

**REQUEST FOR INFORMATION FOR  
FIRE & FORGET ATGMs ALONG WITH LAUNCHER SYSTEMS  
ADAPTED ON BMP-2/2K**

**Reference:-** Defence Acquisition Procedure-2020 (DAP-2020)

**Appendices:-**

**Appendix A - Technical Parameters for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K**

**Appendix B - Questionnaire/ Response Form**

**Appendix C - Information Sought from Vendors**

**Appendix D - Guidelines for Vendor Selection /Pre-qualification**

1. The Ministry of Defence, Government of India, intends to procure approximately **Quantity 5000 Fire & Forget ATGMs along with Quantity 500 Launcher Systems adapted on BMP-2/2K.**

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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K **within Three years** of Award of Contract / Supply Order @ approximately 1750 Fire & Forget ATGMs along with 175 Launcher Systems adapted on BMP-2/2K per year.

3. Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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 vendor with due justifications.

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

(a) **Part-I.** The first part of the RFI incorporates intended use of equipment and operational requirements that should be met by the Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K. 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.** Guidelines for vendor selection / pre-qualification.

**PART- I: INTENDED USE OF EQUIPMENT**

5. **Terrain Conditions.** Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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 occurring along Northern Borders (Eastern Ladakh/ Central Sector / North Sikkim) of India.

6. **Weather Conditions.** Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K should be operational by day & night and in commonly encountered weather conditions including dust in the above terrains.

7. **Temperature Conditions.** The Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K including all sub-systems should be operational in following ambient temperature conditions: -

(a) **Plain and Desert Terrain.**

(i) **Minimum Operating Temperature.** Between 0° to 05° Celsius.

(ii) **Maximum Operating Temperature.** Between 40° to 45° Celsius.

(b) **High Altitude & Mountain Terrain.**

(i) **Minimum Operating Temperature.** Between (-)20° to (-)10° Celsius.

(ii) **Maximum Operating Temperature.** 40° Celsius.

8. **Operational Requirements.** The Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K will be employed in above mentioned terrain and environmental conditions. Fire & Forget ATGMs should be able to destroy enemy tanks, Armoured Personnel Carriers, combat vehicles, low flying helicopters and other ground-based weapon platforms / positions.

### **Important Technical Parameters**

9. **Design Concept.** The Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K should be modular in design, thereby lending itself to future upgrades through simple modifications not leading to design/ structural changes. It should also facilitate integration and installation on BMP- 2/2K, without impacting the performance of any system/sub-system of BMP-2/2K.

10. **Important Technical Parameters.** The preferred technical parameters for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K are given at **Appendix 'A'** to this RFI.

### **General Provisions**

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

(a) The solicitation of 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 would 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 component 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) **Offset (if applicable)**. If applicable, the vendor has to undertake "Defence Offsets" as per provisions given in the DAP-2020 (refer Appendix 'D' to Chapter-II of DAP-2020).
- (h) **Earnest Money Deposit (EMD)**. 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).
- (j) **Performance-cum-Warranty Bond**. Performance-cum-Warranty Bond both equal to 5% 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.
- (k) **ToT (if applicable)**. Government of India is desirous of license production of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K after acquiring ToT (if applicable) in the case. The vendor should submit an indigenisation plan clearly outlining the Indigenisation Content and road map for indigenisation 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 07 days** from the date of hosting of the RFI by submitting the Vendor Information Proforma through email/ by hand to under mentioned address: -

#### **ADG MECH INF**

MECH-7 Section, General Staff Branch  
Room Number 531, A-Wing Sena Bhawan, Army HQ,  
DHQ PO, New Delhi-110011  
Email: SILVERBULLET@NIC.IN

