If yes, please specify location.	If available
	(vi) Will you provide 'Engineering Support Package (ESP)' for lifetime sustenance of equipment for various echelons of repairs to include following :-	
	(aa) Special Machine Tools (SMT) for maintenance and repair related tasks	Yes / No
	(ab) Special Test Equipment /Test Jigs for diagnostics to support maintenance & repair tasks	Yes / No
	(ac) Inspection gauges to check serviceability standards/ tolerances	Yes / No

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGMs along with Launcher Systems</u>	<u>Response</u>
	(ad) Spares, to include sub-assemblies as well as spares for Component Level Repairs (CLR)	Yes / No
	(ae) Technical Literature to include Illustrated Spare Part List (ISPL) and manuals covering all aspects related to operation, maintenance, diagnostics and repair at various echelons	Yes / No
	(af) Training aggregates/aids for operator, quality assurance & maintenance personnel	Yes / No
	(ag) Inspection standards to ascertain serviceability of equipment as well as its modules/ components	Yes / No
	(ah) Are you willing to undertake Annual Maintenance Contract (AMC) for the Special Test Equipment (STEs)? If yes, what is the indicative cost in terms of percentage of cost of Special Test Equipment (STEs)	Yes / No ____%
	(vii) What Class of Interactive Electronic Technical Manual (IETM) will be provided by you for technical literature mentioned above	
	(viii) Can class room trainer & Computer/AR/VR based Training Packages for Maintenance Personnel be provided	Yes / No
	(ix) Is there a requirement of periodic calibration of any Special Machine Tools/ Special Test Equipment's (SMTs/ STEs)/ Gauges? If yes, Will you provide capability to undertake calibration, as part of Engineering Support Package?	Yes / No
	(x) Engineering Support Package. Will the engineering support package be provided exclusively by you or are you likely to source them through sub vendors?	
	(aa) Is the New Generation ATGM will Launcher System Modular in construction ? Is modular level	
	➤ (ab) What are the level of repairs envisaged for maintaining the New Generation ATGM? Can the repairs be aligned to 'O' and 'I' level repair points?	
	(xi) Warranty. What is the period and kind of warranty/ Guarantee which you will provide on for New Generation ATGMs along with Launcher Systems ?	Details of warranty system/ sub system wise
	(xii) Comprehensive AMC. Are you willing to undertake Comprehensive Annual Maintenance Contract (CAMC) for the complete for New Generation ATGMs along with Launcher Systems and Simulator ? If yes, what is the per year indicative cost in terms of percentage of cost of per unit New Generation ATGM Launcher, ATGM & Simulator.	Yes / No _ %
	(xiii) Product Support. What is the period for which you will commit product support for sustenance of New Generation ATGMs along with Launcher Systems & Simulator in terms of supply of spares/ calibration etc?	___ yrs
	(aa) Have you supplied the equipment to any other Country? If yes, furnish details of quantity supplied to the country and year of supply?	
	(ab) Does the company have major repair and overhaul facility for major assemblies and component level repair?	

Question	Questionnaire based on RFI for for New Generation ATGMs along with Launcher Systems	Response
	(ac) Are you willing to provide upgrades for the software (as applicable)?	
	(g) <u>Built in Test Equipment (BITE).</u>	
	(i) Will your product or any of its sub system have counter to display cumulative usage to facilitate usage-based preventive/ periodic maintenance?	Yes / No
	(ii) Which systems & sub-systems can have built in diagnostic facility	
	(iii) Can diagnostic data & warnings be displayed on VDUs of crew	Yes / No
	(iv) Will you provide any Automatic Diagnostic Tools (ADT) with the equipment	Yes / No
	(h) <u>Quality Assurance (QA).</u>	
	(i) Can you provide New Generation ATGMs along with Launcher Systems & Simulator as per QA standards mentioned in RFI	Yes / No
	(ii) Mention systems & sub-systems which cannot be compliant to EMI/EMC Parameters as per Military Standard 464C &461E	
	(iii) Mention details of systems which cannot be compliant to JSS-55555	
	(j) <u>Training & Training Aids.</u>	
	(i) What is the recommended training period of maintenance and QA personnel and user/ crew?	
	(ii) Will you provide soft copies of the 'User Handbook' and other manuals including technical manuals along with the CBT for training?	
	(iii) Can simulators for technical & tactical training as asked in RFI be provided	Yes / No
	(iv) Can AR/ VR based training packages as asked in RFI be provided	Yes / No
	(v) Can sectionized working models as asked in RFI be provided	Yes / No
	(vi) Can Training Missiles (without war head/ inert) be provided for training purpose	Yes/No
17.	<u>Additional Questions</u>	
	(a) <u>Trials/Prototype.</u>	
	(i) Is the prototype readily available or has to be designed/ manufactured?	
	(ii) What is the likely time period required by the industry to field the prototype for trials post intimation of clearance in TEC?	
	(iii) Is the OEM / Vendor willing to participate in trials as per DAP-2020 in India on 'NCNC' basis?	
	(iv) What max qty of equipment can be made available in India for trials on 'NCNC basis'? Are there any restrictions for importing critical components? If yes, specify restrictions and time required.	

