

**REQUEST FOR INFORMATION  
EXPENDABLE AERIAL TARGETS (NEXT GENERATION)**

1. The Ministry of Defence, Government of India, intends to induct Expendable Aerial Target (Next Generation) {EAT (NG)} that imitate high speed Anti-Ship Missiles to train crew of warships in Anti-Missile Defence (AMD) at sea. Further, these targets will also be utilised for testing, tuning and evaluation of sensors to maintain accuracy of weapons. The MoD, Gol, intends to utilise EAT (NG) for exploiting at sea from *IN* ships.

2. This Request for Information (RFI) for EAT (NG) consists of three parts as indicated below:-

2.1. **Part I.** The first part of the RFI incorporates operational characteristics and features that should be met by the equipment. Important technical parameters of the proposed System are also mentioned.

2.2. **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.

2.3. **Part III.** This part lays down the guidelines for framing Criteria for Vendor Selection/ Pre-Qualification in Buy - Indian (IDDM) and Buy (Indian) cases.

**PART - I: OPERATIONAL AND TECHNICAL REQUIREMENTS**

3. **Introduction.** EAT (NG) shall be capable of being assembled onboard ship, with all sub systems at an appropriate location. EAT (NG) shall also comprise of Miss Distance Indicator (MDI) for weapon system evaluation. EAT (NG) shall be utilised for the following roles:-

3.1. To establish and check the performance and accuracy of weapon systems.

3.2. To maintain sensor and weapon systems in a high operational state.



3.3. To exercise Command, Weapon Direction and Control teams, in addition to weapon crew under near realistic firing conditions.

#### 4. Operational Parameters.

4.1. **Maximum Speed.** The maximum speed of EAT (NG) shall be  $\geq 300$  m/s at low level.

4.2. **Endurance.** EAT (NG) shall have  $\geq 60$  minutes economical endurance.

4.3. **Minimum Altitude.** The minimum altitude for operation shall be  $\leq 5$  m.

4.4. **Maximum Altitude.** The maximum altitude for operation shall be  $\geq 8000$  m.

4.5. **Rate of Climb.** EAT (NG) shall have rate of climb  $\geq 20$  m/s at sea level in clean configuration.

4.6. **Maneuverability.** EAT (NG) shall have  $\geq 2.0$  'g' sustained turn in clean configuration.

#### 5. Command & Control. EAT (NG) shall have following features:-

5.1. Radio controlled upto 100 km or more distance from the target control station subject to radio horizon.

5.2. To facilitate the target presentation, air-to-ground telemetry shall provide appropriate ground displays through integrated display and control consoles.

5.3. The flight control system of EAT (NG), in conjunction with ground control system shall be able to operate and present EAT (NG) in 'altitude hold' and 'heading hold' modes.

5.4. The EAT (NG) shall be capable of being operated in autonomous flight modes based on pre-programmed flight path data including mid-course height and speed alteration.



- 5.5. In case of data link failure, the EAT (NG) shall be recoverable as per user programme.
6. **Towed Target System.** No tow body is required.
7. **RCS.** The EAT (NG) shall have a low RCS. Additionally, provision shall be made for Radar Augmentation using Transponder/ Lunenberg lens/ Corner Reflectors.
8. **Target Augmentation.** Provision shall be made for visual augmentation through smoke emission. EAT (NG) colour shall be orange for it to be easily identified visually.
9. **Acoustic Miss Distance Indicator (AMDI).** The EAT (NG) shall have provision for an AMDI for indication of miss distance of projectiles of calibres from 20 mm up to 130 mm and Surface to Air Missiles. AMDI shall have a detection radius of at least 10 m with a high degree of accuracy.
10. **Mission Planning.** A suitable PC based mission planning package shall be provided along with the equipment. The software should be such that it can be loaded in the existing PC of the Ground Control Station (GCS). There shall be no requirement for additional PC just for mission planning. Once the planning is over, the flight plan/ profile shall be suitable depicted in the trajectory display console to the GCS. The controller for execution of the mission shall use the same. The GCS shall be able to simultaneously control minimum of six targets. A stand by GCS is to be provide for redundancy.
11. **Launch Mechanism.** The launch of EAT (NG) shall be Rocket Assisted Takeoff (RATO) or launcher based.
12. **Launch Conditions.** The EAT (NG) shall be capable of the following:-
- 12.1. Being launched from ship or ground.
- 12.2. Being held on the launch frame in the assembled condition up to sea state '3' condition.
- 12.3. Being launched up to the following conditions (sea/ land recovery versions):-
- 12.3.1. 30 knots head wind.