- (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: -

- (i) **ADG MECH INF**  
MECH-7 Section, General Staff Branch  
Room Number 531, A-Wing Sena Bhawan, Army HQ,  
DHQ PO, New Delhi-110011; Email: SILVERBULLET@NIC.IN
- (ii) **ADG Acquisition Technical (Army)**  
Acquisition Wing, Ministry of Defence,  
Room No 30, D-2 Wing Ground Floor, Sena Bhawan,  
New Delhi-110011  
Tele : 011-23011202, e-mail : TMLS-MOD@NIC.IN
- (iii) **DG CD**  
CD-15B Section, General Staff Branch  
Room Number 527B, A-Wing Sena Bhawan, Army HQ,  
DHQ PO, New Delhi-110011
- (iv) **Planning Officer (Land Systems)**  
Dte of Planning & Coord, DDP,  
Ministry of Defence,  
Room No C-404, DHQ Complex  
KG Marg, New Delhi - 110001

(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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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 6 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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.
- (b) To identify vendor base for development of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.
- (c) To generate inputs for structuring the RFP.
- (d) To aid in deciding the acquisition category for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.
- (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 : A/36816/F&F ATGM Lr/GS/Mech-7

Dated : May 2023

**Appendix 'A'**

(Refers to Para 10 of Additional Directorate General of Mechanised Infantry Letter No A/36816/F&F ATGM Lr/GS/Mech-7 dated 31 May 2023)

**IMPORTANT TECHNICAL PARAMETERS: FIRE & FORGET ATGMS ALONG WITH LAUNCHER SYSTEMS ADAPTED ON BMP-2/2K**

1. Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K should be configurable to be integrated on a BMP 2/2K, without impacting the performance of any system/sub-system.
2. **Service Life.** Service / operational life of the Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K should at least be **15 years**. The shelf life of ATGM should be at least 15 years without any repair intervention and extendable to 25 years.
3. **Type.** A Fire & Forget ATGM having capability of 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. **Dimensions.** The dimensions of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K i.e. length, width and height should meet operational and technical requirements as stipulated in this RFI.
  - (a) **Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K.** Should be able to fit on existing cradle of BMP-2/2K such that it does not impinge on the entry/ exit of crew/ stick or any other static / moving part, component or system on the BMP-2/2K.
  - (b) **ATGMs.** Not more than 125mm in calibre and 1.25m in length.
5. **Weight.** Gross weight of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K should be as given below:-
  - (a) **Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.** The weight should be such that the existing cradle should be able to withstand the load without impinging functioning of any other system/ sub system.
  - (b) **Fire & Forget ATGMs.** Not more than 25 kgs.
6. **Range.** The range of operation of the Fire & Forget ATGMs should be as given below:-
  - (a) **Maximum Range.** Not less than 5 km.
  - (b) **Minimum Range.** 200 m for Direct Fire & 1100 m for Top Attack Mode.
7. **Penetration.** Penetrate at least 650 mm Rolled Homogeneous Armour equivalent (RHAe) beyond in-service Explosive Reactive Armour (ERA).
8. **Launch.** Soft launch with smokeless propellant.
9. **Seeker.** Day and Night Dual mode seeker to enable engagement of hot and cold targets in various visibility conditions with facility of 'auto seeker lock on target'.