<u>Question</u>	<u>Questionnaire based on RFI for for New Generation ATGMs along with Launcher Systems</u>				<u>Response</u>
	(v) Whether crew required for operating the equipment for user trials shall be provided by the vendor?				
	(vi) Whether vendor certification can be given for major parameter example operational temperature and weather conditions etc?				
	(b) Upgrades. Will it be possible to provide upgrades for life extension beyond stated service life of New Generation ATGMs along with Launcher Systems? If yes then, upgrades can be offered for which technologies (if available)				Yes / No
	(c) Oils & Lubricants. Following details to be provided:-				
	(i) Details of oils, lubricants and greases required along with their scales & periodicity of change				if available
	(ii) IS specification of oils, lubricants and greases that will be utilised in your New Generation ATGM Launcher, ATGMs and Simulator.				if available
	(iii) In case IS specification of any product is not available, then can you manufacture it in India				Yes / No
	(iv) Which systems & sub-systems cannot use existing grades of oils, lubricants and greases that are being utilised / procured by Indian Army				
	(v) In case Propriety / Brand Specific Products are recommended, then please provide:-				
	(aa) Details of original manufacturer along with full address and rates of items.				
	(ab) All data to identifying equivalent products available in India.				
	(ac) Will you provide all required Oils / Lubricant / Greases for maintenance for at least 02 years after induction of New Generation ATGMs along with Launcher Systems and Simulator.				Yes / No
	(d) Software.				
	(i) List of systems & sub-systems that will use software				
	(ii) Which software will not be indigenous				
	(iii) Which software cannot be restored / reinstalled in field in case of any fault				
	(iv) Will all software be up-gradable				Yes / No
	(v) Will license for all software be available with you				Yes / No
	(e) Evaluation by Simulations & Certifications. List out various parameters of New Generation ATGMs along with Launcher Systems that can be evaluated through simulation/certification so as to enable incorporation of this aspect in the SQRs.				
	<u>S No</u>	<u>RFI Parameters</u>	<u>Evaluation by Simulation</u>	<u>Evaluation by Certification</u>	

Question	Questionnaire based on RFI for New Generation ATGMs along with Launcher Systems	Response
	<p>(f) <u>Safety Arrangements.</u></p> <p>(i) What are safety measures provided in the equipment?</p> <p>(ii) What are the warning arrangements incorporated to ensure safe operation?</p> <p>(g) <u>Vendor Selection Criteria.</u></p> <p>(i) Is the Applicant Entity an Indian Company as defined under the Companies Act 2013?</p> <p>(ii) Has the Applicant Entity or any of its allied entities ever been banned or suspended by MoD/SHQ or any Government Department or Organisation? Details of vigilance action viz ongoing investigations by any Department/ agency of Central Government may be provided.</p> <p>(iii) Is the Applicant Entity a Manufacturing Entity or System Integrator or a Trading Company?</p> <p>(iv) Specify the turnover and net worth of Company in the last three (03) years.</p> <p>(v) Is the Company under insolvency resolution as per Indian Bankruptcy Code?</p> <p>(vi) What is the Credit Rating of the Company equivalent to CRISIL rating?</p> <p>(vii) Does the Company qualify under Start Up or MSME Category?</p> <p>(h) <u>Miscellaneous.</u> What support would be required to assist integration of ATGM in terms of availability of equipment, time, field firing range etc?</p> <p>(j) Any other suitable Recommendations/ Information/ additional capability as deemed fit by the vendor</p> <p>(k) Do you have minimum 02 years of experience in electronics and explosives pertaining to manufacturing Guided Missiles/ Guided Munitions?</p> <p>(l) Do you have minimum 01 year experience in integration of Guided Missiles/ Guided Munitions?</p>	<p>Details</p>
17	<p><u>Miscellaneous Questions</u></p> <p>(a) Please specify the effect on ATGM Lr & Msl, when used in Coastal areas/ Islands with High Humidity and High Salinity conditions. Also give out the details of waterproofing of the Lr & Msl.</p> <p>(b) <u>Indigenous Content/ Production</u></p> <p>(i) How much time will the startup/ JV take to start production?</p> <p>(ii) What are the enhanced parameters/specifications that can be provided?</p> <p>(iii) How much time required by the Industry to deliver the eqpt/ platform with the stipulated indigenous content, post trials/ contract for operational use?</p>	