- 12.3.2. 15 knots side wind.
- 12.3.3. Sea State-2.
- 12.3.4. Temperature between -20<sup>0</sup> to 45<sup>0</sup>C.
- 12.3.5. Altitude upto 4500m from AMSL.

13. **EMI/ EMC.** EAT (NG) shall be designed to cater to the EMI/ EMC requirements of the radio frequency environment of the launch ship, range equipment, communication systems and weapon systems in use.

14. **Retrieval.** EAT (NG) be capable of floating in sea water for reasonable time for it to be located and retrieved in case of ditching. Hoisting and towing provisions shall also be available for retrieval by boat/ ship/ helicopter.

15. **Additional Parameters.**

Ser	Parameter	Specifications
1.	Visual augmentation system	(i) Orange smoke flares (ii) Not less than 08 in nos
2.	Infra-Red augmentation system	(i) Orange IR flares (ii) Not less than 16 in nos
3.	Colour of recovery parachute	Orange

16. **Maintenance.** The EAT (NG) shall be designed for simple field inspection, checking and maintenance. The details of maintenance and ergonomics are as follows:-

16.1. First line maintenance shall be possible with minimal general tools. Other specialist equipment required for operation, maintenance and testing shall be developed. Compressed air and power supplies shall be tapped from the ship/ installations.

16.2. The EAT (NG) shall be so designed that they are capable of being stored in the field but in covered (non air-conditioned) environment. The modules shall be ruggedised and capable of being transported in a 3 tonner/ truck.

16.3. The GCS is to be a portable unit for ship borne use, in suitable racks for mounting, capable of operating in non air-conditioned



environment. All spares and test equipment shall be provided with suitable containers for transportation. All the equipment shall be fully marinised (splash-proof, vibration/ shock proof, humidity control measures within the equipment and non-skidding). All the ground support facilities required for maintenance of the aerial target system shall be provided as packages with aerial target. The GCS shall be provided with UPS to enable full load operation for a duration at least 30 minutes, in case of power failure.

16.4. The EAT (NG) shall be capable of being operated with Jet A1 (ATFK-50) or JP-5 fuels. A portable refueling rig shall be developed to refuel the tank from stores drums/ shipboard dispensers.

16.5. Adequate safety shall be incorporated in aerial target for safety of all explosive pyrotechnics device etc., which are used in the aerial target. It's shelf life shall be not less than three years.

#### 17. Military Specifications.

Ser	Parameter	Specification
1.	Environmental testing	MIL STD 810 G/H if sourced from overseas and JSS 55555: 2020 (Rev-4) for indigenously manufactured/ sourced, in accordance with the location of equipment onboard ship.
2.	Environmental Stress Screening (ESS) Test	As per DQA (N) guidelines promulgated vide DQAN/SG/1001/ESS dated 30 May 22 for Indigenous manufactured items and MIL Hand book 344 or MIL STD 2164A for imported items.
3.	EMI/ EMC	MIL STD 461 F/G or latest
4.	Type Test	As per DQA (N) policy DQAN/SG/1001/Type Test dated 18 Jan 22 or latest.
5.	Imported items	As per DQA (N) policy 66301/Policy/DQA(N)/SG dated 14 Nov 17 or latest.
6.	Configuration Baseline Document (CBD	CBD to be submitted as per the guidelines promulgated by NHQ/ DWE vide letter no WM/2807 dated 26 Sep 07.



