

**REQUEST FOR INFORMATION FOR PROCUREMENT OF
LONG RANGE SATELLITE NAVIGATION SYSTEM GUIDED MISSILE
(LRSGM)**

Dear Sir/Madam,

1. The Ministry of Defence, Government of India, intends to procure approximately Quantity 250 Long Range Satellite navigation system Guided Missile (LRSGM) 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), Buy (Indian) and Buy & Make (Indian) Cases.

PART-I

3. **Intended Use of Equipment (Operational Requirements).** For farther targets, it is imperative to avoid enemy Air Defence and still maintain high probability of hitting the targets. This can be achieved by use of weapons with long ranges while ensuring minimal losses. Therefore a long range stand off weapon is an operational requirement to improve targeting deep set targets. The LRSGM is envisaged to be a Long range precise air to ground supersonic weapon which can enhance the standoff ranges of aircraft. The supersonic all weather day/night stand-off weapon is to be equipped with multipurpose warhead configuration suitable for various types of targets, including command and control centers, air bases, logistics centers, bunkers, munitions' storage and other key infrastructure facilities. The LRSGM are intended to be installed on fighter aircraft of Indian Air Force using standard suspension system.

4. **Quantity Required and Anticipated Delivery timelines.** Qty 250 Long Range Satellite navigation system Guided Missile (LRSGM). The anticipated delivery timelines for the First-off-Production-Model should not be later than 24 months from the date of award of contract. All the deliveries should be completed by not later than 48 months from date of award of contract.

5. **Important Technical Parameters.** Broad Operational Requirements and Technical Parameters of the LRSGM are placed as **Appendix A**. Feasibility to manufacture the LRSGM meeting the specifications indicated at Appendix A is to be submitted by the vendors.

(a) Vendors to submit option of providing upcoming technologies which will meet the intended purpose of the LRSGM 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.

(b) Agreement and / or collaboration with firms with regard to design, integration and manufacture of LRSGM and its sub-assemblies to be indicated in the response. Scope, depth, range and cost of the ToT for design, manufacture and maintenance also needs to be commented by the vendors. Level of indigenisation for design, integration and manufacture along with a plan to achieve highest indigenization progressively shall be submitted by Vendors.

(c) Details of the Design Authority, approach to airworthiness certification and quality assurance at design stage and production stages need to be stated by the vendors. Conformance / Certifications of the LRSGM and its sub-assemblies to widely accepted Indian / International Industry Standards shall be mentioned by the vendors.

(d) Details of the product support for the life cycle of LRSGM 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 of LRSGM and associated equipment. Taxes and duties are to be quoted separately. The detailed breakup of the costs for following heads is to be provided:-

- (i) Unit cost of the LRSGM.
- (ii) Recommended MRLS for Qty 250 LRSGM.
- (iii) Unit cost of Special Maintenance Tools and Special Test Equipment.
- (iv) Operator's Manual and Technical Literature.
- (v) Training Aids.
- (vi) Training.
- (vii) Annual Maintenance Contract.
- (viii) Any other costs.

(f) Price variation Clause will be applicable as per Annexure VIII to Appendix M of DAP 2020 and its amendments thereof.

(g) Vendors may consider this RFI as advance information to obtain requisite Government clearances.

6. 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) The equipment of all TEC cleared vendors would be put through a trial evaluation in India on a 'No-Cost-No-Commitment' basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.

(c) Amongst the vendors cleared by Staff Evaluation, a Contract Negotiations Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.

(d) 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.

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

(f) **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**).

(g) **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

7. **Procedure for Response.**

(a) Vendors must fill the form of response as given in **Appendix 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

Additional Director General Acquisition Technical (Air)
Acquisition Wing (Air), Ministry of Defence
Government of India, Room No 469
Air HQ, Vayu Bhavan, Rafi Marg
New Delhi-110 106

Tele: 011-23012068
Fax : 011-23012068/23013754
E-mail: awingair-mod@nic.in

- (c) Last date of acceptance of filled form is **20 June 2022**. The vendors short listed for issue of RFP would be intimated.

