



MAZAGON DOCK SHIPBUILDERS LIMITED
(Formerly known as Mazagon Dock Ltd.)
(A Government of India Undertaking)
Dockyard Road, Mazgaon, Mumbai 400010. India.
Certified – ISO 9001:2008 for Shipbuilding Division
Website: www.mazagondock.in

EXPRESSION OF INTEREST (EOI)

Department : **Planning Additional Project – East Yard**
E-mail ID : **kcsunil@mazdock.com , slbhangare@mazdock.com,**
Phone no. **asmayekar@mazdock.com**
Fax : **022 – 23764932**
EOI no. : **022-23738333**
EOI date : **EY/PLG/AP/MS/GEN/0001**
EOI closing date & time : **28.10.2022**
: **08.11.2022**

Expression of Interest (Eoi) for Business Development through Collaboration for Design, manufacturing and supply of systems for Underwater Platform.

चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप-प्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Dputy General Manager / SM (Additional Project-EY)
माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Indian companies meeting the requirements of this EoI and are willing to be associated with MDL through a collaboration at least for 15 years OR Collaboration period will be decided after mutual agreements on long term basis for business development (Any percentage above 50%) and for design, manufacturing and supply of various systems for underwater Platform.

The participating firm should be in a position to design, manufacturing and supply of particular system OR multiple systems.

The detailed terms and conditions and other definitive documents of collaboration shall be mutually agreed upon particular system.

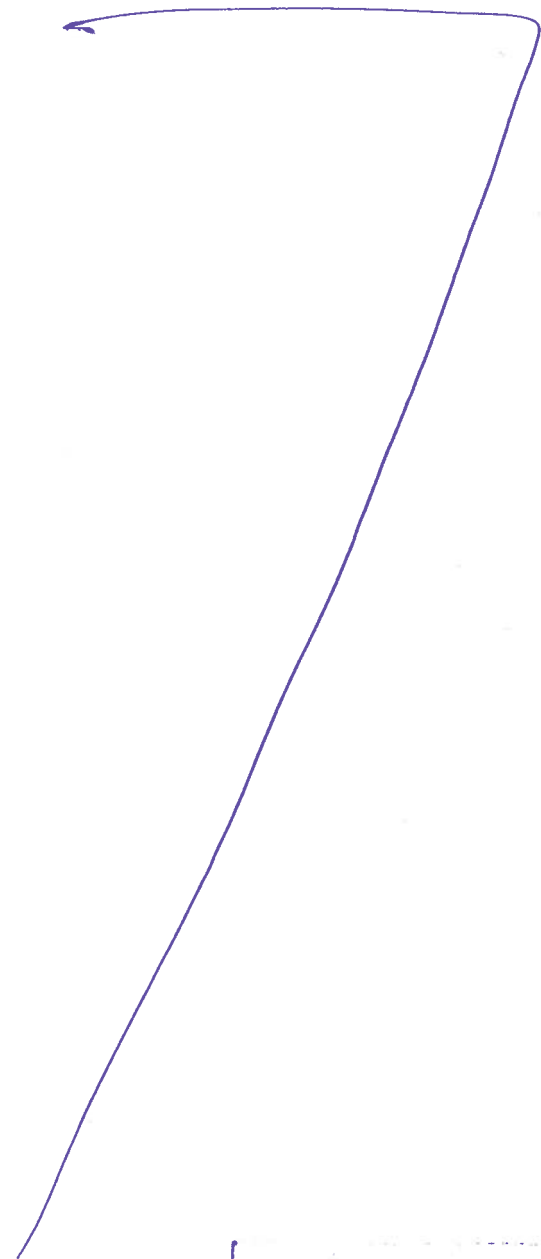
There may be a MOU & Technology Transfer Agreement between MDL and with the selected firm.



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

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चित्तरंजन एन. थळे
T. N. KALWADHITRANJAN N. THALE
उपास्यारक्षक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
कोम्प्युटर कॉम्प्युटर डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

SECTION-1

DISCLAIMER

1. MDL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the Eol document.
2. MDL may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this Eol document.
3. The issue of this Eol does not imply that MDL is bound to select and shortlist any or all the participating firm. Even after selection of suitable participating firm, MDL is not bound to proceed ahead with the participating firm and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
4. The participating firm shall bear all costs associated with the preparation, technical discussion/presentation and submission of Eol. MDL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eol process.
5. Canvassing in any form by the participating firm or by any other agency on their behalf shall lead to disqualification of their Eol.