18. **Digital Flight Control Processor.** EAT (NG) shall be provided with a Digital Flight Control System with Built in Test (BIT) modes and autonomous flight mode.
19. **Automated Test Equipment (ATE).** EAT (NG) shall have Built in Testing (BITE) modes along with ATE, leading to reduced time preparation and pre-flight clearance.
20. **Mission Simulator.** A realistic PC based simulator shall be provided along with EAT (NG). It shall be possible for the controller to fly the entire mission planned on the simulator.
21. **Post Flight Analysis.** The GCS shall have capability to store, playback and analyse flight data. It shall be possible to playback the entire mission executed, which can be used for post flight analysis and debriefs.
22. **Ground Support Equipment.** All ground support equipment including spares and test equipment shall be provided with suitable containers for transportation.
23. **Software Maintainability.** Software maintainability and configuration controlled backups for Mission Simulators and Mission Planning to be provided.
24. **Training.** Training shall be given to operators, controllers and maintainers to plan and execute the missions.
25. **Documentation.** Documentation will follow JSS-0251-01 specifications and to include electronic version. The following manuals/ documents are to be provided:-
  - 25.1. Operating Instructions/ User Hand Book.
  - 25.2. Technical/ Maintenance manual with procedure for alignment and transmission checks of GCS.
  - 25.3. Illustrated list of various components.
  - 25.4. Catalogue of spares.
26. **Packaging and Transportation.** The modules shall be capable of being stored in weatherproof packages. These packages shall be opened as and



when required before assembling the modules. The packages shall be transportable by road/ rail/ air/ ship.

27. Vendors should confirm that following conditions are acceptable:-

27.1. The solicitation of offers will be as per 'Single Stage -Two Bid System'. It would imply that '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.

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

27.3. 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 NHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.

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

27.5. 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.

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

27.7. **Integrity Pact.** An Integrity pact along with appropriate Earnest Money Deposit (EMD) is a mandatory requirement in the instant case in accordance with provisions of Annexure I to Appendix O of Schedule I Chapter II of DAP-20.

27.8. **Performance-cum-Warranty Bonds.** Performance-cum-Warranty Bond both equal to 5% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract. Confirmation of submission of PWBG at the rate as promulgated by MoD at the time of tender submission is to be provided.



**27.9. Warranty.** The equipment shall be covered by warranty for replacement by the vendor for a period of **minimum two years**.

**27.10. Delivery Period.** The equipment to be delivered within 12 months from the effective date of the contract.

**27.11. Spares.** List of MRLS required for supporting the equipment must be provided with cost. Quotations for spares should have a minimum validity of 18 months. Adequacy and continued availability of spares must be ensured prior to placement of orders for procurement of equipment.

**27.12. Training.** The vendor shall be responsible for the training of operators and maintainers. Details of training schedule for operators and maintainers are to be indicated accordingly. The vendor must provide computer aided instruction packages in CD, instruction notes and special training aids to enable subsequent in-house training being conducted for Operators and maintainers.

**27.13. Life Cycle Support.** Vendor would be bound to provide product support for time period specified in the RFP. This would include spares and maintenance tools/ jigs/ fixtures for field and component level repairs. The equipment is to be supported till the service life of the equipment. In the event of non-availability of the components/ sub-assemblies due to obsolescence, the sub-assemblies identical in the form, fit and function shall be provided. Overall life of the equipment should be at least 15 years from date of delivery to *IN*. Each set is to be provided with set of MRLS to ensure maintainability of the equipment for 5 years post expiry of warranty.

**27.14. Documentation.** Documentation for the equipment must be supplied as per the latest guidelines promulgated by Indian Navy meeting the requirements Reliability Action Plan. Technical and Operators manuals and other associated technical documents should include internal circuitry details that are required to undertake in-house repairs/ support by Indian Navy.