8. 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 Armed Forces (name of user service).

9. This Request For 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.

PART III

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

Appendix A
(Refers to Para 5 Pt I)

OPERATIONAL REQUIREMENTS

LONG RANGE SATELLITE NAVIGATION SYSTEM GUIDED MISSILE

| | Parameter | Details |
|-----|---------------------------|--|
| 1. | Compatibility | Fighter aircraft in the inventory of IAF and aircraft and aircraft carrier based present and future fighter aircraft of Indian Navy for drop from the cleared bomb racks for carriage of LRSGM on all feasible stations of the aircraft. |
| 2. | Max Range | Min 220 km. Specify further conditions of release. |
| 3. | Weight of Kit | Actual weight of the missile is to be indicated. The missile weight should not exceed the weight limits of weapon station / pylon rack on which it is to be suspended. |
| 4. | Accuracy | Specify (in meters) |
| 5. | Carriage Envelop | Specify carriage envelope for varying altitude, speed, g-loads. Maximum and minimum limits for these parameters to also be |
| 6. | Release Limits | Specify release envelope for varying altitude, speed, g-loads. Maximum and minimum limits for these parameters to be specified. |
| 7. | Guidance | Information on satellite based or / and seeker based guidance during various modes and different phases of flight to be specified. Specify compatibility with RS codes(short and long) for IRNSS (NavIC), M-codes for GPS and similar military codes for other GNSS. |
| 8. | Trajectory shaping | Details of the capability of trajectory shaping for vertical and horizontal penetration on targets are to be specified. |
| 9. | Maximum Speed | Supersonic/Hypersonic |
| 10. | Impact angle | Missile should be capable of impact angle more than 70 deg. |
| 11. | Warhead | Should have both penetration and fragmentation warhead. Weight of the warhead, lethality/penetration capability and impact velocity to be indicated. |
| 12. | Type of Fuze | Various type of fuzing to be indicated |
| 13. | Integration on aircraft | Specify requirements of the integration, if any. Minimum integration effort is desirable |
| 14. | Suspension / Form Fit | To be compatible to the existing pylon of the identified aircraft for carrying the missile. The missile should not interfere with the aircraft structural members / other weapon stores on the adjacent weapon stations. |
| 15. | TTGE / GSE | All tools / testers for Assembly / Preventive Maintenance of missile along with GHE / GSE to be supplied. |
| 16. | Reliability | Details of MTBF of equipment and MTTR of LRUs is to be specified. |
| 17. | EMI / EMC / IM compliance | Compliant to relevant military standards on EMI/EMC/IM. |

| | Parameter | Details |
|-----|-----------------------------------|--|
| 18. | Shelf Life | Calendar life of missile and associated equipment to be specified. Specify the storage conditions, if any to achieve the stated life under the nominal conditions of Indian sub-continent and also tropical marine environment with high ambient temperature, high humidity and saline content. |
| 19. | Operational Life | Specify number of landings (normal and arrested) and / or number of hours for flight carriage of the missile. |
| 20. | Environmental conditions | The missile and associated equipment should be able to operate without any degradation in performance within the environmental conditions as per relevant Mil Std. Compatibility to various weather conditions (Hot/cold/humid/dusty etc) and also tropical marine environment with high ambient temperature, high humidity and saline content to be specified for the operations. |
| 21. | Warranty | Warranty details to be provided. |
| 22. | Training | Training to ensure availability of adequate in house expertise for all levels of maintenance/repair. |
| 23. | Maintainability | The periodic maintenance is required to be specified. Details of BITE facilities should be provided to monitor the health of the system up to Line Replaceable Unit (LRU). Broad requirement of O/I/D level facilities to be specified. |
| 24. | Engineering Support Package (ESP) | Adequate ESP (Engineering Support Package) and life time support to be provided. Details of following to be provided: (a) Technical literature (b) Illustrated Pare Parts List (ISPL) (c) List of special test eqpt/test jigs (d) Manufacturer's Recommended List of Spares (MRLS) |
| 25. | Test Equipment | Details including cost of all test equipment, tools and test jigs required to undertake repairs i.e. 'Operator', Intermediate and Depot level is to be provided. |
| 26. | Obsolescence | Obsolescence management aspects of the system may be specified. |
| 27. | Publications | Details of all operational and maintenance related documents/publications and manuals to be provided. |
| 28. | Infrastructure Requirement | Provision of suitable operational environment including infrastructure with required temperature/relative humidity conditions, captive power supply (DG Sets and UPS) and earthing requirements etc to be specified for storage. |

