



MAZAGON DOCK SHIPBUILDERS LIMITED

(Formerly known as Mazagon Dock Ltd.)

CIN: U35100MH1934GOI002079

(A Government of India Undertaking)

Dockyard Road, Mazgaon, Mumbai 400010. India.

ISO 9001:2015 Certified

Website: www.mazagondock.in

EXPRESSION OF INTEREST (EOI)

Department	: Planning Additional Project – East Yard
E-mail ID	: subhendusingh@mazdock.com/ dsharma@mazdock.com
Phone no.	: 022 – 23763596
Fax	: 022 - 23724932
EOI no.	: EY/PLG/AP/EOI-UMV/01
EOI date	: 09th April 2021
EOI closing date & time	: 27th April 2021, 15:00 Hrs.

Expression of Interest (EoI)

**Invited from Indian Firm for collaboration in area of Conversion of
Manned Marine vessels to Unmanned Marine Vessel**

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Indian Firms meeting the requirements of this EoI and are willing to be associated with MDL through a Collaboration on long term basis for conversion of Manned marine vessel to Unmanned marine vessel.

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

There may be a MOU signing and later on definitive agreement on case to case basis.

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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****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	09 th April 2021
3	Last date of Submission of EoI response	27 th April 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. Deepak Sharma
Chief Manager (Planning-EY)
E-Mail: dsharma@mazdock.com
- ii) Mr. Subhendu Kumar Singh
Manager (Planning-EY)
E-Mail: subhendusingh@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 Indian Firm for conversion of Manned marine vessel to Unmanned marine vessel.

3.2.2. ABOUT AREA OF COLLABORATION (CONVERSION FROM MANNED TO UNMANNED MARINE VESSEL)

MDL invites Indian firm to collaborate in area of conversion of Manned marine vessel to Unmanned vessel in autonomous, semi-autonomous & remote mode. Firm should have past experience of carrying out such activity with IMO certified vessel as well as small marine craft for various defence as well commercial missions.

Bidders are required to specify the feasibility of conversion of IMO certified vessel as well as small marine crafts. In this regard, firm may comment on below parameters in Table-1 and furnish any other additional information suitable. MDL expects the collaborators to provide the option of best solution with optimum performance and high range, scope and area of operation. Collaborators may add on additional features for its best performance and can be mentioned in their technical specification.

Table-1 Tentative Technical Information/Queries

Sr. No	Parameter/ Description	Firms to comment
01)	Possibility of integration of replaceable Mission Module for Defence Mission (as ASW, ISR, MCM & FPM etc.) & Commercial Missions (as Marine structure survey, Bathymetry etc.).	
02)	Details of control Station a. Type of connectivity with the vessel	

	b. Details of features such as Mission Planning, Mission Control, Sensors performance prediction, Vessels health indicator sensor display in control console	
03)	Remote access to all on-board sensors	
04)	Display of various vessel performance data in control station such as speed, Vessel location tracking, navigational data, battery health indicator, sonar profiling etc.	
05)	Recording facility of all events on vessel (such as Black Box)	
06)	Switching over from Autonomous mode to semi-autonomous & remote control mode of vessel	
07)	All the sensors and equipment to be installed for converting Manned vessel to Unmanned should be compliant with MIL-standard as well as Marine Standard.	

3.3. SCOPE OF ASSOCIATION:

- 3.3.1. MDL is seeking response from companies willing to collaborate in area of conversion of Manned marine vessel to Unmanned vessel fulfilling the mission requirement of Defence and commercial market.
- 3.3.2. MDL may enter into MoU with prospective suitable partner fulfilling the Pre-Qualification Requirements (PQR) as given in Section-4 of EoI.
- 3.3.3. MDL and collaborator post signing of Non-exclusive MoU for conversion of Manned to Unmanned vessel, will advertise for product and bid in various similar project and may enter into definitive agreement for undertaking such projects including manufacture and supply of Unmanned vessels to prospective customer.

3.4. INSTRUCTIONS

- 3.4.1. Language: All correspondences and documents related to the EoI response shall be in English language only.
- 3.4.2. The participating firm shall abide by the terms & conditions, as applicable, of the EoI.
- 3.4.3. All pages of the EoI 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 EoI, shall not be eligible to submit the EoI.

3.5. 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.

3.6. MISCELLANEOUS:

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

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

3.6.2. 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 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. List of infrastructure/equipment/software held by the firm along with details of their manufacturing facilities, if any.
- iii. Details and personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- iv. 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.
- v. Quality Management System Certificates.

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

- i. Shop & Establishment registration certificate.
- ii. Certificate of Incorporation / Partnership deed as applicable.
- iii. Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- iv. MSME, Start-up certificate
- v. GST certificate

4.3. Financial Qualification: -

- i. Shall have Avg Annual turnover of Rs.30 lakhs (min) during the last three financial years ending as on 31 Mar 2020 to participate in this EOI.
- ii. The Bidder shall enclose with its Proposal as per **Annexure-2**, 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 solution of converting Manned marine vessel to Unmanned vessel. MDL reserves right to consider or reject based on merits of such proposal.

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.	Tentative Technical Information/Queries (To be filled by firm)		As per Para 3.2.2 Table-1
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 conversion of Manned Marine Vessel to Unmanned Marine Vessel (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.