

REQUEST FOR INFORMATION (RFI) FOR PROCUREMENT OF ARMoured VEHICLES

1. The Ministry of Defence, Government of India intends to procure approximate **Qty 50-60 Armoured Vehicles for IAF** along with its associated equipment from Indian vendors.
2. The Request for Information (RFI) consists of two 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. A 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.

Part I

3. **The Intended Use of Equipment.** The Armoured vehicles are intended to be used by IAF to meet their Operational requirements.
4. **Important Technical Parameters and Additional Inputs.** The equipment should meet the minimum requirement at Appendix 'A'. The vendor is to provide para-wise compliance for aspects brought out at Appendix A along with specific comments on non-compliance (if any). The vendor is to provide following additional inputs:-
 - (a) **Approximate Cost Estimate.** Indicative cost for Equipment for Armoured vehicles application should take into account all aspects of supply, Factory Acceptance Trials (FATs) and life cycle support. The indicative cost should also cater to Comprehensive Annual Maintenance Contract (CAMC). Other aspects (if any), may be mentioned specifically.
 - (b) Indian vendors shall mention capability to indigenously design and develop the Equipment.
 - (c) Vendors shall mention key technologies and materials required for manufacturing of the Equipment and the extent of their availability or accessibility in case they are not available in India.
 - (d) Vendors shall mention availability of the Equipment in the Indian market level of indigenization, delivery capability, maintenance support, life-time support etc.

(e) Vendors are to indicate whether they have supplied the same or similar equipment to any other customer. Additionally, vendors are to indicate whether similar equipment is in use in any other Armed Forces.

(f) Vendors are to indicate the manpower required to operate and maintain Equipment. Details of training required for such personnel (including time period for operators and maintainers) are also to be indicated.

(g) Vendors may consider RFI as advance information to obtain requisite Government clearances. Formal procurement procedure in accordance with DPP 16 is expected to commenced in end 2017/ early 2018.

(h) Vendors may suggest alternatives to meet the same objective as mentioned in this RFI.

(j) **Tentative Delivery Schedule.** The overall time frame of production, delivery with stage wise breakup of the entire project post conclusion of contract is required to be submitted. It is envisaged to operationalise the equipment within six months of signing of Contract.

(k) Vendors are to indicate willingness for Option Clause in accordance with DPP 2016 and indicate the duration for which the Option Clause would be valid.

(l) **Payment Terms.** Vendors are to indicate acceptability to the terms of payment as per Defence Procurement Procedure-2016.

(m) Transfer of Technology is not being sought. However, vendors are to indicate their capability to execute the project and provide product support including :-

(i) Technical support for maintenance of the equipment during its service life, including warranty. The service life of the facility should be at least 10 years.

(ii) Modalities for CAMC including spares, post warranty period.

(n) Vendors are to indicate the provision for upgradeability of equipment to avoid system obsolesce.

(o) Vendors are to indicate restrictions related to export in its country and time to obtain necessary clearance.

(p) Earliest date, by which Vendors / Original Equipment Manufacturers (OEM) are willing to give a presentation at Air Headquarters, New Delhi is to be intimated in response to this RFI.

Part II

5. Procedure for Response.

(a) Vendors must fill the form of response as given in Appendix B to Chapter II of DPP 2016. Apart from filling details about company, details about the exact product meeting the Generic Technical Specifications should also be carefully filled. Additional literature on the product may be attached. Vendors are to provide para-wise compliance in a tabular format to this RFI, along with reasons for non-compliance, if any to all aspects of this RFI.

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

Joint Director Ops (Garud)
Room no 558C
Air HQ (Vayu Bhawan)
Rafi Marg
New Delhi – 110106
Contact no: 011-23010231/7555(Extn)
Fax: 011-23015104
Email: rakshak.vayuyodha@gov.in

(c) The last date of acceptance of filled form is 08-06-2017. A presentation on the subject may also be sought in case it is felt that certain parameters mentioned in replies to this RFI need further clarification.

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

7. 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 GOI also reserves the right to withdraw it should it be so necessary at any stage. The acquisition process would be as per DPP 2016.

Annexure A
Refers to Para 4

OPERATIONAL REQUIREMENTS AND TECHNICAL
PARAMETERS: ARMOURED VEHICLE

SI No	PARAMETERS	DESCRIPTION	REMARKS
1		An armoured vehicle that can be transported by air, capable of all terrain operations (both cross country and urban terrain) by Special Forces and easy to handle with minimum maintenance.	
2	Operational Parameters	(a) Crew: Crew capacity min six (including driver) (b) Crew: Crew capacity min six (including driver) (c) Ground Clearance: Not less than 215mm when fully laden (d) Turning Radius: The kerb-to-kerb minimum turning radius not more than 8 metre (e) Payload: Not less than 550Kg (f) Heating, Ventilation and Air-conditioning (HVAC): Effective cooling / heating / ventilation inside the vehicle to ensure crew comfort in all atmospheric conditions (Catering to Indian conditions) (g) Operating Range: Not less than 350 Km on level highway (h) Steering: Right hand drive with power steering (j) Transmission: Automatic transmission with minimum four forward and one reverse gear with neutral. The transmission be either all time 4x4 or with provision to select 4x4 and 4x2 internally from the driver's cabin.	Vendor to specify Vendor to specify Vendor to specify Vendor to specify