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGMs along with Launcher Systems</u>	<u>Response</u>
	(c) <u>Transfer of Technology (In Case of JV)</u>	
	(i) How and in what 'Time Frame' will you ensure the 'Transfer of Tech'?	
	(ii) Are there any qualifying terms and conditions for ToT? Request specify details?	
	(ii) Requirement of MToT, if any.	
	(d) <u>Trial / Prototype</u>	
	(i) What will be the time penalty and fall out if additional features/ higher tech is asked in the prototype? OR if the equipment is to be fielded in 4 months/ 6 months, what level of technology (or type of prototype) would be made available?	
	(ii) What is the suitability of eqpt for deployment in various types of terrain in India? Specify separately for deserts, plains, mountainous, High Altitude Area.	
	(iii) Whether vendor is ready to provide the EUT (one set) as per the provisions?	
	(e) <u>EMI/EMC and other Standards</u>	
	(i) What US Military Standards are being conformed to by the equipment produced by the OEM/ Vendor? OR what standards does your equipment conform to / does it follow US Military Standards?	
	(ii) What Joint Service Specifications (JSS)/ Joint Service Guidelines (JSG) are being conformed to by the equipment produced by the OEM/ Vendor?	
	(f) <u>Training</u>	
	(i) What are the facilities available at OEM/ Vendor premises to conduct trg?	
	(ii) How will you assist in carrying out training for user, maintenance personnel and QA personnel?	
	(g) What is the number of charging cycles that the CLU bty is capable of? The Life of CLU bty and availability of replacement bty ex-trade also be elaborated.	
	(h) What is the penetration capability of the Msl against concrete targets?	
	(j) In case of LOAL, what is the type of communication arrangement between the Lr and the Msl?	
	(k) What are the desired storage conditions for the Msl for the specified shelf life (Para 2 of Appx A) to be achieved?	

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGMs along with Launcher Systems</u>	<u>Response</u>
	(l) What are the effects on the shelf life of the Msl owing to maintenance of necessary storage conditions or the the absence of the same? Data with reference to correlation between temperature and time exposure of a msl and shelf life of the msl in case available must be provided.	
	(m) Since the Msl has a seeker & will involve electronics, what is the periodicity of tests to be undertaken for the msl?	
	(n) Specify storage condition for the seeker separately. Data with reference to the failure rate of the seeker on acct of both target identification and homing as well as storage conditions should also be given.	
	(o) Provide details of the necessary test jigs required for testing the seeker.	
	(p) Provide details on the following aspects:-	
	(i) Ruggedised packing boxes of ATGM Lr and the capability to be para dropped.	
	(ii) Packing of the Msl/ pallatization.	
	(iii) Capability of Msl and Lr to be mounted on an in-service vehicle.	
	(q) Is the New Generation ATGM with Launcher System modular in construction? Is modular level replacement possible at fd level?	
	(r) What are the level of repairs envisaged for maintaining the New Generation ATGM? Can the repair be aligned to 'O' and 'I' level repair points?	
	(s) What are the repair facilities in terms of infrastructure and test equipment required for providing effective engineering support for New Generation ATGM?	
	(t) Will you be providing repair and calibration cover for Special Maintenance Tools (SMTs) and Special Test Equipment (STE)?	
	(u) Are factory repair facilities of the equipment and all its sub accessories available in India with vendor?	
	(v) What is the provision of intimation and incorporation of upgrades and retro modification, if any, in the equipment and its accessories during the life cycle?	
	(w) Will you be providing following or similar SMTs/ STE?	
	(i) Combat Missile Tester (CMT)	
	(ii) Command Launch Unit – Automatic Test Jig for testing Launcher	
	(iii) Nitrogen Purging & Leakage Test Station for Command Launch Unit.	

