

**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](http://www.mazagondock.in)**EXPRESSION OF INTEREST (EOI)**

|                         |   |
|-------------------------|---|
| Department              | : Planning Additional Project – East Yard   |
| E-mail ID               | : <a href="mailto:atulkverma@mazdock.com">atulkverma@mazdock.com</a> / <a href="mailto:dsharma@mazdock.com">dsharma@mazdock.com</a> |
| Phone no.               | : 022 - 23763596  |
| Fax                     | : 022 - 23724932  |
| EOI no.                 | : EY/PLG/AP/HE/2020/04  |
| EOI date                | : 12 Aug 2020   |
| EOI closing date & time | : 21 Aug 2020, 17:00hrs   |
| EOI opening date & time | : 21 Aug 2020, 17:15hrs   |

**CALL FOR EXPRESSION OF INTEREST FOR COLLABORATION IN**  
**DESIGN OR FABRICATION OF HEAVY ENGINEERING**  
**EQUIPMENTS FOR CHEMICAL PROCESSING UNITS, POWER**  
**SECTOR, STEEL SECTOR, OFFSHORE- ONSHORE OIL**  
**FACILITIES, NUCLEAR ENERGY, DEFENSE EQUIPMENT, PUMPS,**  
**VALVES & INNOVATIVE PRODUCTS**

**1. Introduction**

- a) 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.
- b) To diversify its product portfolio, MDL is looking forward to collaborate with firms, which are technically competent and have proven track record of undertaking work in Equipment Design and/or Manufacturing for Heavy Engineering sector like Chemical process plants, Renewable and Non-

Renewable power generation units, Steel metal mining Sector, Start-up companies having Defence production license, MSME companies having innovative products and interested in working in collaboration with MDL. MDL has state of the art technology, expertise in specialized welding, skill and facilities to manufacture Heavy engineering equipment faster, cheaper & without compromising quality. Bidder may add on additional information and can be mention in their technical specification. List of areas for collaboration is placed at **Annexure-1**.

- c) Heavy engineering equipment will be constructed on work share basis with the utilization of each other's facilities, after finalizing an MOU between MDL and the prospective firm.
- d) Interested parties should submit relevant documents of similar completed/on-going projects for evaluation. Firm can submit product catalogue of similar vessel, indicating physical & operation characteristics, essential features and other relevant details.
- e) The qualified firms of this EOI shall be short listed accordingly and other terms and conditions as may be required shall be detailed in the MoU, which shall be signed between MDL and the shortlisted firms of the EOI. Subsequently, tender will be issued only to these shortlisted firms through Limited Tender Enquiry (LTE). Shortlisting of firms will be done as per MDL procurement procedure based on prequalification (technical, commercial and financial) documents submitted by firm & this will be binding on bidders.

## 2. **Pre-Qualification Criteria**

### **Bidder shall Submit**

#### a) **Technical Qualification: -**

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

- i. Bidders Company Profile.
- ii. List of infrastructure/ equipment's held by them along with details of their manufacturing facilities.
- 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 project / work performed during last 03 years.
- v. Bidder to submit a declaration on its letter head stating that firm is not under any litigation and under any notice of ineligibility issued by Govt. of India/State Govt./Public Sector Undertakings etc.
- vi. ISO 9001:2005 or higher certificate

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

Bidders Registration Certificates as: -

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

- c) **Financial Qualification:** -

- i. Shall have Avg Annual turnover of **Rs. 1 Cr (min)** during the last three years ending as on 31 Mar 2020 to participate in this EOI. However, waiver can be given to start-ups having valid certificate.
- 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.
- iii. Bidder shall demonstrate access to unutilised line of credit / overdraft facility / cash credit facility from its consortium of banks. Alternatively, or complimentarily should demonstrate liquid asset in form of cash / marketable securities in its balance sheet.
- iv. Start-ups are exempted from submission of prior turnover details and prior experience / PO copies. This exemption will be granted only for the Start-ups having proven innovative products (certified by certifying agency, Govt recognized institutes).