**27.15. Upgrading of System.** The vendor shall give an undertaking to make available all future upgrades to the system software and hardware. As for as possible, such upgrades should be possible with minimal change of system configuration.



**27.16. Relaxation.** Relaxation or review of any feature or parameters specified herein which could lead to major reduction in cost, complexity or development and production timeframe of the system shall be informed to the user for consideration.

**27.17. CMC.** CMC for hardware and software as part of life cycle management is to be provided by the OEM.

## **PART - II : METHODOLOGY OF SEEKING RESPONSE OF VENDORS**

### **28. Procedure for Response.**

28.1. Vendor must fill the form of response as given in **Annexure II to Appendix A to Chapter II of DAP - 20**. 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.

28.2. The filled form should be dispatched at under mentioned address:-

**Directorate of Staff Requirements**

Room No 206, D Block

Africa Avenue

Integrated Headquarters

Ministry of Defence (Navy)

New Delhi 110026

Fax: 011-26771320

Email ID: dsr.navy@nic.in

PoC - CDR (SR) - Gun, Contact details 011-26771553

**Planning Officer (Electronic System)**

**Dte Gen of Planning and Coordination, DDP**

Ministry of Defence

Room No 516, C Block, Defence Offices Complex

KG Marg, New Delhi - 110001

Email ID: poes-ddp-mod.nic.in

28.3. Last date of acceptance of filled form is **eight weeks** from the date of posting of this RFI on MoD website. The vendors short listed for issue of RFP would be intimated.



29. The Government of India invites responses to this request only from Original Equipment Manufacturers (OEM)/ Authorised Vendors/ Government Sponsored Export Agencies (applicable in the case of countries where domestic laws do not permit direct export by OEMs). The end user of the equipment is Indian Navy.

30. The 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: GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/  
PREQUALIFICATION IN 'BUY (INDIAN-IDDM)' AND 'BUY (INDIAN)'**

31. The guidelines prescribed for short-listing/pre-qualification of Indian vendors in Buy (Indian-IDDM) and Buy (Indian) cases are enumerated in the succeeding paragraphs. Paragraph 32 deals with the parameters that may be considered for short-listing of vendors, whereas Paragraph 33 amplifies the process for applying selected parameters to the process of vendor short listing.

**32. Parameters.**

**32.1. General Parameters.**

32.1.1. Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter 1 of DAP 2020.

32.1.2. 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 31013/1/2006-D (Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

32.1.3. "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.



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

## 32.2. Technical Parameters.

32.2.1. Vendor should be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in case where the OEM participates only through its authorized Vendors.

32.2.2. Minimum **two Years’** experience in **broad areas like manufacturing/ electronics etc as applicable in the instant procurement case.** If not, then cumulative experience of at **least three 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).

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

## 32.3. Financial Parameters.

32.3.1. **Average Annual 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-IDD) and Buy (Indian) project.

32.3.2. **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-IDD) and Buy (Indian) project.

32.3.3. **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.

32.3.4. **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 31<sup>st</sup> March of the previous financial year.

#### 32.4. Other Parameters.

32.4.1. **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).

32.4.2. **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.

32.4.3. **Maintenance, Repair & Overhaul.** Vendors should be capable of carrying out comprehensive Maintenance, Repair & Overhaul, calibration and obsolescence management of the equipment / platform / system indigenously, along with associated jigs, fixtures and test setups, during the designed service life of the equipment.

32.4.4. **Input / Output Protocols.** Vendors should be able to provide indigenously, the Input / Output Protocols of devices / Line Repair Units envisaged to be replaced by indigenous equivalents or interfaced with equipment of own choice.

#### 33. Stipulations for Applying Parameters.

33.1. Areas like manufacturing/electronics/explosive etc. Referred to at Paragraph 31 (b) (ii) should be defined in each case of procurement.