<u>Question</u>	<u>Questionnaire based on RFI for New Generation ATGMs along with Launcher Systems</u>	<u>Response</u>
	(x) Will you be providing all Special Maintenance Tools/ Special Test Equipment/ Test Jigs (SMTs/STE/TJs) for the equipment to support diagnostics and repair at various echelons other than the SMTs/STE mentioned above?	
	(y) Will you be providing the fwg detailed tech literature as per Joint Service Specification (JSS-0251-1) for sustenance of the equipment:-	
	(i) User Handbook/ Operators Manual.	
	(ii) Design Specification.	
	(iii) Technical Manuals:-	
	(aa) Part I. Technical description, specifications, functioning of various systems.	
	(ab) Part II. Inspection / maintenance tasks, repair procedures, materials used, fault diagnosis and use of Special Maintenance Tools/ Special Test Equipment (SMTs/ STE).	
	(ac) Part III. Procedure for assembly/ disassembly, repair upto component level, safety precautions.	
	(ad) Part IV. (aaa) Part list with drawing reference. (aab) List of Special Maintenance Tools/ Special Test Equipment (SMTs/ STE) with Test Bench.	
	(iv) Manufacture's Recommended List of Spares (MRLS).	
	(v) Illustrated Spare Part List (ISPL).	
	(vi) Technical manuals on Special Test Equipment (STEs) with drawing reference.	
	(z) Will be you providing a Class III or above Interactive Electronic Technical Manual (IETM) for above technical literature.	

Appendix 'C'

(Refers to Para 12(b) of Directorate General of
 Infantry/ Infantry - 5 Infantry Letter No
 86785/New Gen ATGM/Inf-5 (a) dt ___ Oct 2024)

**VENDOR INFORMATION PROFORMA: NEW GENERATION ATGMS ALONG WITH
 LAUNCHER SYSTEMS**

1. **Name of the Vendor/Company/Firm**

(Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the relevant category).**

- (a) Original Equipment Manufacturer (OEM) Yes/No
- (b) Authorised Vendor of foreign Firm Yes/No (Attach details, if yes)
- (c) Details of Joint Venture (if any).
- (d) Other (give specific details).

Contact Details.

Postal Address: _____

City : _____ State : _____

Pin Code : _____ Tele : _____

Fax : _____ URL/Website : _____

E-mail address : _____ Contact Number: _____

3. **Local Branch/Liaison Office(if any).**

Name & Address : _____

Pin Code _____ Tele : _____

Fax _____

4. **Financial Details.** Category of Industry (Large/Medium/Small Scale/Start ups):

5. **Certification by Quality Assurance Organization.**

Name of Agency	Certificate	Applicable from (Date & Year)	Valid till (date & Year)

6. **Details of Registration.**

Agency	Registration No	Validity (Date)	Equipment
GeM			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

7. **Membership of FICCI/ASSOCHAM/CH or other Industrial Associations.**

Name of Organisation	Membership Number

8. **Equipment / Product Profile**

- (a) Name of Product : _____ (IDDM Capability be indicated against the Product)
(Should be given category wise for e.g. all products under night vision devices to be mentioned together)
- (b) Description (attach technical literature): _____
- (c) Whether OEM or Integrator :
- (d) Name and address of Foreign collaborator(if any) :
- (e) Industrial Licence Number :
- (f) Indigenous component of the product (in percentage):
- (i) Overall IC (in percentage) :
- (ii) IC for material/ components/ software manufactured in India (in percentage) :
- (g) Status (in Service/Design & Development Stage) :
- (h) Production capacity per annum:
- (j) Countries / agencies where equipment supplied earlier (give details of quantity supplied):
- (k) Estimated price of the equipment: _____

(l) Indigenously produced subsystems, Line Repair Units, software and critical spares of the product: _____

(m) Devices/ Line Repair Units for which Input/ Output Protocols are indigenously available for enabling replacement by indigenous equivalents or interfacing with equipment of own choice: _____

(n) Capability for carrying out comprehensive Maintenance Repair and Overhaul, calibration and obsolescence management of the equipment/ platform/ system along with associated jigs, fixtures and test setups, during the designed service life of the equipment within India: _____

9. Alternatives for meeting the objectives of the equipment set forth in the RFI.

10. Any other relevant information: _____

11. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

(Note: Paragraph 44 and Appendix F to Chapter II DAP-2020 may be referred.)