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
महासंचालक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
माझगाव डॉक शिपबिल्डर्स लिमिटेड
MAZGAON DOCK SHIPBUILDERS LIMITED

SECTION-2**SCHEDULE OF EoI PROCESS & CONTACT DETAILS****SCHEDULE OF EoI PROCESS**

The schedule of activities during the EoI Process shall be as follows -

Sl. No.	Description	Date
1	Issue of EoI document	28 th OCT.'2022
2	Last date of Submission of EoI response	08 th NOV'2022: 1500 Hrs

2. CONTACT DETAILS:**Submission of proposal:**

Proposal (**Original + one soft copy**) superscribing the enquiry number, enquiry subject, last date for receipt of EOI and shall be addressed to

Mr. C Sunil Kumar AGM (Design – EY) Tel: (91) 022-23763626 Fax: (91)022-23724932 E-mail: kcsunil@mazdock.com	Mr. Santosh Bhangare Manager (Planning-EY) Tel: (91) 022-23763599 E-mail: slbhangare@mazdock.com , cnthale@mazdock.com .
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चित्तरंजन एन. थळे
CHITTARANJAN N. THALE

उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
 Deputy General Manager / SM (Additional Project-EY)

माझगाव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

SECTION – 3**DETAILS OF EXPRESSION OF INTEREST (EoI)****1. ABOUT MDL**

Mazagon Dock Shipbuilders Limited (MDL) is a leading submarine and shipbuilding company in the country with a Miniratna Category-1. The company was taken over by the Government of India and established as a Public Sector Undertaking under the Ministry of Defence in 1960. Over the last six decades, MDL has delivered over 250 warships/submarines/ platforms to various customers in India and abroad. Out of these 30 major warships/submarines have been delivered to the Indian Navy. The diversified platforms delivered to various customers range from Destroyers, Stealth Frigates, Submarines, Missile Boats, Corvettes, Offshore Patrol Vessels, Multipurpose Support Vessels, Offshore Supply Vessels, Dredgers, Tugs and Cargo-Cum-Passenger Vessels.

2. SCOPE OF ASSOCIATION:

- a) MDL is seeking response from Indian companies ready to invest for Business Development through Collaboration (Any percentage above 50%) for the design, manufacturing and supply of following systems for Underwater Platforms:

Priority-1: List of Systems	
Sr. No.	System Name
1	HP Air distribution and Storage
2	Tank Blowing and Venting
3	Oxygen Storage
4	Stability and Weight Management Systems
5	Cooling System
6	Propulsion System
7	Control Surfaces
8	Battery Systems with BMS (LIB & LAB)
9	Electrical System : AC & DC supply
10	Lights, Sockets and Klaxon
11	Camera Systems
12	Depth Monitoring System
13	Central Platform Management System
14	Acoustic Depth Monitoring System
15	Navigation System
16	Sonar System
17	Underwater Communication System
18	Intercom system
19	Sound Powered Telephone

चित्तरंजन एन. थळे

CHITTARANJAN N. THALE

उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS

Priority-1: List of Systems	
Sr. No.	System Name
20	Satcom System
21	Surface Communication
22	Homing Beacon
23	Navigation Lights
24	Atmospheric Control Systems
25	Fire Fighting System
26	HVAC
27	Optical Mast
28	Communication Mast
29	Snorkel Mast

Priority-2: List of Systems	
Sr. No.	System Name
1	Hull
2	Tanks
3	Coaming & Hatch
4	Mooring and Towing
5	Casing
6	Lead Ballast
7	Seatings
8	Sacrificial Anodes
9	Protective Coatings

- b) IP of system develop will be decided after mutual agreement.
- c) Collaboration for 15 years between MDL & selected firm will be establish accordingly OR Collaboration period will be decided after mutual agreements in view of future plan and business strategies.
- d) The participating firm must possess necessary capability, capacity and expertise in the field of collaboration and should submit the proof of the same whenever asked by scrutiny team.
- e) Firm should submit the response against each system separately, in case if firm is interested to submit the responses for multiple system.
- f) Duly registered companies (in the country of their existing operations) or consortium of companies can participate in the EoI. In case of consortium, clarity on roles and responsibilities of the consortium members shall be provided. Firms having existing consortium as on date of EOI are only eligible to respond this EoI.
- g) The technology possessed by participating firm must be non-infringing while delivering the desired performance and it must be clear from third-party IP infringement claims.



