



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 – 9001:2008 for Shipbuilding Division

Website: www.mazagondock.in

EXPRESSION OF INTEREST (EOI)

Department	: Planning Additional Project – East Yard
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Phone no.	: 022 – 23763596
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EOI no.	: EY/PLG/AP/GEN/313-H/2022/EOI/02
EOI date	: 01 April 2022
EOI closing date & time	: 15 April 2022, 15:00hrs

EXPRESSION OF INTEREST (Eoi) INVITED FROM SUITABLE FIRMS FOR SETTING UP OF A INFRASTRUCTURE FOR LIGHT /MEDIUM FABRICATION WORK AT MDL.

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) is a premier Shipbuilding Yard in India, located in Mumbai, under the Administrative control of Department of Defence Production, Ministry of Defence, Government of India.

To diversify its product portfolio, MDL is looking forward to collaborate with firms, which are technically competent and have proven track record of undertaking setting up of plant for Container manufacturing having capacity of 20,000 Nos. containers per annum expandable upto 40,000 container per annum or beyond on MDL land and its operation & maintenance hereinafter referred to as the project.

Firms shall be short listed in two stages:

Phase I:

Firms responding to EoI will be evaluated based on technical, commercial & financial criteria as depicted in this EoI. Firms also have to submit detailed project report/presentation of the proposal for setting up of container production line & operation and maintenance of the production line set up. Interested firms should conduct the survey of the proposed site. Project report submitted should include general layout of the plant considering initial capacity of 20000 containers/annum (expandable upto 40000 containers/annum or beyond), layout of storage facility, process flow chart, list of machineries, list of manufacturers & specifications, OEM catalogues, shed & civil works requirement, crane requirement, any other specific requirement etc.

Phase II:

The Request for Proposal (RFP) , prepared based on the technical inputs of the firms, will be issued to the firms for submission of their bids (Technical and price bids) for the project. The selection of the firm will be on L1 basis. The turnkey contract for the setting up of the plant will be signed with the L1 firm preferably based on the standard contract form of FIDIC.

Similarly contract for operation and maintenance of the plant will also be signed with the L1 firm

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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 EoI 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 EoI document.
3. The issue of this EoI 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 EoI. MDL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EoI process.
5. Canvassing in any form by the participating firm or by any other agency on their behalf shall lead to disqualification of their EoI.

SECTION-2**SCHEDULE OF EoI PROCESS & CONTACT DETAILS****6. 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	01 Apr 2022
2	Last date of Submission of EoI response	15 April 2022 : 1500 Hrs

7. CONTACT DETAILS:

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

Girish Jadav

HoS/DGM (Additional Projects, PLG-EY),

4th Floor, Reclamation Building

Additional Projects, PLG-East Yard,

Mazagon Dock Shipbuilders Limited,

Dockyard road, Mumbai 400010

Tel: 022-23763596

E-Mail: gjadav@mazdock.com/ dsharma@mazdock.com

SECTION – 3**DETAILS OF EXPRESSION OF INTEREST (EoI)****8. 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.

9. SCOPE OF ASSOCIATION:

- a) MDL is seeking response from companies/firms, interested in following
 - (i) Setting up of plant for manufacturing of containers , and
 - (ii) Operation and Maintenance of the plant.
- b) The participating firm should be established or in process of establishing containers manufacturing facility and capable of design, erection, installation of manufacturing plant & also capable for design, manufacturing, test and trials of various sizes of Containers.
- c) The plant to be set up for manufacturing of containers will be of the capacity of minimum 20000 Nos. containers per annum expandable upto 40,000 Nos containers per annum. Firm has to set up the plant including shed with suitable Cranes, all machineries, portable cranes (if any) required for operation of the container manufacturing facility. After successful setting up of the plant firm has to carry out all operations and maintenance required for manufacturing of the containers as per pre decided terms.
- d) Broad scope of work is placed at Annexure-3
- e) Responsibility matrix for various activities of association will be as follows :

Sr. No.	Description	Firm's	MDL
1	Setting up of container manufacturing facility with initial capacity of 20000 container per year with expandable upto 40000 containers per year or beyond in phase manner.	Y	
2	Land for development of facility.		Y
3	Survey of MDL land where facility will be developed.	Y	

4	Submission of Survey report mentioning requirement of additional covered area and all civil / electrical work required for manufacturing of containers including break up for each activity.	Y	
5	Preparation of broad process layout of the plant for setting up of a manufacturing unit for containers.	Y	
6	Preparation of process flowchart of the production unit .	Y	
7	Submission of details of machinery required for overall manufacturing of containers including name of manufacturer.	Y	
8	Providing fund for procurement of machineries and installation. (Capital Expenditure).		Y
9	Procurement of all machineries along with AMC post approval of MDL.	Y	
10	Installation and commissioning of the machinery along with OEM as per process lay out.	Y	
11	Indicate total time (in months) required for setting up of a plant with break-up of each activity.	Y	
12	Operation and maintenance of manufacturing facility.	Y	
13.	Arrangement of basic facilities i.e. Electricity & Water		Y
14	Arrangement/ availability of required raw material for manufacturing of containers.		Y
15	Arrangement of all consumable required for manufacturing of containers.	Y	
16	Responsible for all production activity starting from raw material to end product including storage of the containers at designated storage area.	Y	
17	Availability of space for storage of containers.		Y
18	Carry out regular maintenance (Preventive / breakdown) of the machineries as per OEM's maintenance manual.	Y	
19	Arrangement of Spares required for the breakdown / preventive maintenance.	Y	
20	Responsibility of safety of entire plant.	Y	
21	Carry out annual inspection of all machineries as per factory act.	Y	
22	Preparation of drawing required for container and its approval from IRS/ Class society.	Y	
23	Preparation of QAP and its approval from IRS/ Class society	Y	