| | Parameter | Details |
|-----|------------------|---|
| 29. | Cost | <p>Rough Order of Magnitude (ROM) cost to be provided for following equipment and associated systems.</p> <ul style="list-style-type: none">(a) Missile(b) Pylon and launcher(c) Training/dummy missile(d) O/I level testers(e) MRLS(f) GSE/GHE(g) SMTs/STEs(h) Special technical infrastructure for storage/testing requirements(j) Integration(k) Warranty |

Appendix A Cont'd

REQUEST FOR INFORMATION: QUESTIONNAIRE

| <u>Ser No</u> | <u>Questionnaire</u> |
|----------------------|---|
| | <u>Operational Characteristics</u> |
| 1. | What will be weight of the LRGSM. Provide breakdown of the weight upto main assemblies. |
| 2. | What is the accuracy at the impact point? |
| 3. | What is the terminal velocity and the impact angle range? |
| 4. | What is launch range of the LRGSM? |
| 5. | What is launch altitude of the LRGSM? |
| 6. | What will be suspension system of the LRGSM? |
| 7. | What will be spacing between two lugs if lug suspension is used? |
| 8. | What will be storage and shelf life of the LRGSM and its major sub-assemblies? |
| 9. | Specify the operational life of the LRGSM in terms of the landings, flying hours or calendar hours? |
| 10. | What is mission planning capability available in the LRGSM? |
| 11. | Does the trajectory shaping in vertical or azimuth planes feasible with the mission planning? If so, what are the limitations? |
| 12. | Is battle damage assessment and battle damage indication with / without cooperative target is feasible? If yes, then how is to being achieved? |
| | <u>Product Support And Maintenance</u> |
| 13. | What is proposed methodology for O, I and D level repairs and maintenance? (Depth of maintenance, Periodicity of maintenance, special tools and testers required, consumables required, manpower and duration of activities) |
| 14. | What is preferred mode of maintenance - ESP, CAMC, AMC, RRC? |
| 15. | List major spares recommended for O and I level maintenance |
| | <u>Delivery Schedule</u> |
| 16. | What are the proposed delivery timelines for supply of the required quantities? |
| 17. | What is the annual production capacity and capability to increase the production capacity to meet the delivery schedule requirements stated at Part I of RFI. |
| | <u>Acquisition Categorisation</u> |
| 18. | Is LRGSM are already in use in Indian Armed forces? If yes, please provide details. |
| 19. | Please provide details of the key technologies that are readily available to produce the LRGSM and associated equipment, if it is not already in use in Indian Armed Forces. |

