

**REQUEST FOR INFORMATION FOR PROCUREMENT OF INTELLIGENCE,  
SURVEILLANCE, TARGETING AND RECONNAISSANCE (ISTAR) SYSTEMS  
ALONG WITH ASSOCIATED GROUND SEGMENT**

Dear Sir / Madam,

1. The Ministry of Defence, Government of India, intends to procure **Qty-03 Intelligence, Surveillance, Targeting and Reconnaissance (ISTAR) Systems along with associated ground segment** from registered Indian vendors.
2. This Request for Information (RFI) consists of three parts as indicated below:-
  - (a) **Part-I.** The first part of the RFI incorporates operational characteristics and features that should be met by the equipment. Few important technical parameters of the proposed equipment are also mentioned.
  - (b) **Part-II.** The second part of the RFI states the methodology of seeking response of vendors. Submission of incomplete response format will render the vendor liable for rejection.
  - (c) **Part-III.** Guidelines for Framing Criteria for Vendor Selection / Pre-Qualification in Buy (Indian-IDDM) and Buy (Indian).

**PART-I**

3. **Intended Use of Equipment (Operational Requirements).** The main purpose of the ISTAR is to provide accurate actionable intelligence acquired through Synthetic Aperture Radar (SAR) and Electro Optical / Infra Red (EO/IR) sensors and disseminate through SATCOM, Wideband Line of Sight (LoS) and Operational Data links (ODL) links. The mission cycle starts with the insertion of prioritized intelligence request to the mission planning workstation and ends with an intelligence report from the mission commander who responds to the request in real time after onboard analysis.
4. **Quantity Required and Anticipated Delivery Timelines.** Qty-03 ISTAR Systems along with all payload & associated ground segment. The ISTAR systems consisting of the aircrafts, payloads onboard and the associated ground segment. The envisaged procurement timelines from issuance of RFP to signing of contract would be as per Appendix L to Chapter 2 of DAP 2020. The ISTAR systems along with the associated ground segment will be delivered as per agreed timelines. It is expected that the three ISTAR aircraft systems will be delivered within 60 months after signing of contract.

5. **Important Technical Parameters.** Technical Parameters of ISTAR Systems along with associated ground segment are placed as **Appendix A.**

6. Vendor should also submit following information along with Technical Parameters:

(a) Vendor to clearly submit the procurement category proposed by him as per Chapter 2 of the DAP 2020 along with tentative Indian Content (IC) percentage.

(b) Vendors to submit option of providing emerging modern technologies which will meet the intended purpose of the ISTAR and enhance its employability. Vendors may utilise this opportunity to recommend various inputs to determine the capabilities proposed in terms of Essential Parameters-‘A’, Essential Parameters-‘B’ and Enhanced Performance Parameters in line with Para 14 of Chapter II of DAP 2020 as amended from time to time for formulation of the Staff Qualitative Requirements.

(c) Vendor to confirm availability of indigenous source including design. In case, indigenous source not available then provide details of agreement and / or collaboration with firms with regard to design, integration and commissioning of ISTAR systems along with associated sub systems to be indicated in the response. Level of indigenisation for design, integration and manufacture along with a plan to achieve highest indigenisation progressively shall be submitted by vendors.

(d) Details of the product support for the life cycle of ISTAR aircraft, ISTAR systems and associated ground segment are to be submitted. Suitable inputs for evolving maintenance philosophy and training requirements need to be stated.

(e) **Cost.** The vendors are to indicate rough estimate of cost for Qty 3 ISTAR aircraft system along with associated ground segment (**Two Fixed and four transportable Ground Exploitation System (GES)**). ISTAR aircraft system means modified aircraft housing all the required payloads. The detailed breakup of the costs for following heads / sub heads is to be provided:-

(i) Unit and total cost of the ISTAR aircraft system along with associated ground segment.

(ii) Engineering Support Package comprising spares, tools and testers for 2 years.

(iii) Technical Literature.

- (iv) Training for aircrew, platforms technicians, mission crew and mission systems technicians and related aids.
- (v) On-site Warranty Services (Two year warranty).
- (vi) Post warranty Maintenance Services for aircraft, ISTAR systems and associated ground segment.
- (vii) Any other costs.

