



MAZAGON DOCK SHIPBUILDERS LIMITED

(Formerly known as Mazagon Dock Ltd.)

CIN: U35100M

H1934GOI002079

(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 : [glfakatkar@mazdock.com/](mailto:glfakatkar@mazdock.com)
: dsharma@mazdock.com
Phone no. : **022 – 23763596**
Fax : **022 - 23724932**

EOI no. : **EY/PLG/AP/EOI-AB/01**
EOI date : **27th Jan 2021**
EOI closing date & time : **04th Feb 2021: 1500 Hrs.**

Expression of Interest (Eoi)

Invited from Firm for Manufacturing of Fan Boat in MDL on TOT Basis

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Firms meeting the requirements of this EOI and are willing to be associated with MDL through a Collaboration on long term basis for manufacturing of Fan Boat.

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

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

INDEX

Sl. No.	DESCRIPTION
1	SECTION – 1 : DISCLAIMER
2	SECTION – 2 : SCHEDULE OF EOI PROCESS & CONTACT DETAILS
3	SECTION – 3 : DETAILS OF EOI
4	SECTION – 4 : PRE-QUALIFICATION CRITERIA
5	SECTION – 5 : DOCUMENTS TO BE SUBMITTED ALONG WITH EOI

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.

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

A. 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	27 th Jan 2021
3	Last date of Submission of Eoi response	04 th Feb 2021 : 1500 Hrs

B. CONTACT DETAILS:

Submission of proposal:

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

Mr. Sanjay Singh,
HOD/ Additional General Manager, Planning-East Yard
Mazagon Dock Shipbuilders Limited, Dockyard road,
Mumbai 400010
E-Mail: sanjaysingh@mazdock.com

All the correspondences shall be addressed to the following with copy to Mr S K Singh:

- i) Mr. Atul Kumar Verma
SIC/ Chief Manager (Plg-EY)
E-Mail: atulkverma@mazdock.com
- ii) Deepak Sharma
Chief Manager (Plg-EY)
E-Mail: dsharma@mazdock.com
- iii) Mr. Ganesh L Fakatkar
Deputy Manager (Plg-EY)
E-Mail: gfakatkar@mazdock.com

SECTION – 3

DETAILS OF EXPRESSION OF INTEREST (EoI)

3.1. 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.

3.2. Technical Requirement

3.2.1. AIM

To collaborate with Firm to manufacture Fan Boat in MDL under Transfer of technology.

3.2.2. ABOUT FAN BOAT

Fan boat also known as swamp boat or buoyant boat, is a flat bottomed watercraft propelled by an aircraft-type fan powered by either an aircraft or automotive engine that creates requisite air thrust to propel boat forward. Fan Boat fan is placed above the hull & do not have operating part below the waterline, which allows for easy navigation through shallow swamps, marshy lands, canals, rivers and lakes. This design also makes it ideal for flood and ice rescue operation. Fan Boat hulls are made of aluminum or fiber glass; choice of material is determined by the type of terrain in which the vessel will be operated. Standard Fan Boats are light in weight and robust in design and have the capability to accommodate 10-12 people. Commercial Fan Boats generally sail at min speed of 30Knot and modified Fan Boats can go as fast as 125 knot. Hull design promotes superior maneuverability. Fan Boats are easy to deploy in flood affected area with the help of trailer and can carry out complex tasks in less time compared to rescue boats. Fan Boat can also be suitably modified to work in different terrains such as sand, marshy land, snow, etc.

3.2.3. Specifications

3.2.3.1. Basic specifications are as follows:

Sr No	Description	Requirement
1	Hull Material	Aluminium/ Aluminium alloy
2	Dimension	Suitable for 10-12 passenger & 2 crew member

3	Speed	Min speed of 35knots to be achieved with payload under choppy water condition i.e. Sea state 2.
4	Seating Capacity	10-12 + 2(Crew) (Optimum space shall be utilized for comfortable seating of Maximum number of passenger)
5	No. of Blades	Tentative 3/4 preferably aviation grade propeller
6	Payload	1.2 – 1.5 Ton
7	Cabin	Fully covered
8	Engine Power	Suitable to achieve speed as mention above, with option for provision of electric hybrid engine

- 3.2.3.2. Designer to have proven variant of Fan Boat suitable for snow, marsh, shallow water, sand. (Details to be shared)
- 3.2.3.3. Fan Boat to be aerodynamically designed with enclosed compartment to enable operation under adverse weather condition
- 3.2.3.4. Proven Fan Boat design with provision for fitment of air conditioning unit (Details to be shared)
- 3.2.3.5. Fan Boat design to be suitable for conversion from passenger to goods carrier to medical emergencies etc.
- 3.2.3.6. Should agree for TOT for assembly/ complete design if so required.
- 3.2.3.7. Should have proven fail-safe (dual redundant) on-board avionics/ computing block and control systems with diagnostic features.