| Ser No | Questionnaire |
|---------------|--|
| 20. | Has the LRGSM and associated equipment have been produced by Indian industry? If yes, please provide details. If no, please proceed to Question No 24 below. |
| 21. | Is the LRGSM and associated equipment indigenously designed and developed? If yes, please provide details. If No, please proceed to Question No 24. |
| 22. | Can the LRGSM and associated equipment with the stipulated indigenous content be delivered, firstly for trials and secondly for operational use as per indicated time schedule and in requisite numbers. |
| 23. | Please provide details of Indigenous Content (IC) (in percentage of the cost) of the LRGSM and associated equipment in accordance with chapter I of DAP 2020. |
| 24. | Has the LRGSM and associated equipment have been produced / planned for production based on the transfer of technology from a foreign partner /OEM? If yes please provide details. |
| 25. | Can the LRGSM and associated equipment with the stipulated indigenous content be delivered, for operational use as per indicated time schedule and in requisite numbers in a graded manner for indigenous manufacture. |
| 26. | What are the critical / key technologies envisaged for transfer from the OEM? Please specify range, depth and scope such ToT (if applicable). |
| 27. | What acquisition categorisation of LRGSM in accordance with Para 8 to 12 of Chapter I of DAP 2020 is being proposed? |
| | <u>Indigenous Raw Material (Military Material)</u> |
| 28. | What are major input material (in terms of cost) for manufacturing of LRGSM and associated equipment? |
| 29. | Are major input materials LRGSM and associated equipment are available in India? Please provide the details of known sources with material designation, standard/code and grade, and test standards. |
| 30. | Please provide likely plan for sourcing the material(s). |
| 31. | What are the likely cost of material (s) if sourced from Indian Vendors as compared to their import cost. |
| 32. | Please provide willingness to setup dedicated manufacturing line, including design, integration and manufacturing processes in India (if applicable). |
| | <u>Miscellaneous</u> |
| 33. | Please provide acceptability to the terms of payment as per DAP 2020. |
| 34. | Please provide an undertaking that in the past you or your firm have never been banned/debarred from doing business dealing with MoD/Gol/ or any other Govt of India organization. |
| 35. | Provide Information with respect to restrictions related to export in its country from where LRGSM and associated equipment are planned to be imported and how long will it take to get clearance. |

Appendix B
(Refers to Para 7 Pt I)

REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE

Request for Information for LRSGM

1. The Indian Air Force is planning to procure **Long Range Satellite navigation system Guided Missile**. 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 **Long Range Satellite navigation system Guided Missile** 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 **Long Range Satellite navigation system Guided Missile and its associated equipment**.
3. The required information/ details may please be forwarded at the following address by **20 June 2022:-**

Office of ACAS (Plans)
Room No. 429
Air Headquarters (Vayu Bhawan)
Rafi Marg,
New Delhi – 110 106

Telefax: 011-23011882

Appendix C
(Refers to Para 7 Pt I)

VENDOR INFORMATION PROFORMA

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

(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)

3. **Contact Details.**

Postal Address:

City: _____ State: _____

Pin Code: _____ Tele: _____

Fax: _____ URL/Web Site: _____

Email: _____

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

Name & Address: _____

Pin code: _____ Tel: _____ Fax: _____

Email: _____

5. **Financial Details.**

Category of Industry (Large/Medium/Small Scale): _____

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. **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 may be referred.

**(Authorised
Signatory)**

Appendix D
(Refers to Para 10 of Part II)

**GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/
PREQUALIFICATION IN 'BUY (INDIAN-IDDM)' 'BUY (INDIAN)' AND 'BUY &
MAKE (INDIAN)' CASES**

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. **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 Short listing.

2. **Parameters.**

(a) **General Parameters.**

(i) Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.

(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 two years' experience in broad areas like manufacturing/ electronics/ explosives etc. as applicable in the instant procurement case.

(iii) 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 the RFP).

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

(v) Turnkey Projects. 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.

(vi) **ICT Cases.**

(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.

(ab) Compliance with IEEE / ITU standards depending upon nature/type of project or solution required.

(c) **Financial Parameters.**

(i) **Average Annual 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-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 31st 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. For orders above ₹ 5000 crores, the Networth of group companies can be considered on production of suitable documentary assurance.

(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)**. Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as **CCR-BBB or better**, and **SME-04 or better for SMEs** issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

Note 1: 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 **negative**.

Note 2: 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).

(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).

(ii) **Registration**. Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.

3. **Stipulations for Applying Parameters.**

(a) **Areas like manufacturing/ electronics/ explosives etc.** referred to at Paragraph 2(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 fulfillment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfillment 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 fulfillment 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 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).

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

(g) Based on these generic parameters, more specific criteria should be evolved by the SHQ with regard to Technical and Financial parameters {Paras 2(b) and 2(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.

5. **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).

6. 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.