SI No	PARAMETERS	DESCRIPTION	REMARKS
		<p>(k) Braking System:</p> <p>(i) Anti-lock Brake System (ABS) meeting CMVR norms.</p> <p>(ii) Parking brake incorporated with 'Parking Brake ON', warning. Parking brakes should hold a fully laden vehicle at a 30° gradient.</p> <p>(l) Suspension: Suitable suspension on all four wheels</p> <p>(m) Engine: The engine should have minimum life of 1,00,000 Kms and be able to operate up to 3300 mtr elevation</p> <p>(n) Max Speed: Not less than 100 kmph on level highway</p> <p>(o) Approach Angle and Departure Angle: Approach and departure angle of minimum 30° each</p> <p>(p) Firing ports:</p> <p>(a) Six firing ports to enable preventive fire from inside the vehicle (the location, shape and size of the port will be defined by the user)</p> <p>(b) Firing ports be equipped with a bullet proof glass (for protection against NIJ Level III) cover of minimum size 300mm (L) X 200mm (H), if rectangular, or minimum size 360mm (major diameter) X 240mm (minor diameter), if elliptical, which can be opened or closed only from inside.</p> <p>(q) Side Slope Capability: Not less than 15°</p>	

SI No	PARAMETERS	DESCRIPTION	REMARKS
		<p>(r) Gradability Fully Laden: Not less than 25°</p> <p>(s) Fordability: Not less than 300 mm without preparation</p>	
3	<u>Physical Characteristics</u>	<p>(a) Length (Bumper to Bumper): Not more than 5 mtr</p> <p>(b) Width (Wall to Wall): Not more than 2.25 mtr</p> <p>(c) Height: Not more than 2.25 mtr with gunner hatch closed down excluding weapon mount, spare wheel and antenna</p> <p>(d) Weight: Un-laden weight not more than 5000 Kg</p> <p>(e) Windscreen: Should be bullet proof for protection against NIJ Level III</p> <p>(f) Driver Door Window: The driver's door window equipped with bullet proof glass for protection against NIJ level III</p>	Vendor to specify all parameters
		<p>(g) Wheels: Five 'Run Flat' radial tubeless tyres with ability to ply minimum 5 km on level un-metalled roads on flat tyres with minimum speed of 25 kmph under maximum payload conditions.</p>	

SI No	PARAMETERS	DESCRIPTION	REMARKS
		<p>(h) Gunner's Hatch and Turret:</p> <p>(i) Turret: 360° traversing mount on the roof able to mount and fire a 5.56mm LMG at elevations of 60° or more and depression of 10° or more over a 360° arc</p> <p>(ii) Gunner's Hatch: Roof mounted with a minimum size of 0.6 m diameter equipped with foldable perimeter protection on all sides</p>	
		<p>(j) Hatch Door: Hatch door that can be closed and bolted from inside when not required with arrangements to secure it when opened to prevent inadvertent closing</p>	
		<p>(k) Seats: Auto folding seats with foldable foot rests not in contact with the floor of vehicle and suitable headrests. The driver and co-driver seats be equipped with bucket sliding seats and fore, aft, height and backrest angle adjustments</p>	
		<p>(l) Seat Belts: Adjustable seat belts with minimum four way anchorage with provision for single handed, single buckle quick release for the front seats.</p>	
		<p>(m) All Round Protection: Provide all round protection up to NIJ Level III</p>	
		<p>(n) Bottom Blast Protection: Be able to provide protection against two hand grenade 36 M blasts (put together) directly under the vehicle</p>	
		<p>(o) Windshield, Windows, Side and Rear Glasses: Provide protection against hits of five 7.62mm AK 47 fired from a distance of 30m at an angle of 90° + 5°</p>	

SI No	PARAMETERS	DESCRIPTION	REMARKS
		<p>(p) Emission Norms: As per the prevalent CMVR norms</p> <p>(q) Operating temperature: Equipped with a suitable cold start device and ability to operate at temperature -10° C to $+45^{\circ}$ C</p> <p>(r) Lighting Arrangements:</p> <p>(i) Front: Two each of Head Lights, Fog Lights, Turn Signal Indicators and Convoy Lights</p> <p>(ii) Rear: Two each of Tail lights, Brake Lights, Turn Signal Indicators, Reverse Lights, Stop Lights and Convoy Light.</p> <p>(iii) Body: Three lights inside the body- one in the front and two in the centre. In addition an extendable LED map reading light in the front near co-driver's seat and the rear.</p> <p>(iv) Plug Points: Inspection lamp plug points as per Indian Standards in the engine compartment and under the vehicle.</p>	