चित्तरंजन एन. थळे

CHITTARANJAN N. THALE

उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-गर्भ मंड)

Deputy General Manager / SM (Additional)

माझगांव डॉक शिपबिल्डर्स लि.

MAZAGON DOCK SHIPBUILDERS LIMITED

- h) The participating firm should be willing to source maximum indigenous raw materials in line with GOI policies.
- i) Interested companies meeting the Pre-Qualification Requirements (PQR) as given in Section-4 and ready to associate with MDL as per broad scope/ expectations given above are invited to submit their offer in response to this EoI.
- j) Limited tender will be issued for all above qualified firms for Design, Manufacturing and Supply of particular system.

3. BRIEF SCOPE OF WORK:

Firm should carry out the design, manufacturing, supply and integration of the particular system for underwater platform.

Refer scope of association at section 3 para 2 a.

4. INSTRUCTIONS

- a) Language: All correspondences and documents related to the EoI response shall be in English language only.
- b) The participating firm shall abide by the terms & conditions, as applicable, of the EoI.
- c) All pages of the EoI shall be duly signed by the authorised signatory.
- d) Multiple proposals from the same participating firm should not be submitted.
- e) MDL at their discretion shall inspect the participating firm workshop/company/ facilities/yard visits for the purpose of evaluation, as deemed necessary before selection of partner. MDL decision in this regard shall be final.
- f) Any participating firm which has been debarred/blacklisted by Central/State Governments or by any entity controlled by Central/State Governments from participating in any of their project, as on date of submission of EoI, shall not be eligible to submit the EoI.
- g) Total list of systems is divided into two groups i.e. priority-1 and priority-2. Systems mentioned in priority-1 will be considered for tendering first and priority-2 list of systems will be considered for tendering subsequently. Suitable firms are requested to response accordingly for the both list of systems.

5. PROCESS TO BE CONFIDENTIAL:

Information relating to the examination, clarification, evaluation and comparison of EoI and recommendations shall not be disclosed to participating firm. Any effort by participating firm to influence MDL processing of EoI or selection decisions may result in the rejection of the EoI.



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
सुप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
गांव डॉक शिपबिल्डर्स लिमिटेड
NARAYAN DOCK SHIPBUILDERS LIMITED


6. MISCELLANEOUS:

Right to accept or reject any or all Applications:

- a) Notwithstanding anything contained in this Eol, MDL reserves the right to accept or reject any application and to annul the Eol process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof. In the event that MDL rejects or annuls all the applications, it may at its discretion, invite all eligible participating firms to submit fresh applications.
- b) MDL reserves the right to disqualify any applicant during or after completion of Eol process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by MDL OR if there is apprehension of compromising with secrecy of confidential data including the design of the platform.
- c) MDL reserves the right to verify all statements, information and documents submitted by the applicant in response to the Eol. Any such verification or lack of such verification by MDL shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of MDL.
- d) Firm should be ready to invest for business development through Collaboration with MDL. Percentage and tenure of collaboration will be mutually decided.
- e) IP of system develop will be decided after mutual agreement.
- f) Future business strategies/Plans will be decided after mutual agreements.

7. GOVERNING LAWS & JURISDICTION:

The Eol process shall be governed by, and construed in accordance with, the laws of India and the Courts at Mumbai (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the Eol process.


चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

SECTION- 4

PRE-QUALIFICATION CRITERIA

The determination of eligibility will take into account the technical and experience capabilities and past performance of the participating firm; it will be based upon an examination of documentary evidence of the participating firm qualifications submitted by the participating firm as well as such other information, as the MDL deems necessary and appropriate. The participating firm willing to associate with MDL should meet the following Pre-Qualification Criteria:

1. Technical Qualification: -

The bidder shall submit the following as a part of technical qualification.

- a) Firms should be capable of design, manufacturing and supply of system for underwater platform.
- b) Firms should have expertise in particular system/multiple systems.
- c) Firm should be ready to invest for business development through Collaboration for design, manufacturing and supply of systems for Underwater Platform.
- d) Bidders Company Profile.
- e) List of infrastructure/equipment's held by them along with details of their manufacturing facilities.
- f) Details and personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- g) Bidder to submit relevant documents for the underwater platform similar project / work performed during last 03 years.
- h) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- i) ISO 9001:2015 or higher certificate

2. Commercial Qualification: - The bidder shall submit the following as a part of commercial qualification.

i) Indian Bidder:

- a) Shop & Establishment registration certificate.
- b) Factory License.
- c) Certificate of Incorporation / Partnership deed as applicable.
- d) Registration certificate from local bodies for conducting business.
- e) MSME



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
माझगाव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

3. Financial Qualification: -

- a) The Bidder shall have minimum annual average turnover of 1 Cr. during the last three years ending as on 31 Dec 2022 to participate in this EOI.
- b) The Bidder shall enclose with its Proposal as per **Annexure-1**, certificate issued by Chartered Accountant with their seal and signature, stating the firms net worth & turnover during the past three years.
- c) MDL reserves right to consider or reject based on merits of such proposal.