7. Vendors should confirm that 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 last date of submission of offers. The technical offers would be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.
- (b) After the technical evaluation stage, a Contract Negotiations Committee would decide the Lowest Cost Bidder (L1) and conclude the appropriate contract.
- (c) 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.
- (d) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DAP 2020.
- (e) **Integrity Pact.** An integrity pact is a mandatory requirement in the instant case (**Refer Annexure I to Appendix O of Schedule I to Chapter II of DAP 2020**).
- (f) **Performance-cum-Warranty Bond.** Performance-cum-Warranty Bond both equal to 3% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract.

## **PART-II**

8. **Procedure for Response.**

- (a) Vendors must fill the form of response as given in **Appendix A, B and C to this RFI**. Apart from filling details about company, details about the exact product

meeting other generic technical specifications should also be carefully filled. Additional literature on the product can also be attached with the form.

- (b) The filled form should be dispatched at under mentioned address

**Air Cmde C<sup>4</sup>ISR**  
**Room No. 419**  
**Air Headquarters (VayuBhawan)**  
**Rafi Marg, New Delhi-110106, India**  
**Fax: +91-11-23014514**  
**Email: general418@nic.in**

**ADG Acq Tech (Air)**  
**Room No - 469**  
**Air HQ (VB)**  
**Rafi Marg, New Delhi - 110106**  
**Tel:- 011-23012068**  
**Fax:-011-23013754**  
**Email:awingair-mod@nic.in**

- (c) Last date of acceptance of filled form is **16 May 2024**. The vendors shortlisted for issue of RFP would be intimated.

9. The Government of India invites responses to this request **only from Indian vendors / Indian Original Equipment Manufacturers (OEM)**. The end user of the Equipment is the Indian Air Force. Non conformity / no response to any query in the RFI would in no way debar Indian vendors / Indian Original Equipment Manufacturers (OEM) from issue of RFP.

10. This information 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 the provisions of DAP 2020.

### **PART III**

11. The guidelines prescribed for short-listing / pre-qualification of Indian vendors are given in Annexure IV to Appendix A Chapter II of DAP 2020. The extract is placed at Appendix D.

**Appendix A**

(Refers to Para 5 of Part- I of RFP)

**OPERATIONAL REQUIREMENTS: INTELLIGENCE, SURVEILLANCE, TARGETING  
AND RECONNAISSANCE (ISTAR) SYSTEMS ALONG WITH ASSOCIATED  
GROUND SEGMENT**

**GENERIC TECHNICAL PARAMETERS ISTAR SYSTEM**

<b>SI No</b>	<b>Preferable Parameters</b>	<b>Vendor to Specify</b>
1.	Configuration and Aircraft	<ul style="list-style-type: none"> <li>- If already customized, then vendor to provide detailed technical specifications of the platform on which the system is based.</li> <li>- If not, then provide the information on the capability to modify, integrate and certify any such aircraft with the payloads, workstations and other associated equipment.</li> <li>- Option of providing pre-owned aircraft may be indicated.</li> </ul>
2.	Payloads	<ul style="list-style-type: none"> <li>- Vendor to provide technical information (specify type of payloads and other details).</li> <li>- Vendor also need to specify the time required to integrate all the payloads on the aircraft.</li> <li>- Vendor to mention whether proposed payload is indigenously designed and manufactured if so</li> </ul>