24	Hiring of manpower required for operation of container manufacturing facility.	Y	
25	Handle all the vendors / Contactors involved in supply and erection of Workshops, Machinery etc required for setting up of plant.	Y	
26	All the operatives Skilled / Unskilled, Staff, Clerks, Supervrs, Engineers etc required for Operation and Maintenance of plant will be under supervision and control and on pay roll of the firm.	Y	
27	All necessary statutory approvals for setting up of plant to be obtained by firm on behalf of MDL.	Y	
28	Transportation of containers to End User. (Preferred means of transport – sea route)	Y	
29	Providing funds for means of transportation		Y

10. OTHER TERMS & CONDITIONS :

- a 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.
- b Upon receipt of responses against this EoI, MDL will review the responses to ascertain suitability of the offer and shortlist participating firm based on prequalification (technical, commercial and financial) documents submitted by firm & this will be binding on bidders. The shortlisted firm will be required to sign a Non-Disclosure Agreement (NDA) regarding the confidentiality of Techno Commercial Aspects.
- c Site survey prior submission of offer is mandatory.

11. 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 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.
- f) Any participating firm which has been debarred/blacklisted or given tender holiday 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) Consortium bids are not allowed.

12. 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.

13. MISCELLANEOUS:

Right to accept or reject any or all Applications:

- a) Notwithstanding anything contained in this EoI, MDL reserves the right to accept or reject any application and to annul the EoI 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 EoI 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.
- c) MDL reserves the right to verify all statements, information and documents submitted by the applicant in response to the EoI. 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.

14. GOVERNING LAWS & JURISDICTION:

The EoI 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 EoI process.

SECTION- 4

PRE-QUALIFICATION CRITERIA

The determination of eligibility will take into account the technical capabilities and past performance of the participating firm along with financial status; 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:

15. Technical Qualification: -

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

- a) Company/Firms Profile.
- b) List of infrastructure/equipment held by them along with details of their manufacturing facilities.
- c) Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- f) Bidder should be established Container Manufacturer (capacity of minimum 5000 containers per annum), capable of design, erection, installation of manufacturing plant & also capable for design, manufacturing, test and trials of various sizes of Containers. Firm should submit relevant documents for the similar work.

Or

Bidder should be in the process of establishment of Container Manufacturing plant(capacity of minimum 5000 containers per annum), capable of design, manufacturing of various sizes of Containers. Firm should submit relevant documents as proof for :-

- i. Purchasing land (ownership of land/ MoU of land with transfer documentary evidence) in industrial area prior to date of EoI.
 - ii. PO copies of all required Equipment/ machineries purchased or in case machineries are under procurement then, firm will require to submit PO copies of Equipment/ machineries with proof of advance payment (minimum 20%) to supplier.
- d) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
 - e) ISO 9001:2015 or equivalent certificate

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

- a) Shop & Establishment registration certificate.
- b) Factory License.
- c) Certificate of Incorporation.
- d) Registration certificate from local bodies for conducting business.

17. Financial Qualification: -

- a) The Bidder shall have minimum annual average turnover of **Rs 10 Cr** during the last three

- years ending as on 31 Mar 2021 to participate in this EoI.
- b) The Bidder shall enclose Balance sheets and Profit and loss statement issued by Chartered Accountant with their seal and signature, stating the firms net worth & turnover during the past three years as per Annexure-2.
 - c) For new firm, turnover of parent company / main company / promoters will be considered subject to the corporate guarantee by the parent company / main company / promoters.

SECTION- 5

18. **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 at Section-4.
- 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*

19. 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	Documents in support of Pre-Qualification Criteria at Section-4.		
5	Firm's response to Bid evaluation criteria as per Annexure -4		

EoI FORMS

Format for Covering Letter

[On the Letterhead of the Participating firm]

To,

Mr. Girish Jadav,
HoS/DGM (Additional Projects, PLG-EY)
Mazagon Dock Shipbuilders Limited (MDL),
Mumbai-400010, India.
Contact No- 022-23763591 / 3596
E-Mail: gjadav@mazdock.com/ dsharma@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 collaborate with MDL as per requirement of EoI.

We understand that MDL is not bound to accept the EoI.