10. **Man in Loop.** Capable to fire and update i.e. refine the impact point at terminal stage / switch targets mid-flight.
11. **Guidance System.** Wireless Guidance System.
12. **Warhead.** Inter-changeable anti-armour/ anti-personal warheads or multi-purpose anti-armour, blast-penetration & High Explosive warheads.
13. **Fuze.** Impact for anti-armour warhead and programmable air-burst fuze for High Explosive warhead.
14. **Rate of Fire.**
  - (a) **Simultaneous Launch.** Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K to be capable of simultaneously firing one ATGM each by gunner and commander to engage same/ different targets in their common field of view.
  - (b) **Successive Launch.** Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K should be capable to launch at least Two ATGMs within 30 seconds.
15. **Type of Fire.**
  - (a) **Lock On Before Launch (LOBL).** Fire & Forget ATGMs should have LOBL capability for gunner and commander to engage same/ different targets in their common field of view.
  - (b) **Lock On After Launch (LOAL).** Fire & Forget ATGMs should have LOAL capability for gunner and commander to engage same/ different targets in their common field of view wherein the ATGM should be able to unlock itself from a previously locked target and lock on to a new target during flight of ATGM.
16. **Number of Launchers & Stowage of ATGMs.** The quantity of launchers may be decided by vendor based on method planned for achieving 'Rate of Fire' mentioned at paragraph 14 above. Minimum Four ATGMs should be able to be stowed on BMP 2/2K. The crew should be able to quickly reload the on-board reserve missiles on the launchers from inside the BMP 2/2K either mechanically or manually without using any tools or equipment.
17. **Sighting System.** The Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K should be integrated to the in-service sighting system, which should be common for the Main Gun and PKT as well. Both commander & gunner should be able to acquire, track and engage ATGM from respective stations.
18. **Missile Control Unit.** The Control Unit including Gun Control Equipment (GCE) and Visual Display Unit (VDU) for acquiring targets, launch and tracking of ATGM should be common to that of the Main Gun and should be integrated with BMP 2/2K without impacting the ergonomics and functioning of any system/ sub-system by the crew.
19. **Transportability.** The BMP-2/2K after integrating the Fire & Forget ATGM Launcher Systems should be capable of being transported by tank transporters of the Indian Army, transport aircrafts of the Indian Air Force and broad-gauge railway military bogey.

20. **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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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/ sub-assemblies, 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.

21. **Quality Assurance.** Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K should be robust in construction & comply to following:-

(a) **QA Parameters.** JSS: 55555.

(b) **EMI/ EMC Parameters.** MIL STD-461E for EMI/ EMC parameters.

22. **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 for indoor & outdoor training of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.

(b) Sectionised working models and cut models of all major and minor assemblies.

(c) AR/ VR and Computer Based training packages for honing skills to operate, maintain and repair all system and sub-systems of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K.

(d) Operator manual, illustrated diagram, list of spares, list of special tools and SMTs, preservation instructions, TOTE and all other associated literature be provided.

(e) Any other suitable training aid as recommended by the vendor.

**Appendix 'B'**

(Refers to Para 12 (a) of Additional Directorate General of Mechanised Infantry Letter No A/36816/F&F ATGM Lr/GS/Mech-7 dated 31 May 2023)

**VENDOR RESPONSE FORM / QUESTIONNAIRE**

<b><u>Q No</u></b>	<b><u>Questionnaire</u></b>	<b><u>Response</u></b>
1.	Can you confirm that general provisions mentioned at Paragraph 11 of RFI are acceptable?	Yes / No
2.	Can you indigenously design, develop & manufacture Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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 <b>Buy (Indian-IDDM)</b> category of DAP-2020?	Yes / No
3.	In case Buy (Indian-IDDM) category is not possible, can you supply Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K as per technical parameters given in this RFI under <b>Buy (Indian)</b> 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 Fire & Forget ATGM Launcher Systems and ATGMs? 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 <b>desired procurement categorisation</b> for this Project <b>along with justification</b> ?	
7.	Can you commence supply of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K within 01 year of Contract @ at least 1750 Fire & Forget ATGMs along with 175 Launcher Systems adapted on BMP-2/2K per year (as stated in the RFI)?	Yes / No
8.	How much time in months is required to make available one prototype of Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K along with at least Ten ATGMs for Field Trials?	__ months
9.	What is your proposal to cater for product improvement and upgrades?	
10.	What will be your production capacity (numbers per year) and likely delivery schedule for approximate quantity 5000 Fire & Forget ATGMs alongwith quantity 500 Launcher Systems adapted on BMP2/2K from the date of signing contract?	(a) _ per year
11.	Does the company guarantee indigenous spare and maintenance support ( <b>MToT</b> ) till end of life of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K?	Yes / No
12.	Please provide <b>List &amp; Cost</b> of systems & components that are likely to have <b>Foreign Content</b> .	
13.	Please specify <b>Scope, Depth &amp; Range of ToT</b> for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K that will be available from Foreign OEM for:-	
	(a) Design/ Development (if applicable).	
	(b) Manufacture of systems, sub-systems, assemblies, components, materials etc.	