33.2. 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.



33.3. 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:-

33.3.1. 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.

33.3.2. 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.

33.3.3. 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.

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

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

33.4.1. The credentials of only those members of their related entities may counted, who have at least 26% equity stake in the Consortium.

33.4.2. Each Consortium should have a designated **Lead Member**.

33.4.3. For Technical Parameters, **any of the consortium members of their Group Companies** may meet the criteria.

33.4.4. 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.**

33.5 Vendors should provide all necessary self-authenticated document in support of their achievement of criteria. Such documentation should inter-alia include:-

33.5.1. Details of projects/supply orders successfully executed in the last two years.

33.5.2. Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.

33.5.3. Details of shareholders, promoters, associated, allied and JV companies.

33.5.4. 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.

33.5.5. A Certificate from CA/ CS indicating the financial parameters for the last three years as per Paragraph 2(c).

33.6. Any vendor furnishing false information will be liable for action as per existing guidelines.



**REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE****Request for Information for EAT (NG)**

1. The Ministry of Defence, Government of India, intends to induct EAT (NG) as expendable aerial target for weapon engagements and crew training. OEMs/ Authorised Vendors are requested to forward information on the product which they can offer. The parameters/ broad specifications of the item are mentioned in the questionnaire attached as per Annexure III to Appendix A. In addition the vendors are required to furnish details as per Proforma at Annexure II to Appendix A.
2. Apart from the information as per the Appendices the vendors may also forward technical details/ product brochures/ literature etc pertaining to the items in question.
3. The required information/ details may please be forwarded at the following address by eight weeks from the date of posting of this RFI on MoD website:-

**(a) User/ Procurement/ Planning Directorate.****Directorate of Staff Requirements**

Room No 206, D Block  
Africa Avenue  
Integrated Headquarters  
Ministry of Defence (Navy)  
New Delhi 110026  
Fax: 011-26771320  
Email ID: [dsr@navy.gov.in](mailto:dsr@navy.gov.in)

**(b) ADG Acquisition Technical.**

O/o Technical Manager (M & S)  
Room No 5, D-2 Wing  
Ground Floor, Sena Bhawan  
Rajaji Marg  
New Delhi 110011  
Tel: 011-23011540,  
Fax: 011-23017684



### 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)

3. Contact Details.

Postal Address.....

City: .....

State:-

Pin Code.....Tele.....

Fax.....URL/Web Site.....

Email.....

4. Local/ Branch/ Liaison Office/Agent (if any) at New Delhi.

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	Valid till (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)
- (b) Description (attach technical literature):.....
- (a) Whether OEM or Integrator:.....
- (b) Name and address of Foreign collaborator (if any):.....
- (c) Industrial Licence Number:.....
- (d) Indigenous component of the product (in percentage):.....
- (i) Overall IC (in percentage):
- (ii) IC for material/ components/ software manufactured in India (in percentage):
- (e) Status(in service/design& development stage):
- (f) Production capacity per annum:



(j) Countries/agencies where equipment supplied earlier (give details of quantity supplied):

.....

(k) Estimated price of the equipment.....

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

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

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

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.

(Authorised Signatory)