4. Procedure for selection of bidder:

Upon receipt of responses against this Eoi, MDL will review the responses to ascertain suitability of the offer and shortlist participating firm by adopting following procedure.

- a Documents Verification.
- b Company Visit
- c Technical Scrutiny
- d Commercial Scrutiny
- e Mutual Agreements
- f Percentage of investment proposed by the bidder (Any % more than 50 % of total cost).

5. Bid Rejection Criteria: - MDL may at its sole discretion and at any time during the evaluation of proposal, disqualify any bidder, if they have:

- a) Bids received after due date.
- b) Bidder's failure to furnish sufficient or complete details for evaluation of the bids within the given period.
- c) Incomplete / misleading / false / ambiguous in the proof of eligibility requirements.
- d) Failed to produce timely clarifications related thereto, when sought.
- e) Bids not meeting qualification criteria mentioned above.
- f) Submitted more than one proposal for single specialisation area.
- g) Declared ineligible by the Government of India / State govt. / Public sector undertaking.
- h) Bids with technical requirements and or terms not acceptable to MDL.
- i) Information relating to the evaluation, clarification and recommendation for pre-qualification shall not be disclosed to bidders or any other persons not officially concerned with such process until the pre-qualification process is completed. Any effort by the bidder to influence MDL prequalification process may result in rejection of his EOI.



चित्तरंजन एन. थळे
CHITTARANJAN N. THAKUR
उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना प्रबंधक)
Deputy General Manager / SM (Additional Project Manager)
माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

SECTION-5

Documents to be submitted along with EoI*

1. Submission of EoI: - List of documents to be submitted as part of EoI

Participating firm should submit following documents along with their Proposal.

Sl.	Document Description	Filled in Formats to be Submitted with Proposal	Remarks
1	Covering Letter		As per format attached
2	General information	Annexure-1	
3	Financial Information	Annexure-2	
4	Pre-Qualification Document		As per section 4
5	Documents / Presentation in support of area of collaboration		

*In case of consortium, same to be provided for constituent companies of consortium. Only existing consortium companies as on date of EOI are eligible for participation.



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
 सप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
 Deputy General Manager / SM (Additional Project-EY)
 माझगांव डॉक शिपबिल्डर्स लिमिटेड
 MAZAGON DOCK SHIPBUILDERS LIMITED

Eol FORMS

Format for Covering Letter

[On the Letterhead of the Participating firm]

To,

Mr. C Sunil Kumar

AGM (Design – EY)

Tel: (91) 022-23763626

Fax: (91)022-23724932

E-mail: kcsunil@mazdock.com, slbhangare@mazdock.com, asmayekar@mazdock.com

Ref: Submission of Expression of Interest (Eol)**Area of Collaboration:****Priority-1: List of systems**

Priority-1: List of systems				
Sr. No.	System Name	Capability		
		Design	Manufacturing	Supply
1	HP Air distribution and Storage			
2	Tank Blowing and Venting			
3	Oxygen Storage			
4	Stability and Weight Management Systems			
5	Cooling System			
6	Propulsion System			
7	Control Surfaces			
8	Battery Systems with BMS (LIB & LAB)			
9	Electrical System : AC & DC supply			
10	Lights, Sockets and Klaxon			
11	Camera Systems			
12	Depth Monitoring System			
13	Central Platform Management System			
14	Acoustic Depth Monitoring System			
15	Navigation System			
16	Sonar System			
17	Underwater Communication System			
18	Intercom system			
19	Sound Powered Telephone			
20	Satcom System			
21	Surface Communication			
22	Homing Beacon			

चित्तरंजन एन. थळे

CHITTARANJAN N. THALE

उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)माझगॉन डॉक शिपबिल्डर्स लिमिटेड
MAZAGON DOCK SHIPBUILDERS LIMITED