Q No	Questionnaire					Response
	(c) List of <b>Critical Technologies &amp; Military Materials</b> for which ToT is <u>not</u> likely to be provided by foreign partners with percentages in terms of components & cost. (d)					
14.	<b>Indigenous Military Material.</b> 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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K (refer Chapter II Paragraph 09 to 12 of DAP-2020) under following heads:-					
	<u>S</u> <u>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)		Communication/ Control Modules		Yes / No		
(d)		Optics/ Seeker		Yes / No		
(e)		Electronics		Yes / No		
(f)		Explosives & Propellants		Yes / No		
(g)		Fuzes & Penetrators		Yes / No		
(h)		Rubber Seals & Parts		Yes / No		
(j)		Plastic / Composite		Yes / No		
(k)		Any other System		Yes / No		
15.	<b>Indigenous Software.</b> Please provide details of systems, sub-systems & equipment which can use indigenous software for running applications in Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K :-					
	<u>S</u> <u>No</u>	<u>System</u>	<u>Sub-System</u>		<u>Applications which will use Indigenous Software</u>	<u>Reasons for Not Using Indigenous Software</u>
(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)		Any Other System			Yes / No	

<u>Q No</u>	<u>Questionnaire</u>	<u>Response</u>
16.	<b><u>Indigenisation Plan</u></b>	
	(a) Submit an year-on-year Indigenisation Plan for critical technologies identified for the Fire & Forget ATGMs alongwith Launcher Systems adapted on BMP-2/2K.	
	(b) Do you have industrial licenses for the production of ATGMs? If not, have you applied for the same and when (date) and by when it is likely to be granted?	
17.	Please provide <b>tentative Basic Cost in ₹</b> without any taxes and duties of following:-	<b>Cost in ₹</b>
	(a) One Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K less ATGM	
	(b) One Fire & Forget ATGM with HEAT war head (Tandem)	
	(c) Cost of CAMC for quantity 500 Fire & Forget ATGM Launcher System adapted on BMP-2/2K	
	(d) Cost of MRLS for quantity 500 Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K	
	(e) Cost of SMT for quantity 500 Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K	
	(f) Cost of STE for quantity 500 Fire & Forget ATGM Launcher Systems adapted on BMP-2/2K	
	(g) Cost of 01 x set of Training Simulators (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 Fire & Forget ATGM Launcher System on BMP-2/2K	
	(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 Fire & Forget ATGMs alongwith Launcher Systems adapted on BMP-2/2K offered/ proposed by you to be submitted as per questionnaire given in <b>Annexure I</b> to this Appendix.	

**Annexure I**

(refers to Para 19 of Appendix 'B')