3.3. SCOPE OF ASSOCIATION:

- 3.3.1. MDL is seeking response from companies willing to manufacture Fan Boat in MDL under Transfer of technology.
- 3.3.2. 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.
- 3.3.3. The participating firm must possess necessary knowledge of the field of collaboration.
- 3.3.4. The participating firm must possess technology of the area of collaboration.
- 3.3.5. 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.
- 3.3.6. 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.
- 3.3.7. Upon receipt of responses against this EoI, MDL will review the responses to ascertain suitability of the offer and shortlist participating firm for further discussions. Detailed discussions on commercial and other terms and conditions to finalize the Agreement shall be held with shortlisted participating firm. The detailed terms and conditions for agreement shall be mutually agreed upon.

3.4. INSTRUCTIONS

- 3.4.1. Language: All correspondences and documents related to the Eol response shall be in English language only.
- 3.4.2. The participating firm shall abide by the terms & conditions, as applicable, of the Eol.
- 3.4.3. All pages of the Eol shall be duly signed by the authorised signatory.
- 3.4.4. Multiple proposals from the same participating firm should not be submitted.
- 3.4.5. MDL at their discretion shall inspect the participating firm works/office/reference site premises for the purpose of evaluation, as deemed necessary before selection of partner. MDL decision in this regard shall be final.
- 3.4.6. 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 Eol, shall not be eligible to submit the Eol.

3.5. PROCESS TO BE CONFIDENTIAL:

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

3.6. MISCELLANEOUS:

3.6.1. Right to accept or reject any or all Applications:

- i. 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.
- ii. 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.
- iii. 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.

3.6.2. 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.

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:

4.1. Technical Qualification: -

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

- i. Bidders Company Profile.
- ii. Details and personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- iii. The bidders shall be an Indian OEM (Original Equipment Manufacturer), with proven design of Fan Boat, manufactured, tested, provided after sales services & support for the equipment similar to the type specified in the 'Technical Specification', during last 3 years. The bidders are also required to submit the Purchase Order & Work Completion Certificate of the relevant contracts executed to fulfil the financial criteria as mentioned below.

OR

Indian Designer/ Manufacturer having collaboration with Foreign OEM. Foreign OEM should have proven design along with experience of supplying Fan Boat similar to 'Technical Specification' during last 3 years. Collaboration agreement is required to be submitted along with the bid.

- iv. The bidder shall agree to provide complete Transfer of Technology (ToT) to manufacture Fan Boat at MDL for executing future project in collaboration.
- v. The bidder shall be willing to sign Consortium / Agreement / MOU / JV with MDL to work in collaboration for executing future projects.
- vi. OEM should be willing to support for indigenisation of equipment/parts of Fan Boat.
- vii. Bidder to submit relevant documents for the similar product/project / work performed during last 03 years. Firm to submit PO copies in support of above.

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

4.2.1. Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.

4.2.2. Indian Bidder:

- i. Shop & Establishment registration certificate.
- ii. Certificate of Incorporation / Partnership deed as applicable.
- iii. Registration certificate from local bodies for conducting business.

- iv. MSME, Startup certificate
- v. GST certificate

Foreign Bidder: Registration certificate for conducting business as relevant.

4.3. Financial Qualification: -

- i. Shall have Avg Annual turnover of Rs.30 lakhs (min) or equivalent Foreign currency during the last three years ending as on 31 Mar 2020 to participate in this EOI.
 - ii. 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. Firm to submit Balance Sheet and Profit and Loss statement for last 3 years.
 - iii. MSME / Start-ups may be relaxed for conditions of turnover, experience (PO copies), Infrastructure etc offering proven innovative product / technology having Business prospects. MDL reserves right to consider or reject based on merits of such proposal.
- 4.4. Should be able to deploy demonstration model of Fan Boat at MDL on NCNC basis. Acceptance of this condition will be desired criteria for shortlisting. MDL reserves the right to take ownership of the boat if so desired under a separate agreement.

SECTION- 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.

SECTION- 6

Documents to be submitted along with Eoi*

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.	Specification of Fan Boat developed by Firm (To be filled by firm)		As per Section-3
5.	Pre-Qualification Document		As per section-4
6.	Documents in support of area of collaboration		

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

EoI FORMS

Format for Covering Letter
[On the Letterhead of the Participating firm]

To,

Mr. S K Singh,
AGM (Plg-EY)
Mazagon Dock Shipbuilders Limited (MDL),
Mumbai-400010, India.
Contact No- 022-23763591,
E-Mail: sanjaysingh@mazdock.com

Ref: Submission of Expression of Interest (Eoi)

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 Eoi document.

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

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

I hereby declare that the details furnished in this Eoi 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:

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

Financial Information

Date: [insert day, month, year]

Legal Name: [insert full name]

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				

2. Financial documents[#]

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

The financial statements shall:

- Reflect the financial situation of the participating firm submitting EoI.
- 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

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.