## REQUEST FOR INFORMATION: QUESTIONNAIRE

Ser	Specifications/ Parameters	Reply
1.	Do you comply with complete ORs (operational and technical requirements) mentioned in Part I of RFI? Please provide feature wise compliance?	
2.	Any new specifications/ features/ technology development not included in QRs and are being offered by the OEM?	
3.	Will you provide complete support for software and hardware issues?	
4.	Provisioning of EAT (NG) under Buy Indian (IDDM) (Indigenous Design & IC content >50 %) / Buy Indian categorisation (IC content >60%) <i>iaw</i> DAP 20?	
5.	Have you supplied EAT (NG) to Indian/ Foreign Armed Forces? Its performance and difference vis a vis QRs in Part I?	
6.	What is the maximum time that you would take to deliver EAT (NG) post contract?	
7.	What is the status of EAT (NG) Technology Readiness Level (TRL) with your firm?	
8.	How would you ensure that operational requirements projected in RFI are met in totality?	
9.	Does the system cater for easy de-bugging and follow the laid down industry standards? If yes, what standards are followed? Does the architecture of the system cater for easy re-loading of corrected embedded software / firmware by <i>IN</i> maintainer?	
10.	What is experience in integrating with associated systems <i>iaw</i> Part I of RFI?	
11.	What will be the likely RCS of EAT (NG)?	
12.	What will be the likely detection ranges of EAT (NG) on C/D/E/F/I/J and K band radars?	
13.	What all provisions will be available for Radar Augmentation?	
14.	What will be type of launch mechanism of EAT (NG)?	
15.	Give details of component configuration of equipment?	



Ser	Specifications/ Parameters	Reply
16.	Please provide details of area (foot print of launchers/ launch frame) required for undertaking launch of EAT (NG) onboard ship?	
17.	Does the Ground Control System has a high visibility display providing brightness and contrast control? Give details of display viewing angles and limitations, if any. Also list the details of parameters/features available for viewing on the front panel display.	
18.	What is the equipment readiness time from powering up till launch?	
19.	What is the specification of equipment to ensure protection from weather/ marine environment?	
20.	Details of COTs, MOTs and MIL STD component be provided	
21.	Utilisation of Indigenous Military Material and Indigenous Software, indicating plan for material sourcing <i>iaw</i> Para 11 and 13 of Ch II of DAP 20 be indicated.	
22.	Details regarding repairable LRUs/ Shop Replaceable Unit (SRUs)/ Modules/ Blocks which shall be repaired upto component level at the repair facility offered for the system indicating all critical and high population module.	
23.	Cost estimate including taxes and duties is to be provided.	
24.	Mode of FET (Physical trials/ documentation/ certification/simulation) and trial methodology as per parameters in QRs, including parameters for product evaluation is to be provided.	
25.	Vendor information and relevant documents <i>wrt</i> vendor being MSME and /or startup may be provided <i>iaw</i> Para 23, Chapter II of DAP 20.	
26.	Inputs on alternatives to meet the same/ better operational requirements is to be provided	
27.	Any dependency on Foreign OEM for critical component/ technology along with long term plan for indigenisation of such foreign components/ technology	
28.	Inputs on compliance and/or conformity to various industrial and military standards as applicable as per QRs, related to operations and safety be provided.	
29.	Undertaking is to be provided stating that "The vendors/ firms (name) have never been banned/ debarred from doing business dealing with MoD /Gol/or any other Govt organisation.	



Ser	Specifications/ Parameters	Reply
30.	Confirmation is to be provided wrt submission of PCIP, EMD and all BGs at the rate as promulgated by MoD at the time of tender submission.	
31.	How will the vendor enhance indigenisation and setup dedicated manufacturing line, including design, integration and manufacturing processes in India, in case of a joint venture with foreign OEM	
32.	What would be depth of ToT envisaged	

33. **After Sale Support.** The following details will be provided by the vendor:-

- (a) Repair methodology being proposed.
- (b) What kind of Engineering Support Package (ESP) and life time support can be provided alongwith financial implications?
- (c) How are similar kind of systems being maintained by the vendor?
- (d) Will the requisite spares, SMT/ STE be provide by the vendor for carrying out component level repairs?
- (e) What would be the training mechanism for operators and maintainers?
- (f) Proposal for CMC/ RRC with cost implications.

34. **Product Support and Upgradability.** The vendor shall indicate and give details of the information sought listed below:-

- (a) All major repairs and overhaul facilities for major assemblies and component level owned by the vendor India.
- (b) Base overhaul facilities and availability of infrastructure in India.
- (c) Management of repairs and spares post warranty.
- (d) Upgrade for software (as applicable).