**INFORMATION ON TECHNICAL CHARACTERISTICS OF PRODUCT OFFERED**

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

Question	Questionnaire based on RFI for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K	Response																																																																	
4.	<p><b>Type of Attack.</b> Provide details of Type of Attack that can be offered in your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K :-</p> <p>(a) Does your ATGM offer Top Attack capability?</p> <p>(b) Does your ATGM offer Direct Attack capability?</p> <p>(c) Provide details as per format given below for your Fire &amp; Forget ATGM:-</p> <table border="1" data-bbox="495 400 2103 932"> <thead> <tr> <th rowspan="2">S No</th> <th rowspan="2">Target Range (meters)</th> <th rowspan="2">Mode of Attack</th> <th rowspan="2">Maximum Deviation from Point of Lock on Static Target (CEP) (in mm)</th> <th rowspan="2">Maximum Deviation from Point of Lock on Moving Target (CEP) (in mm)</th> <th colspan="2">Maximum Speed to achieve 90% Accuracy</th> </tr> <tr> <th>Target Speed in Lateral Direction (kmph)</th> <th>BMP 2/2K Speed in Direction of Target (kmph)</th> </tr> </thead> <tbody> <tr><td>(i)</td><td>200</td><td>Direct</td><td></td><td></td><td></td><td></td></tr> <tr><td>(ii)</td><td>500</td><td>Direct</td><td></td><td></td><td></td><td></td></tr> <tr><td>(iii)</td><td>1500</td><td>Top</td><td></td><td></td><td></td><td></td></tr> <tr><td>(iv)</td><td>1500</td><td>Direct</td><td></td><td></td><td></td><td></td></tr> <tr><td>(v)</td><td>2500</td><td>Top</td><td></td><td></td><td></td><td></td></tr> <tr><td>(vi)</td><td>2500</td><td>Direct</td><td></td><td></td><td></td><td></td></tr> <tr><td>(vii)</td><td>4000</td><td>Top</td><td></td><td></td><td></td><td></td></tr> <tr><td>(viii)</td><td>4000</td><td>Direct</td><td></td><td></td><td></td><td></td></tr> </tbody> </table>	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)	BMP 2/2K Speed in Direction of Target (kmph)	(i)	200	Direct					(ii)	500	Direct					(iii)	1500	Top					(iv)	1500	Direct					(v)	2500	Top					(vi)	2500	Direct					(vii)	4000	Top					(viii)	4000	Direct					<p>Yes/ No</p> <p>Yes/ No</p>
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(vi)	2500	Direct																																																																	
(vii)	4000	Top																																																																	
(viii)	4000	Direct																																																																	
5.	<p><b>Dimensions.</b> Please mention the dimensions of your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K in the following format:-</p> <table border="1" data-bbox="423 1007 2112 1182"> <thead> <tr> <th data-bbox="423 1007 1001 1182">Name of Your Fire &amp; Forget ATGM Launcher</th> <th data-bbox="1001 1007 1339 1182">Length (mm)</th> <th data-bbox="1339 1007 1621 1182">Diameter (mm)</th> <th data-bbox="1621 1007 2112 1182">Weight (kg) [Adaptability of Launcher System on BMP-2/2K (On existing Cradle/ Elsewhere on the turret)]</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	Name of Your Fire & Forget ATGM Launcher	Length (mm)	Diameter (mm)	Weight (kg) [Adaptability of Launcher System on BMP-2/2K (On existing Cradle/ Elsewhere on the turret)]																																																														
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6.	<p><b>Weight.</b> Provide details of weight of your Fire &amp; Forget Launchers &amp; ATGMs:-</p> <p>(a) Indicate approx weight of one Fire &amp; Forget ATGM Launcher mounted on a BMP 2/2K</p> <p>(b) Indicate approx weight of one Fire &amp; Forget ATGM Launcher in packed condition</p> <p>(c) Indicate approx weight of one ATGM with launch tube in ready to fire condition mounted on a BMP 2/2K</p> <p>(d) Indicate approx weight of one ATGM with launch tube in packed condition</p>	<p>___ kgs</p> <p>___ kgs</p> <p>___ kgs</p> <p>___ kgs</p>																																																																	