We further show our willingness to work towards achieving more than 50% local content in projects mentioned in subject matter of EoI as per extant GoI guidelines amended from time to time. 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/ tender holiday 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:

Annexure-1

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:
As per pre-qualification criteria

Signature & Seal
Authorised Signatory of the Party

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	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, P&L and related income statements for latest 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).

(Signature & Seal)
Authorized Signatory of the Party

Name of the Authorized Signatory representing Auditing firm:

Designation:

Name of firm (Chartered Accountant):

Signature of the Authorized Signatory:

Seal of Audit firm.

Annexure-3

Broad Scope of Work

1. Setting up of Plant:

- a) Firm should survey the land where MDL wants to set up a plant.
- b) Firm has to submit the details of required shed /sheds & other allied civil & electrical work for the manufacturing of containers
- c) Firm has to submit the general layout of the plant for setting up of a manufacturing unit for containers (initial capacity 20,000 Nos per annum expandable upto 40,000 Nos per annum or beyond)
- d) Firm has to share the details of list of machinery including probable manufacturer list required for container manufacturing including utilities like compressor, cranes inside workshop and portable cranes if any.
- e) Firm has to submit the flowchart of the production unit for 20,000 Nos containers per annum.
- f) Post finalisation, firm has to procure the machinery in consultation with MDL. Firm has to involve MDL while selecting machinery (cost and manufacturer) and approval of MDL to be obtained towards the same.
- g) Firm has to take up installation and commissioning of the machinery along with OEM.
- h) Firm has to indicate the total time (in months) required for setting up of a plant with break up for each activity.

2. Operation and maintenance of plant:

- a) Raw material for execution of container orders will be provided by MDL.
- b) Firm has to depute the manpower for carrying out operation of all the machineries including cranes (inside shop, portable etc) required for manufacturing of containers.
- c) Firm will be responsible for all production activity starting from planning, designing to end product including storage of the containers at designated storage area.
- d) Firm has to carry out regular maintenance (Preventive / breakdown) of the machineries as per OEM's directives / maintenance manual. Spares required for the breakdown / preventive maintenance is to be arranged by firm.
- e) Firm will be responsible for safety of the plant (man, machine etc.) while carrying out the operation and maintenance of the machines.
- f) Firm will be responsible for annual inspection of the machineries as per factory act e.g. annual load testing of cranes, inspection of air receivers etc.

Annexure-4

Bid Evaluation Criteria

Firm will be selected based on the criteria as per following table 1.1. Firm Securing minimum 72 marks/rating will be shortlisted for further proceedings.

Sr. No.	Criteria	Rating	Documents Produced in Support, if applicable	Firms Response/ Documents Submitted
1A	Willingness to Setup, Operate & Maintenance of Container Manufacturing Facility at MDL Land on turnkey basis OR	50	<ul style="list-style-type: none"> Undertaking 	
1B	Not willing to Setup, Operate & Maintenance of Container Manufacturing Facility at MDL Land on turnkey basis	0		
2A	Established Container Manufacturing Facility with design capability OR	15	<ul style="list-style-type: none"> Firms Registration Certificate Past Purchase Order & Work Completion Certificate 	
2B	In process of Establishment of Container Manufacturing Plant			
2B.1	All Major Equipment's Ordered	4	<ul style="list-style-type: none"> Order Copy 	
2B.2	Advance Payment Done for the Ordered Equipment	4	<ul style="list-style-type: none"> Invoice Copy 	
3	Time Required to Set up a Plant			
3.1	9 Months or below	15		
3.2	9-11 Months	12		
3.3	11-13 Months	9		
3.4	13-15 Months	6		
3.5	15 Months Onwards	0		
4	Level of Automation (Refer Table 1.2)		<ul style="list-style-type: none"> Detailed Project Report/ Presentations OEM Catalogue/video 	
4.1	Above 90%	20		
4.2	80% – 90%	16		
4.3	70% - 80%	12		
4.4	60% - 70%	8		
4.5	Below 60%	0		

Table 1.1 : Bid Evaluation Criteria

Criteria to decide Level of Automation :

With reference to Criteria No. 5 of Bid Evaluation Criteria in table 1.1 above, weightage is assigned to different aspects of production line proposed as per table 1.2. Firm has to produce details of automations in the form of Detail Project Report/Presentation, OEM catalogue/video etc.

Sr. No.	Process	Automation Weightage/Percentage	Applicability (Yes/No)	Remark, if any
1	Unrolling & Cutting	5%		
2	Surface Treatment	5%		
3	Corrugation	10%		
4	Fabrication of Roof Panel including Welding	10%		
5	Fabrication of Floor Braces including Welding	10%		
6	Door Frame Assembly	10%		
7	Floor, Door & Wall Assembly	15%		
8	Blasting, Priming & Painting	15%		
9	Water Proofing & Testing	5%		
10	Material Movement			
10.1	Conveyor OR	10%		
10.2	Partially Conveyor Partially Crane OR	5%		
10.3	Manually (through Crane)	0%		
11	Any other Activity not covered above	5%		

Table 1.2 : Criteria to Decide Level of Automation