23	Navigation Lights			
Priority-1: List of systems				
Sr. No.	System Name	Capability		
		Design	Manufacturing	Supply
24	Atmospheric Control Systems			
25	Fire Fighting System			
26	HVAC			
27	Optical Mast			
28	Communication Mast			
29	Snorkel Mast			

Priority-2: List of systems				
Sr. No.	System Name	Capability		
		Design	Manufacturing	Supply
1	Hull			
2	Tanks			
3	Coaming & Hatch			
4	Mooring and Towing			
5	Casing			
6	Lead Ballast			
7	Seatings			
8	Sacrificial Anodes			
9	Protective Coatings			


चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
 उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
 Deputy General Manager / SM (Additional Project-EY)
 माझगांव डॉक शिपबिल्डर्स लिमिटेड
 MAZAGON DOCK SHIPBUILDERS LIMITED

Sir,

Being duly authorized to represent and act on behalf of.....
(Hereinafter Referred to as "the Applicant"), and having reviewed and fully understood the evaluation criteria and information provided, the undersigned hereby applies in response to the Eol document.

We would like to associate with MDL for _____ (area of collaboration).
We understand that you are not bound to accept the Eol.

I am enclosing the Expression of Interest with the details as per the requirements of the Eol document, for your evaluation.

I hereby declare that the details furnished in this Eol proposal are true and correct to the best of my knowledge and belief. In case any of the information is found to be false or untrue or misleading or misrepresenting, I am aware that I will be held liable for it and MDL is free to take any legal / commercial action not limited to barring / blacklisting.

We hereby declare that we are not under a declaration of ineligibility / blacklisting /debaring from doing business issued by Govt. of India / State govt. / Public Sector Undertakings etc.

Yours faithfully,

(Signature & Seal of Authorised Signatory)

Name:

Designation:

Date:

Address:



चित्तरंजन एन. थळे

CHITTARANJAN N. THALE

उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)

Deputy General Manager / SM (Additional Project-EY)

माझगांव डॉक शिपबिल्डर्स लिमिटेड

MAZAGON DOCK SHIPBUILDERS LIMITED

General Information to be submitted by Applicant along with cover letter

1. Name of the Company/ Companies (if consortium):
2. Legal status of the Company (ies):
3. Brief description of the Company(ies) including details of its business groups / subsidiaries / affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos. / Fax nos.:

Registered Office:

Head Office:

Address for communication:

Contact Details:

Office Address in India, if any:

7. Documents to be enclosed:
 - a. As per pre-qualification criteria

Signature & Seal

Authorised Signatory of the Party


चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप महाप्रबंधक / एसएम (अतिरिक्त परियोजना-पूर्व खंड)
Deputy General Manager / SM (Additional Project-EY)
माझगांव डॉक शिपबिल्डर्स लिमिटेड
MAZGAON DOCK SHIPBUILDERS LIMITED

Annexure-2**Financial Information**

Date: [insert day, month, year]

Legal Name: [insert full name]

1. Financial Data: -

Sl. No.	Last three Financial Year	Annual Turnover	Profit after Tax (PAT)	Net worth as at the end of the financial year
1				
2				
3				

* Exchange rate for conversion to INR shall be as published by Reserve Bank of India as on date of floating Eol.

2. Financial documents#

The participating firm shall provide copies of the financial statements including balance sheets all notes and related income statements for latest 3 years.

The financial statements shall:

- Reflect the financial situation of the participating firm submitting Eol.
- Be audited by a certified accountant.
- Be complete, including all notes to the financial statements.
- Correspond to accounting periods already completed and audited (no statements for partial periods shall be accepted).

#In case of consortium, same to be provided for constituent companies of the consortium.

(Signature & Seal)

Authorised Signatory of the Party


 चित्तरंजन एन. थळे
 CHITTARANJAN N. THALE
 उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
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 MAZAGON DOCK SHIPBUILDERS LIMITED

Certificate from Chartered Accountant:

This is to certify that _____ (name of the Applicant) has received the payments shown above against the respective years and that the net worth is as computed.

Name of the Authorized Signatory representing Auditing firm:

Designation:

Name of firm (Chartered Accountant):

Signature of the Authorized Signatory:

Seal of Audit firm.

Note- Details of the above listed submarine system, if required, can be provided to the prospective firms on signing NDA.



चित्तरंजन एन. थळे
CHITTARANJAN N. THALE
उप महाप्रबंधक/एसएम (अतिरिक्त परियोजना-पूर्व खंड)
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MAZAGON DOCK SHIPBUILDERS LIMITED