<b>Question</b>	<b>Questionnaire based on RFI for Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K</b>	<b>Response</b>
7.	<p><b>Range.</b> Provide details of range of your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K :-</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>
8.	<p><b>Penetration.</b> Provide details of penetration of your Fire &amp; Forget ATGM on ERA:-</p> <p>(a) Will you be able to provide penetration of 650mm against RHAe beyond ERA?</p> <p>(b) What is the maximum penetration against RHAe after defeating ERA that can be provided?</p>	<p>__ mm</p>
9.	<p><b>Launch.</b> Provide details of launch of your Fire &amp; Forget ATGM:-</p> <p>(a) Indicate whether your ATGM will be soft launched with smokeless propellants?</p> <p>(b) If Not then give details of type of launch for your ATGMs?</p>	<p>Yes/ No</p>
10.	<p><b>Seeker.</b> Provide details of seeker of your Fire &amp; Forget 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 inside BMP 2/2K 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>Yes / No</p> <p>Yes/No</p> <p>__ seconds</p> <p>Yes / No</p>
11.	<p><b>Guidance System.</b> Provide details of man in Loop System of your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K :-</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 Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K ATGMs?</p>	<p>Yes/No</p>
12.	<p><b>Warhead &amp; Fuzes.</b> Provide details of warhead and fuzes used in your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K :-</p> <p>(a) What will be the types of Fuzes used in your ATGMs?</p> <p>(b) Can same ATGM perform anti-tank &amp; anti-personnel/ anti-bunker role?</p> <p>(c) Can different types/ changeable war heads be provided for as sought in technical parameters?</p> <p>(d) Can fuze with selectable/ variable detonation be provided on same ATGM?</p> <p>(e) Does your ATGM has Self Destruct Mode? If yes give details</p>	<p>Yes / No</p> <p>Give details</p>

<b>Question</b>	<b>Questionnaire based on RFI for Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K</b>	<b>Response</b>
13.	<p><b>Rate of Fire.</b> Provide details of rate of fire of your Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K:-</p> <p>(a) <b>Simultaneous Launch.</b> Can commander &amp; gunner <b>simultaneously</b> acquire &amp; engage ATGM on two different targets in same field of view from respective stations.</p> <p>(i) Can Rate of Fire as given in paragraph 14(a) of Appendix 'A' of RFI be achieved for <b>successive ATGMs</b>?</p> <p>(ii) In how much time can the second ATGM be fired on same/ different target in common field of view</p> <p>(b) <b>Successive Launch.</b> Can commander &amp; gunners <b>successively</b> acquire &amp; engage ATGM on two targets in same field of view from respective stations.</p> <p>(i) Can Rate of Fire as given in paragraph 14(b) of Appendix 'A' of RFI be achieved for <b>successive ATGMs</b></p> <p>(ii) If no, then state Rate of Fire that can be achieved for <b>successive ATGMs</b> by your ATGM system</p>	<p>Yes / No</p> <p>Yes/ No</p> <p>Yes/ No</p> <p>__ seconds</p> <p>Yes/ No</p> <p>Yes / No</p>
14.	<p><b>Type of Fire.</b> Provide details of type of fire of your Fire &amp; Forget ATGMs under the following heads:-</p> <p>(a) <b>Lock On Before Launch (LOBL).</b> Details of type of locking</p> <p>(b) <b>Lock On After Launch (LOAL).</b> 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>(e) After launch of ATGM, can turret be traversed for engaging targets with Main Gun &amp; MG?</p>	<p>Yes/No</p> <p>___mtrs</p> <p>Yes / No</p>
15.	<p><b>Number of Launchers and Stowage.</b> Provide details of Stowage of Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K:-</p> <p>(a) How many launcher system adapted on BMP-2/2K with ready to fire ATGMs will you provide to achieve rate of fire as specified at Para 14 of RFI?</p> <p>(b) How many ATGMs can be stowed inside BMP 2/2K without impacting functioning of any system/ sub system?</p> <p>(c) Will any mechanical means be provided for loading of stowed ATGM on launchers from inside?</p> <p>(e) Will the dimension and weight of ATGM allow loading of ATGM on Launcher from inside by the Gunner or Commander?</p> <p>(f) Will the reserve ATGMs be able to be stored in the already available space of Missile Stowage inside the BMP-2/2K?</p>	<p>__ quantity</p> <p>__ quantity</p> <p>Yes / No</p> <p>Yes / No</p>