(e) Upgradability of hardware for enhanced performance features or due to modifications required to obviate recurring defects.

(f) Vendor shall indicate conformity to submission of Manufacturers Recommended List of Spares (MRLS), Illustrated Spare Part List and Technical Manuals including for STEs.

(g) Vendor shall indicate compliance to Tangible Obsolescence Management Plan and plan for upward compatibility with latest modules.

(h) Vendor shall provide details of vendors/ sub-vendors and readiness/ lead time towards provisioning of spares.

### 35. **Manufacturing and Production Aspects.**

(a) Vendor shall provide details of all R&D and manufacturing infrastructure.

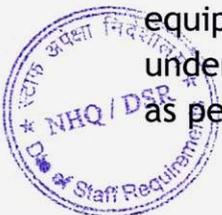
(b) **Indigenisation.** Vendor shall give out ability and willingness to supply the product to meet the requirements of **Buy (Indian-IDDm) and/ or Buy (Indian)** to meet the aim of indigenisation as per the provisions and spirit of DAP 2020.

(c) **Production Capacity.** Vendor will give out his current and planned annual production capacity and proposed delivery schedule of the equipment. The timeline required to deliver required quantity of the equipment for trials and post contract, time required to deliver the equipment. Vendor shall obtain necessary export/ import clearances in due time to ensure expeditious production

(d) Vendor should indicate willingness to participate in trials as per DAP 2020 in India on NCNC basis.

(e) Vendor should give details on use of indigenous military material and software indicating plan for sourcing material and cost implications vis-à-vis foreign sourcing of material.

36. **Test Standards.** Inputs on test standards adopted for similar equipment type be indicated. Equipment procured by Indian Navy has to undergo environmental test and other relevant checks by nominated DQA (N) as per Mil Std/ JSS 55555 requirements.



37. **Certification.** Parameters for which certifications can be made applicable and provided in lieu of trials evaluation. Details of parameters of the equipment which can be certified from NABL accredited labs will be indicated.

38. **Financial Aspects.** Vendor shall intimate the cost of 100 x EAT (NG) as mentioned in Part I of RFI, inclusive of taxes and duties. Details of cost should also include product support package, training, additional details as deemed appropriate. Additionally, vendor shall indicate acceptability to the terms of payment as per DAP-20.

39. **Compliance with Provisions of DAP 20.** Vendor should indicate compliance with all provisions of DAP-20. If not, which Para/ clause of DAP-20 not agreed with reasons be indicated.

40. Vendor should also indicate willingness for option clause as per DAP 2020.

41. **Training.** Vendor shall indicate ability and willingness to offer following: -

(a) Training aggregate for conduct of training like technical literature, slides, blow up diagrams, training work modules, brochures and Computer Based Training package.

(b) Vendor shall indicate the facilities available at Vendor's premises to conduct training. Vendor should also indicate training for user, maintainers, and QA personnel.

(c) Recommended training period for users, maintainers and QA personnel.

(d) Availability and cost of simulators if any.

(e) Availability of willingness of the vendor to provide hard and soft copies of the User Handbook, Design Specifications, Technical Manuals along with CBT for training.

42. If vendor is MSME and/ or Startup, relevant information and supporting documents are to be provided.

43. Vendors to specify the protocols/ security features being followed to maintain cyber security of the transmitter. Please indicate acceptability and



implementation of provisions with respect to security/ malicious codes as per DAP-20.

44. **Undertaking on Debarment.** Vendor should provide an undertaking that it was never banned/ debarred from doing business dealing with MoD/ GoI/ or any other Govt organization.

45. Indicate if same or similar system has been supplied to any other customer along with details of deviation in capabilities and cost, if any.

46. **Miscellaneous.**

(a) Extract of relevant technology perspective, and capability roadmap to be included.

(b) Any futuristic plans for modification and or modernization plans for the equipment being offered.

(c) Vendor may consider RFI as advance information to obtain requisite government clearances.