### GENERIC TECHNICAL PARAMETERS ISTAR SYSTEM

SI No	Preferable Parameters		Vendor to Specify
		<p>(b) <b><u>EO/IR (multispectral LOROP) capability.</u></b></p> <p>(i) Range should be 150 km or more.</p> <p>(ii) EO resolution: IFOV 4.6 <math>\mu</math> rad or better.</p> <p>(iii) IR resolution: IFOV 23 <math>\mu</math> rad or better.</p>	details thereof and if not, details thereof.
3.	Operators' Workstation	<ul style="list-style-type: none"> <li>- Should have at least six operators' workstation onboard with the facility to be configured either as operators' console or mission commander's console.</li> <li>- Should have facility for health monitoring and analysis of the payloads.</li> <li>- Should have onboard image processing and exploitation features such as automatic target recognition, target identification, change detection, targeting requirement.</li> </ul>	<ul style="list-style-type: none"> <li>- Vendor to provide technical details of mission analysis tools.</li> </ul>
4.	EW Suite	<ul style="list-style-type: none"> <li>- Radar Warning Receiver (RWR), Missile Approach Warning System (MAWS) and Counter Measure Dispensing System (CMDS)</li> </ul>	<ul style="list-style-type: none"> <li>- Vendor to provide complete technical information if already fitted or the ability to integrate the payloads.</li> <li>- Vendor to also specified the availability to integrate user specified system.</li> </ul>
5.	Data Link and Ground Exploitation System (GES)	<ul style="list-style-type: none"> <li>- Ground Exploitation Station (GES) and Data Link systems should be capable of handling all payloads.</li> <li>- GES should have the facility to integrate with other user defined network.</li> <li>- GES should have the capability to communicate with airborne ISTAR.</li> <li>- GES should have a</li> </ul>	<ul style="list-style-type: none"> <li>- Vendor to provide complete technical details and also the ability to integrate user specified system.</li> <li>- Data rates for LOS and BLOS.</li> </ul>

**GENERIC TECHNICAL PARAMETERS ISTAR SYSTEM**

SI No	Preferable Parameters	Vendor to Specify
	<p>server for high speed data transfer and should have large capacity storage devices.</p> <ul style="list-style-type: none"> <li>- The operators' workstations should be similar to workstations on-board ISTAR and should have the same functionality.</li> <li>- GES should have adequate storage facility to store the mission recorded data.</li> <li>- GES should have the capability to integrate with the existing IACCS network.</li> <li>- Data link should have sufficient bandwidth to transfer data, in real time, between ISTAR and GES.</li> <li>- Data Link is to have both LOS and beyond LOS (C-band and SATCOM) capability.</li> <li>- Data link should be secure with sufficient bandwidth.</li> </ul>	
6.	Mission Planning Station	<ul style="list-style-type: none"> <li>- Vendor to provide complete technical details.</li> </ul>
7.	Training Station	<ul style="list-style-type: none"> <li>- Vendor to provide complete details.</li> </ul>
8.	Simulator	<ul style="list-style-type: none"> <li>- Vendor to provide details.</li> </ul>

**GENERIC TECHNICAL PARAMETERS ISTAR SYSTEM**

SI No	Preferable Parameters		Vendor to Specify
		simulated emitters and targets.	
9.	Certification	- Proven safety record of the aircraft systems. - Airworthiness certification of the modified aircraft.	- Vendor to provide details.
10.	Maintenance	- Capabilities to carry out comprehensive maintenance, repair, obsolescence and life cycle management of the equipment/ platform / system along with associated test setups/ equipment required during the design, development & service life of the systems of 20 years.	- Vendor to provide the complete details
11.	Technical Infrastructure		- Vendor to provide information on the facilities required for establishing operational and maintenance infrastructure.
12.	EMI/EMC	Conformity to Industry standards	- Vendor to provide details.
13.	Additional Information required	Proposed Procurement Category	- Vendor to provide details.
		Tentative IC %	- Vendor to provide details.
		Foreign dependency details	- Vendor to provide details.
		In case of foreign collaboration, along with scope, depth & range of ToT, details of formal acceptance by foreign partners government that any license required to transfer the technology will be granted in case selected.	- Vendor to provide details.
Any other relevant information may also be specified.			