<b>Question</b>	<b>Questionnaire based on RFI for Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K</b>	<b>Response</b>
	(g) How much space will be left for crew and stick (in mm) if Fire & Forget ATGMs are stowed inside BMP 2/2K? (h) How and where will stowage for Spares Parts, Tools and Accessories (SPTA) be located? (i) Are there any specific storage conditions associated with your products? Please provide details of the same.	
16.	<b>Sighting System.</b> Provide details of Sighting System required for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K:- (a) Can Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K be integrated with existing sights of BMP 2/2K & launch ATGM without impacting any systems/ sub-systems of BMP 2/2K (b) Will the sighting system continue to allow engagement of 30mm Cannon and 7.62mm PKT?	Yes / No
17.	<b>Missile Control Unit.</b> Provide details of Missile Control Unit required for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K (a) Can existing Sight, Gun Control Equipment & Visual Display Unit of Main Gun be used for sighting, acquiring & locking of target for ATGM. (b) Can Missile Control Unit be integrated with BMP 2/2K.	Yes / No Yes / No
18.	<b>Transportability.</b> Provide details of Transportability requirement for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K	
19.	<b>Miscellaneous Technical Specifications.</b> Provide details of following that can be offered in your Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K:- (a) <b>Sub-systems &amp; Assemblies.</b> (i) Which systems & sub-systems would be modular with easy accessibility to ensure quick replacement of faulty modules/sub assemblies (ii) Can all instructions/ markings inside Fire & Forget Launchers & ATGMs, manuals and literature be provided in English & Hindi language? (b) <b>Entry/Exit for Crew and Stick.</b> (i) Will installation of Fire & Forget ATGM Launcher and ATGMs affect entry and exit of crew and sticks in BMP 2/2K or impact the performance of any system/ sub-system? (ii) Will stowage of Fire & Forget ATGM Launcher and ATGMs affect entry and exit of crew and sticks in BMP 2/2K or impact the performance of any system/ sub-system? (c) <b>Ammunition Loading.</b>	Yes / Noe Yes / No Yes / No

Question	Questionnaire based on RFI for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K	Response
	(i) At which location inside BMP 2/2K will ready to fire and reserve Fire & Forget ATGM be stored	
	(ii) What system is being provided for loading/unloading of ATGMs from launcher?	
	(d) <b>Paint.</b>	
	(i) Can Fire & Forget 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) <b>Reliability.</b> What will be the Maximum Mean Time Between Failures of under mentioned systems:-	
	(i) Fire & Forget ATGM Launcher	__ hrs
	(ii) Communication and Control Systems	__ rounds
	(iii) Electrical Assemblies / sub assemblies (in hrs)	__ hrs
	(iv) Day / TI sights (in hrs)	__ hrs
	(v) VDUs	__ hrs
	(f) <b>Maintainability.</b>	
	(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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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

Question	Questionnaire based on RFI for Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K	Response
	(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) <b>Engineering Support Package.</b> Will the engineering support package be provided exclusively by you or are you likely to source them through sub vendors?	
	(xi) <b>Warranty.</b> What is the period and kind of warranty/ Guarantee which you will provide on Fire and Forget ATGMs along with Launcher Systems adapted on BMP-2/2K?	Details of warranty system/ sub system wise
	(xii) <b>Comprehensive AMC.</b> Are you willing to undertake Comprehensive Annual Maintenance Contract (CAMC) for the complete Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K? If yes, what is the per year indicative cost in terms of percentage of cost of per unit Fire and Forget ATGM Launcher and ATGMs	Yes / No _ %
	(xiii) <b>Product Support.</b> What is the period for which you will commit product support for sustenance of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K 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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K	Response
	(ac) Are you willing to provide upgrades for the software (as applicable)?	
	(g) <b>Built in Test Equipment (BITE).</b>	
	(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) <b>Quality Assurance (QA).</b>	
	(i) Can you provide Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K as per QA standards mentioned in RFI	Yes / No
	(ii) Mention systems & sub-systems which <b>cannot</b> 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) <b>Training &amp; Training Aids.</b>	
	(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
20.	<b>Additional Questions</b>	
	(a) <b>Trials/Prototype.</b>	
	(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.	

