



MAZAGON DOCK SHIPBUILDERS LIMITED

(Formerly known as Mazagon Dock Ltd.)

CIN:U35100MH1934GOI002079

(A Government of India Undertaking)

Dockyard Road, Mazagon, Mumbai 400010. India.

Certified – ISO 9001:2008 for Shipbuilding Division

Website: www.mazagondock.in

EXPRESSION OF INTEREST (EOI)

Department	: Design – East Yard
E-mail ID	: avkhanolkar@mazdock.com
Phone no.	: 022 – 23763581
Fax	: 022 - 23738333
EOI no.	: EY/D/IT/EOI/03
EOI date	: 06 April 2022
EOI closing date & time	: 29 April 2022, 15:00 Hrs

EXPRESSION OF INTEREST (EoI) INVITED FROM FIRMS FOR CONSULTANCY IN IMPLEMENTATION OF INDUSTRY 4.0 IN SUBMARINE CONSTRUCTION OF MDL.

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Companies / Firms meeting the requirements of this EoI for consultancy in implementation of Industry 4.0 in Submarine Construction of MDL as per Scope of Work at Annexure -3

The Firms will be shortlisted based on this EoI & thereafter limited tender will be floated to the shortlisted firms.

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: BID REJECTION CRITERIA
6	SECTION – 6: 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 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	06 April 2022
2	Last date of Submission of EoI response	29 April 2022 , 15:00 Hrs

7. 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

SANJAY KUMAR SINGH
 GM (SERVICES-EAST YARD)
 6th Floor, Reclamation Building
 Mazagon Dock Shipbuilders Limited,
 Dockyard Road, Mumbai 400010
 Tel: 022-23763591
 E-Mail: sanjaysingh@mazdock.com / rpnemade@mazdock.com / avkhanolkar@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 WORK:

- a) MDL is seeking response from Companies / Firms, involved in consultancy for implementation of Industry 4.0 in Submarine Construction of MDL.
- b) The participating firm must possess basic necessary knowledge of the field of consultancy for implementation of Industry 4.0.
- c) The technology if any possessed by participating firm must be non-infringing while delivering the desired performance and it must be clear from third-party IP infringement claims.
- d) Interested companies meeting the Pre-Qualification Requirements (PQR) as given in Section-4 and ready to associate with MDL as per broad scope given in Annexure-3 are invited to submit their offer in response to this EoI.
- e) 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. The shortlisted firm will be required to sign a Non-Disclosure Agreement (NDA) regarding the confidentiality of Techno Commercial Aspects. If more than one valid responses are there, then subsequently, tender will be issued only to these shortlisted firms through Limited Tender Enquiry (LTE). Shortlisting of firms will be done as per qualification criteria & other aspects of this EoI.

10. 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.

11. 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.

12. 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.

13. 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 experience 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:

14. Technical Qualification: -

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

- a) Bidders Company / Firm Profile.
- b) Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- c) Bidder should have minimum experience of 05 years for the consultancy for implementation of Industry 4.0 in shipbuilding / ship repair industry and submit relevant documents during last 03 years.
- d) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.

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

- a) Certificate of Incorporation.
- b) Registration certificate from local bodies for conducting business.

16. Financial Qualification: -

- a) The Bidder shall have minimum annual average turnover of Rs 50 Lakhs during the last three years ending as on 31 Mar 2021
- 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) Documentary evidence in respect of Bidders experience in Industry 4.0 (i.e consultancy for implementation of Industry 4.0 in shipbuilding / ship repair industry). The total value of the Purchase Orders along with Work Completion Certificate for Industry 4.0 should not be less than 50 Lakhs.

SECTION– 5

17. **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 specialization 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.
- j) Non signing of the Non-Disclosure Agreement (NDA) for the EoI.

SECTION-6

Documents to be submitted along with EoI*

18. 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.		

EoI FORMS

Format for Covering Letter

[On the Letterhead of the Participating firm]

To,

SANJAY KUMAR SINGH
GM (SERVICES-EAST YARD)
6th Floor, Reclamation Building
Mazagon Dock Shipbuilders Limited,
Dockyard road, Mumbai 400010
Tel: 022-23763591

E-Mail: sanjaysingh@mazdock.com / rpnemade@mazdock.com / avkhanolkar@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 consultancy in implementation of Industry 4.0 Submarine Construction. We understand that MDL is 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/ 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/ Firms (if consortium):
2. Legal status of the Company (ies)/ Firms:
3. Brief description of the Company(ies) including details of its business groups / subsidiaries / affiliates:
4. Date of Incorporation / Registration:
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	Annual Turnover	Annual Net Profit	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

Scope of Work for Consultancy in implementation of Industry 4.0 in Submarine Construction:

The consultant is responsible for implementation of Industry 4.0 in Submarine Construction for the entire duration of the project as per the following scope:

- (a) Survey the yard and interact with the departmental heads for gathering the requirements and identification of the Use cases for the project. The tentative list of Use cases identified by MDL is attached at **Annexure 4. The consultant should review the same and propose addition/ deletion of the Use cases at the end of the survey.**
- (b) Design and validate the architecture framework as per the Use cases identified in point (a) above.
- (c) Preparing Technical Specification and Scope of Work for tendering the requirements.
- (d) Technical Evaluation of the bids received.
- (e) Monitor the Installation and commissioning of Industry 4.0 in Submarine Construction.
- (f) Monitor the AMC and Support for the commissioned system.

Note: The tentative timeline for completion from point (a) to (e) shall be T0 + 15 months where T0 is the starting date of the contract. For point (f), the tentative period for hand holding shall be 12 months after the Installation and commissioning of the system.

Annexure-4

Sr No	Use cases identified by MDL
1	Advanced CAD Software & Photogrammetry
2	Digital Twin
3	Project Management Analytics
4	Digital Workflow Management (across project planning, design, procurement, production)
5	AR/VR (for safety, training and customer experience perspectives)
6	Digital design management & creation support to improve TAT
7	e-Logbook
8	Digital Marketing
9	Digital training portal development & content creation
10	Document management systems and Data Lake
11	Digital Control Tower (a project control room with digital project management)
12	Digital performance monitoring across departments (E.g. I4.0, measuring factory throughput, micro-component tracing etc.)
13	Digital Kanban (E-Kanban)
14	Utility monitoring & optimization
15	Material marketplace & Digital Store Management
16	Predictive Maintenance & Utilization monitoring (Cranes, Forklift)
17	Predictive Maintenance & Utilization monitoring (Generators, pumps, others)
18	Dry dock & Quay planning tool
19	Robotics (for welding, cutting, material handling, painting/ blasting and other shipbuilding activities)
20	3D Printing (for ship building/ repair parts)
21	Berthing Aid Systems
22	CRM, Crew Management
23	Usage of IoT devices where human entry is risky
24	Existing equipment enhancements (E.g. enhancements to forklifts etc.)
25	IoT Driven QC
26	Smart Tools
27	Smart Lighting
28	Material Tracking