**Appendix B**

(Refers to Para 8(a) of  
Part-II of RFI)

**REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE**  
**REQUEST FOR INFORMATION FOR ISTAR**

1. The Indian Air Force is planning to procure **ISTAR systems integrated in the aircraft along with associated ground segment**. With the view to identify probable vendors who can undertake the said project, OEMs / Authorised Vendors are requested to forward information on the product which they can offer. The broad operational requirements and technical parameters of **ISTAR aircraft systems along with associated sub systems** are attached as per Appendix A. In addition, the vendors are required to furnish details as per Proforma at Appendix C.
2. Apart from the information as per the Appendices the vendors may also forward technical details / product brochures / literature etc. pertaining to **ISTAR aircraft systems along with associated ground segment**.
3. The required information / details may please be forwarded at the following address by **16 May 2024**:-

**Air Cmde C<sup>4</sup>ISR**  
**Room No. 421**  
**Air Headquarters (VayuBhawan)**  
**Rafi Marg, New Delhi-110106, India**  
**Fax: +91-11-23014514**  
**Email: general418@nic.in**

**ADG Acq Tech (Air)**  
**Room No - 469**  
**Air HQ (VB)**  
**Rafi Marg, New Delhi - 110106**  
**Tel:- 011-23012068**  
**Fax:-011-23013754**  
**Email:awingair-mod@nic.in**

**Appendix C**(Refers to Para 8(a) of  
Part-II of RFI)**VENDOR INFORMATION PROFORMA**1. **Name of the Vendor/Company/Firm.**

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

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

Original Equipment Manufacturer(OEM)

Yes/No

Authorised Vendor of foreign Firm

Yes/No(attach details, if yes)

Others (give specific details)

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3. **Contact Details.****Postal Address:**

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

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

PinCode:\_\_\_\_\_

Tele:\_\_\_\_\_

Fax:\_\_\_\_\_

URL/WebSite:\_\_\_\_\_

Email:\_\_\_\_\_

4. **Local Branch/Liaison Office/Agent (ifany).**

Name &amp; Address:\_\_\_\_\_

Pincode:\_\_\_\_\_Tel:\_\_\_\_\_Fax:\_\_\_\_\_

Email:\_\_\_\_\_

5. **Financial Details.**

- (a) Category of Industry (Large/medium/small Scale): \_\_\_\_\_
- (b) Annual turnover for last three years: \_\_\_\_\_ (in INR)
- (c) Number of employees in firm: \_\_\_\_\_
- (d) Details of manufacturing infrastructure: \_\_\_\_\_
- (e) Earlier contracts with Indian Ministry of Defence/Government agencies:

Contract Number	Equipment	Quantity	Cost

6. **Certification by Quality Assurance Organisation.**

Name of Agency	Certification	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/CII or other Industrial Associations.**

**Name of Organisation**

**Membership Number**

9. **Equipment/Product Profile (to be submitted for each product separately)**

- (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. **Undertaking.** It is certified that the Company/SME Unit has adequate capability in India for production/manufacturing /system integration for the product(s) being procured or for similar products as well as the capability for maintenance and life cycle support for such product(s).

13. **Declaration.**

(a) It is certified that the above information is true and any changes will be intimated within 05 working days of occurrence.

(b) The \_\_\_\_\_(name of firm) has been never been banned/debarred for doing business dealing with MoD/GOI/ any other Government Organisation and that there is no inquiry going on by CBI/ED/ any other Government agency against the firm.

**Note:** *Paragraph 44 and Appendix F to Chapter II may be referred.*

**(Authorised Signatory)**

**Appendix D**

(Refers to Para 11 of Part-III  
of RFI)

**GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/  
PRE QUALIFICATION IN 'BUY (INDIAN-IDDMM)' & 'BUY (INDIAN)' CASES**

1. The guidelines prescribed for short-listing / pre-qualification of Indian vendors in Buy (Indian-IDDMM) and Buy (Indian) cases are enumerated in the succeeding paragraphs. Paragraph 2 deals with the parameters that may be considered for short-listing of vendors, whereas Paragraph 3 amplifies the process for applying selected parameters to the process of Vendor Shortlisting.

2. **Parameters**

<b><u>Parameter</u></b>	<b><u>Information Required</u></b>
<b>(a) <u>General Parameters</u></b>	
(i) Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.	Vendors to confirm.
(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 willful defaulter.	Vendors to confirm.
(iii) "Entities" will include companies, with whom the Ministry of Defence has entered into, or Intends to enter into, or could enter into contract 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).	Vendors to specify whether they are a company, a subsidiary, an associate company, a consortium or a JV. Details to be provided.
<b>(b) <u>Technical Parameters</u></b>	
(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.	Vendors to confirm whether they are a manufacturing entity or a system integrator of defence equipment.