Question	<b>Questionnaire based on RFI for Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K</b>			Response
	(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) <b>Upgrades.</b> Will it be possible to provide upgrades for life extension beyond stated service life of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K? If yes then, upgrades can be offered for which technologies (if available)			Yes / No
	(c) <b>Oils &amp; Lubricants.</b> 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 Fire & Forget ATGM Launcher and ATGMs			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 Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K			Yes / No
	(d) <b>Software.</b>			
	(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) <b>Evaluation by Simulations &amp; Certifications.</b> List out various parameters of Fire & Forget ATGMs along with Launcher Systems adapted on BMP-2/2K that can be evaluated through simulation/certification so as to enable incorporation of this aspect in the SQRs.			
	<b>S No</b>	<b>RFI Parameters</b>	<b>Evaluation by Simulation</b>	<b>Evaluation by Certification</b>

<u>Question</u>	<u>Questionnaire based on RFI for Fire &amp; Forget ATGMs along with Launcher Systems adapted on BMP-2/2K</u>	<u>Response</u>
	<b>(f) <u>Safety Arrangements.</u></b>	
	(i) What are safety measures provided in the equipment?	
	(ii) What are the warning arrangements incorporated to ensure safe operation?	
	<b>(g) <u>Vendor Selection Criteria.</u></b>	
	(i) Is the Applicant Entity an Indian Company as defined under the Companies Act 2013?	
	(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.	
	(iii) Is the Applicant Entity a Manufacturing Entity or System Integrator or a Trading Company?	
	(iv) Specify the turnover and net worth of Company in the last three (03) years.	
	(v) Is the Company under insolvency resolution as per Indian Bankruptcy Code?	
	(vi) What is the Credit Rating of the Company equivalent to CRISIL rating?	
	(vii) Does the Company qualify under Start Up or MSME Category?	
	<b>(h) <u>Miscellaneous.</u></b> What support would be required to assist integration of ATGM with BMP-2/2K in terms of availability of equipment, time, field firing range etc?	
	(j) Any other suitable Recommendations/ Information/ additional capability as deemed fit by the vendor	Details

**Appendix 'C'**

(Refers to Para 12(b) of Additional Directorate General of Mechanised Infantry Letter No A/36816/F&F ATGM Lr/GS/Mech-7 dated 31 May 2023)

**VENDOR INFORMATION PROFORMA: FIRE & FORGET ATGMS ALONG WITH LAUNCHER SYSTEMS ADAPTED ON BMP-2/2K ATGMS**

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).
- \_\_\_\_\_

3. **Contact Details.**

Postal Address: \_\_\_\_\_

\_\_\_\_\_

City : \_\_\_\_\_ State : \_\_\_\_\_

Pin Code : \_\_\_\_\_ Tele : \_\_\_\_\_

Fax : \_\_\_\_\_ URL/Website : \_\_\_\_\_

E-mail address : \_\_\_\_\_ Contact Number: \_\_\_\_\_

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

Name & Address : \_\_\_\_\_

\_\_\_\_\_

Pin Code \_\_\_\_\_ Tele : \_\_\_\_\_

Fax \_\_\_\_\_

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

6. **Certification by Quality Assurance Organization.**

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

7. **Details of Registration.**

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

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

Name of Organisation	Membership Number

9. **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):

(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: \_\_\_\_\_

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

11. Any other relevant information: \_\_\_\_\_

12. **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'**

(Refer to Para 15 of of Additional Directorate General of Mechanised Infantry Letter No A/36816/F&F ATGM Lr/GS/Mech-7 dated 31 May 2023))

**GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/PRE-QUALIFICATION**

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/2006-D(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 31<sup>st</sup> March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDDM) 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 31<sup>st</sup> March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDDM) 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 31<sup>st</sup> 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 3 of 2014 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.

(d) 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.**

(e) 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).

(f) Any vendor furnishing false information will be liable for action under Para 93 of Chapter II of DAP 2020.

(g) 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 (E) 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(c)(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.