### **3. Instruction to Bidders Responding to EOI: -**

- a) MDL reserves the right to modify, expand, restrict, scrap this proposal or reject any Expression of Interest without assigning any reason thereof.
- b) MDL reserves the right to make inquiries with any of the clients listed by the bidders in their previous experience record. Further MDL may ask the firm to make presentation to understand the capability of the firm w.r.t project planning, capability, experience, approach methodology etc.
- c) The interested parties may visit MDL facilities at Mumbai and Nhava to assess the workplace and get first-hand information regarding the infrastructure.
- d) It may be noted that MDL will not reimburse any cost incurred by the bidders towards the preparation and submission of the EOI.
- e) The proposal and all associated correspondence shall be in English.
- f) MDL reserves the right to visit the work facility of bidders to verify the adequacy of specialised work being undertaken vis a vis the infrastructure available. In the absence of adequate infrastructure facilities, the offer submitted is liable for rejection and hence will not be considered for prequalification.

4. **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 at Para 2 above.
- f) Declared ineligible by the Government of India / State govt. / Public sector undertaking.
- g) Bids with technical requirements and or terms not acceptable to MDL.
- h) 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.

**5. Submission of Proposal Against Expression of Interest: -**

- a. Proposal (Original + one soft copy) super-scribing the enquiry number, enquiry subject, last date for receipt of EOI and shall be addressed to 'Chief Manager (Planning-East Yard), Mazagon Dock Shipbuilders Limited, Dockyard road, Mumbai400010', with all credentials mentioned above.
- b. Due to ongoing situation of lockdown, firms can also submit their proposal online on email ID: [atulkverma@mazdock.com](mailto:atulkverma@mazdock.com); [dsharma@mazdock.com](mailto:dsharma@mazdock.com). Max limit of data transfer is 10 MB.

**6. The contact point for any clarification / correspondence at MDL, Mumbai is:**

Sanjay K Singh  
AGM (PIg-EY)

Atul Kr. Verma/ Deepak Sharma  
CM(PIg-EY)

Contact No- 022-23763591

Contact no- 022-23763596

Yours faithfully,  
For Mazagon Dock Shipbuilders Limited,

HOD (Commercial-EY)

**List of annexure:**

- c. Annexure - 1: Areas of collaborations
- d. Annexure - 2: Format for Financial Capability

**Annexure-1****List of Areas/ Equipment of collaboration**

A) MDL is looking forward to finalize collaborator in designing, manufacture or both in heavy engineering sector like Chemical Process Plants, Power Sector, Nuclear Sector, Renewable and Non- Renewable energy generation, Offshore- Onshore oil facilities. Collaborators may add on additional information and can mention in their technical specification. List of Heavy engineering equipment/ areas is as follows:

- a. Large dimensional Vessels/ Columns.
- b. FCC Reactors/ Regenerator.
- c. Coke Drums/ Coker Chambers
- d. Pressure Vessels & Large Columns for Liquefaction Plants.
- e. Stainless steel Columns.
- f. Reactor Vessels.
- g. Steam generators
- h. Heavy water production equipment.
- i. Heat Exchangers
- j. Radioactive material storage facilities.
- k. Equipment of Fertilizer plants ex. Ammonia convertor, Urea striper, large absorber regenerators
- l. Coal Gasification plants equipment. Ex. Gasifier pressure vessels, Slurry heaters, Larger pressure, non-pressure vessels.

Bidder can also add their area of specialization in heavy engineering field, other than above listed areas/equipment.

B) MDL is having expertise in the specialized welding. Any Heavy Engineering firm having interest to collaborate with MDL to leverage respective expertise for future business can also respond to this EOI.

C) Registered MSMEs or Start-ups companies, having Defence production license & interested in working in collaboration with MDL, can also participate against this EOI.

D) MSMEs or Start-up firms having innovative product in the field of marine requirements and interested in working in collaboration with MDL, can also participate in this EOI.

E) Firms having Experience in Design, Manufacturing & Supply of Pumps & valves for marine platforms and interested in working in collaboration with MDL, can also participate against this EOI.

**Annexure-2****FORMAT FOR FINANCIAL CAPABILITY**

| <b>Sl. No.</b> | <b>Last three Financial Year</b> | <b>Annual Turnover</b> | <b>Profit after Tax(PAT)</b> | <b>Networth as at the end of the financial year</b> |
|----------------|----------------------------------|------------------------|------------------------------|---|
| 1              |                                  |                        |                              |   |
| 2              |                                  |                        |                              |   |
| 3              |                                  |                        |                              |   |

**To be signed by the Authorized Signatory of the Applicant with Name, Designation, seal and date.**

\_\_\_\_\_

**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.**