SI No	PARAMETERS	DESCRIPTION	REMARKS
4	<u>Misc features</u>	(a) Towing hooks at the front and rear along with tow bar or chain	
		(b) Minimum two fire extinguishers of one litre capacity each suitably mounted in the vehicle	
		(c) One Spare Wheel - The location of the spare wheel should not hinder observation / movement of troops.	
		(d) Vehicle tools and accessories.	
		(e) Radio set mounting for in- service Radio set with a provision for electric and Mobile Radio-Antenna connection	
		(f) Suitable Vehicle Information System as per the following details: (i) Parameter To be indicated through (aa) Vehicle Speed- Display system (bb) Odometer - Display system (cc) Trip meter - Display system (dd) Engine Temp - Display system or Warning Light and Audio Warning (ee) Hand Brake engaged - Display system or Warning Light and Audio Warning (ff) Door Ajar - Display system or Warning Light and Audio Warning	

SI No	PARAMETERS	DESCRIPTION	REMARKS
		<p>(g) Internally adjustable side view mirrors</p> <p>(h) Provision to vent gases produced during firing from inside the vehicle</p> <p>(i) Facility for carrying tool externally on the vehicle body</p> <p>(j) Facility for carrying two 20 ltr fuel tanks externally with tie down</p> <p>(k) Facility for snow chain for driving in snow</p>	
5	Environmental conditions	Operating conditions of the vehicle, spares and associated accessories in hot/cold/humid/ dusty/snow weather conditions	Vendor is to specify Operating conditions of the vehicle, spares and associated accessories in all kinds of weather conditions.
6	Air Transportability	Vendor is to specify the types of platforms by which the vehicle can be air transported	

SI No	PARAMETERS	DESCRIPTION	REMARKS
7	Maintenance	(a) Warranty : The warranty period should be two year or more	Vendor to specify the details of Warranty.
		(b) AMC :The Vendor should be able to provide comprehensive AMC for 3/5/10 yrs, in case required by the buyer.	Vendor to specify the details for AMC for 3/5/10 yrs after expiry of warranty.
		(c) Training : Training on Operator level and Maintenance training for repair and overhaul of the vehicle for 100 IAF personnel	Vendor to specify.
8	Cost	<p>Vendor to specify Rough Order of Magnitude cost to be provided for the following equipment and associated systems:-</p> <ul style="list-style-type: none"> (a) Armoured Vehicles - 50-60 (b) Accessories (c) Training (d) Product Support Package (e) Maintenance tools and test equipment (f) Publications (g) MRLS (h) Warranty (j) AMC cost (k) Any other relevant cost information 	

INFORMATION PROFORMA (INDIAN VENDORS)

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

(Company profile, in brief, to be attached. In the eventuality of the firm emerging as L1, Contract will be concluded in the name and address of the firm, as indicated here). Vendors are to undertake that any subsequent proposal for change in name of firm or address, will be intimated to Air HQ at the first available opportunity and supporting documents be furnished accordingly within five working days of their approval by the competent authority.

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. **Address/Contact Details:**

Postal Address:

City : _____ State: _____

Pin Code: _____ Tele: _____

Fax: _____ URL/Web Site: _____

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

Name & Address: _____

Pin code: _____ Tel: _____ Fax: _____

5. **Financial Details.**

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

(b) Annual turnover: _____ (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	Applicability from (date & year)	Valid till (Date & year)

7. **Details of Registration.**

Agency	Registration Number	Validity(date)	Equipment
DGS & D			
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 License 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. Vendor to provide details of IPR documentation/patents/design registration copyrights etc registered with authorized agency with regard to the equipment
12. Any other relevant information _____
13. **Declaration.**
- (a) It is certified that the above information is true and any changes will be intimated within five (05) working days of occurrence.
- (b) It is certified that the design and development is indigenous and belong to the _____ (vendor) and /or _____ (its Indian Sub Vendor). The Indigenous Content in the said equipment is _____ % as on date and is likely to be raised to _____ % by _____(date). The certification for the same is enclosed.
- (c) It is certified that the complete set of design and production drawings are available and source code for all software applications/programmes are also available with the _____ (vendor) and that these would be produced for verification when required.
- Note** : Certification for 12 (b) and (c) is required if vendor is claiming the IDDM category.
- (d) It is certified that in the past that _____(name of the firm) has never been banned /debarred for doing business dealings with MoD/Gol/any other Government organization and that there is no enquiry going on by CBI/ED/any other Government agency against the firm.

Note: Para 44 and Appendix F to Chapter II of DPP 2016 may be referred.

(Authorised Signatory)