(Authorised Signatory)

Appendix 'D'

(Refers to Para 15 of Directorate General of Infantry/ Infantry - 5 Infantry Letter No 86785/New Gen ATGM/Inf-5 (a) dt ____ Oct 2024)

**GUIDELINES FOR FRAMING CRITERIA FOR VENDOR
SELECTION/PREQUALIFICATION**

To be read in accordance with the Vendor Qualification Criteria promulgated by Acquisition Wing vide MoD ID No 4(3)/D(Acq)/16-Pt.IV dated 18/09/2019 or as updated on <http://mod.gov.in>.

1. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDM), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. **Para 2** deals with the parameters that may be considered for short-listing of vendors, whereas **Para 3** amplifies the process for applying selected parameters to the process of Vendor Short listing.
2. **Parameters**
 - (a) **General Parameters**
 - (i) Applicant Entity should be an Indian Company (as defined under the Companies Act, 2013 as amended from time to time), owned and controlled by resident Indian citizens. The management of the Applicant Entity should be in Indian hands with majority representation on the board of directors. The chief executive(s) of the applicant Entity shall be resident Indian citizen(s) who are part of the Indian group owning and controlling the Applicant Entity. 'Control' shall include the right to appoint a 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. Further, a company shall be 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 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 Entity shall be permitted. Indirect foreign investment shall be accounted for in counting the forty-nine percent (49%) FDI. (Note: FDI limit shall be in accordance with Consolidated FDI Policy Circular 2016 issued vide Ministry of Commerce & Industry, Department of Industrial Policy & Promotion D/o IPP F. No. 5(1)/ 2016-FC-1 dated 07 Jun 2016 and any amendments thereof.)
 - (ii) Business dealing with applicant Entity or any of its allied entities should not have been suspended or banned, by MoD/ SHQ or any Government Department or organization (as defined in Guidelines for Penalties in Business Dealings with Entities issued vide Ministry of Defence, D(Vigilance) MoD ID No 31013/I/2006D(Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

(iii) “Entities” will include companies, with whom the Ministry of Defence has entered into, or intends to enter into, or could enter into contracts or agreements.

(iv) “Applicant entity” may be a company, subsidiary, an associate company (as defined in the Companies Act, 2013), a consortium or a Joint Venture (JV).

(b) **Technical Parameters**

(i) Vendor shall be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in cases where the OEM participates only through its authorised Vendors.

(ii) Minimum **02 years** experience in **broad areas like manufacturing/ electronics/ explosives etc. as applicable in the instant procurement case**. If not, then cumulative experience of at **least 03 years in above areas**, resulting in gaining of competence for manufacturing the proposed product. (In case the SHQ feels that for a particular equipment a lesser experience could be accepted, then the same should be got approved by the competent authority before including the same in the RFP).

(iii) Where product involves integration, previous experience **of not less than one year/ one project** in integration of systems/ equipment shall be required.

(c) **Financial Parameters**

(i) **Turnover**. Minimum average annual turnover for last three financial years, ending 31st March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDD) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 30% of estimated cost of the Make portion.

(ii) **Net Worth**. Net worth of entities, ending 31st March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDD) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 5% of estimated cost of the Make portion.

(iii) **Insolvency**. The entity should not be under insolvency resolution as per Indian Bankruptcy Code at any stage of procurement process from the issuing of RFP to the signing of contract.

(iv) **Credit Rating (Desirable Financial Parameter)**. It would be desirable for the entity to have a minimum long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as **CCR-BBB**, and **SME-04 for SMEs** issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

Note1: All the above Financial Parameters, except Para 3(c)(iii) above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is Rs 150 Crore and below. However, Net worth of entities should not be **negative**.

Note 2: The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crore so as to keep the estimated cost of procurement confidential).

(d) **Other Parameters**

(i) **Industrial License (IL)**. Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of FET. (Items requiring IL will be as per DIPP Press Note 1 of 2019 as amended from time to time).

3. **STIPULATIONS FOR APPLYING PARAMETERS**

(a) **Areas like manufacturing/ electronics/ explosives etc.** referred to at Para 3(b)(ii) should be defined in each case of procurement.