<u>Parameter</u>	<u>Information Required</u>
<p>(ii) Minimum two years' experience in broad areas like manufacturing/ electronics etc as applicable in the instant procurement case.</p> <p>If not, then cumulative experience of at least three years in above areas, results 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 RFP)</p>	Vendors to specify the areas and period of experience for similar products.
(iii) Where product involves integration, previous experience of not less than one year/ one project in integration of systems/ equipment shall be required.	Vendors to provide details.
(iv) <u>Turnkey Projects</u> . Experience of successful completion of one Turnkey project of similar nature within last five years with value of at least 20% of AoN cost or currently executing a contract of similar nature with value of at least 30% of the AoN cost. In case of no experience in Turnkey projects, the vendor for main component of the Turnkey project may be selected if it has experience as per paragraph 2 (b) (ii) above and experience of installation or integration of similar equipment/system or system of systems.	Vendors to provide details, if any, on experience in successful completion of any Turnkey project in last five years. The value of such project may also be provided.
<p>(v) <u>ICT Cases</u>.</p> <p>(aa) Certification to be included if linked to scope of work – Gartner Quadrant / ISO9001 / CMMi3 or more (specifying development / service / acquisition models) / ISO 27001. For Information Security and large value projects preferably CMMi5 may be specified.</p> <p>(ab) Compliance with IEEE / ITU standards depending upon nature/type of project or solution required.</p>	Vendors to provide information on certification, if any, like Gartner Quadrant/ ISO9001/ CMMi/ ISO27001 and compliance to standards such as IEEE, ITU, if any.
<b>(c) <u>Financial Parameters</u></b>	
(i) <u>Average Annual Turnover</u> . 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).	Vendors to provide average annual turnover for last three financial years, ending 31 <sup>st</sup> March 2022.

<u>Parameter</u>	<u>Information Required</u>
(ii) <b><u>Net Worth</u></b> . 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). For orders above ₹ 5000 crores, the Net-worth of group companies can be considered on production of suitable documentary assurance.	Vendors to provide Net worth as on 31 <sup>st</sup> March 2022.  In case of Group of companies, the Net worth of group companies may also be provided.
(iii) <b><u>Insolvency</u></b> . 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.	Vendors to confirm they are not under insolvency resolution as per Indian Bankruptcy Code.
(iv) <b><u>Credit Rating (Desirable Financial Parameter)</u></b> . Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as <b>CCR-BBB or better</b> , and <b>SME-04 or better for SMEs</b> issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31 <sup>st</sup> March of the previous financial year. <b>Note1:</b> All the above Financial Parameters, except Paragraph 2(c)(iii) above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is ₹150 crores and below. However, Net worth of entities should not be <b>negative</b> . <b>Note 2:</b> The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crores so as to keep the estimated cost of procurement confidential).	Vendors to provide credit rating, if any, as on 31 Mar 2022.  (Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale <b>or</b> credit rating for SMEs issued by credit rating agencies recognized by SEBI).
(d) <b><u>Other Parameters</u></b>	
(i) <b><u>Industrial License (IL)</u></b> . Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).	Vendors to specify whether they are holding a valid Defence Industrial License. If so, details may be provided. If not, then vendors to confirm their willingness to apply for IL before issue of RFP .  (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).
(ii) <b><u>Registration</u></b> . Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.	Vendors to provide information on registration.



### 3. **Stipulations for Applying Parameters.**

(a) Areas like manufacturing/ electronics etc. referred to at Paragraph 2(b)(ii) should be defined in each case of procurement.

(b) 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 Paragraph 2(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).

(c) Any vendor furnishing false information will be liable for action as per existing guidelines.

4. **Start Ups/ MSMEs.** Startups 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 ₹100 crores/ year based on delivery schedule at the time of seeking AoN or ₹ 150 crores, 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 Paragraph 2(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).