(b) In case the Applicant Entity is unable to meet the Financial Parameters by itself, it may rely on its **Holding Company** (as defined in the Companies Act, 2013 and amendments thereof) ("Companies Act") for fulfilment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfilment of **ALL** the Financial Parameters.

(c) In case the Applicant Entity is unable to meet one or more of the Technical Parameters by itself, it may rely on a Group Company(ies) for fulfilment of the Technical Parameters. A Group Company in relation to the Applicant Entity may be:-

(i) A company of which the Applicant Entity it is an Associate Company. Such company should have ownership, directly or indirectly, of at least **26%** of the voting shares of the Applicant Entity.

(ii) A company which is an Associate Company of the Applicant Entity. The Applicant Entity should have ownership directly or indirectly, of at least **26%** of the voting shares of such Associate Company.

(iii) A Company with whom the Applicant Entity is commonly owned, directly or indirectly, for at least **26%** of the voting shares by another company. For example: An Applicant Company A is an Associate Company of Company B, in which B holds at least 26%. Further, C is also an Associate Company of B, in which B holds at least 26%. In this case the Applicant Company may use the credentials of C as well.

(iv) The Holding Company and Subsidiary Companies (as defined under the Companies Act) of the Applicant Entity.

(c) The Applicant entity may be a single entity or a group of entities (the "Consortium"), coming together to implement the project. In such case:-

(i) The credentials of only those members or their related entities may be counted, who have at least **26%** equity stake in the Consortium.

(ii) Each Consortium should have a designated **Lead Member**.

(iii) For Technical Parameters, **any of the Consortium members or their Group Companies** may meet the criteria.

- (iv) For Financial Parameters; the Turnover and Net Worth of the Consortium Member shall be reckoned **proportionate to Consortium Member's equity stake** in the Consortium, and each Consortium member should meet the other criteria pertaining to Insolvency and Credit Rating. In case the Consortium Member relies on its Holding Company for any one of the above-mentioned Financial Parameters, then reliance must be placed on the Holding Company for meeting **all the financial Parameters**.
- (d) Vendors should provide all necessary self-authenticated documentation in support of their achievement of criteria. Such documentation should inter-alia include:-
- (i) Details of projects/ supply orders successfully executed in the last two years.
 - (ii) Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.
 - (iii) Details of shareholders, promoters, associated, allied and JV companies.
 - (iv) Details of vigilance action, viz. ongoing investigation and suspension/ debarment/ blacklisting actions against the applicant entity or any of its allied entities, parent company or consortium and JV partners, if any by any Department/agency of Central Government.
 - (v) A certificate from CA/CS indicating the financial parameters for the last three years as per Para 3(c).
(**Note:** If a vendor is already a supplier to MoD and/ or has already provided the above documents in such cases, it should be necessary for the vendor to resubmit only such documentations as is necessary to update the above).
- (e) Any vendor furnishing false information will be liable for action under Para 93 of Chapter II of DAP 2020.
- (f) Based on these generic parameters, more specific criteria should be evolved by the SHQs with regard to Technical and Financial parameters {Paras 3(b) and 3(c) above} in each procurement case depending upon requirements peculiar to each case keeping in view the overall need to ensure wider vendor participation. The specific criteria evolved by the SHQ for each case, as per these guidelines, may be got approved by the competent authority before including the same in the RFPs.

4. **Start Ups/ MSMEs.** Start ups would be defined as per G.S.R. 127 © dated 19 Feb 2019 (as amended from time to time). For procurement cases where the estimated cost is not exceeding Rs 100 Crore/ year based on delivery schedule at the time of seeking AoN or Rs 150 Crore, whichever is higher, to encourage the Start Ups/ MSMEs and build Industrial ecosystem, the recognized Start Ups/ MSMEs in the relevant fields may be considered for issue of RFP without any stipulation of Financial parameters, except Para 3©(iii) above (Insolvency) and with General and Technical parameters to be decided on case to case basis.

(**Note:** Start Ups should not be confused with New Entrants who may be high/ mid-sized groups having financial support and manufacturing experiences and now venturing into Defence Production).

5. The criteria for vendor selection shall be clearly stipulated in RFPs so as to maintain transparency. Care shall be taken to ensure that the stipulated criteria are not open to subjectivity and arbitrary interpretation.

6. Vendor to have minimum 02 years of experience in electronics and explosives pertaining to manufacturing Guided Missile/ Guided Munitions.

7. Vendor to have minimum 01 year experience in integration of Guided Missile/ Guided Munitions.