



MAZAGON DOCK SHIPBUILDERS LIMITED

(Formerly known as Mazagon Dock Ltd.)

CIN: U35100MH1934GOI002079

(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	: dsharma@mazdock.com/ subhendusingh@mazdock.com
Phone no.	: 022 – 2376 3596/3718
Fax	: 022 - 23724932
EOI no.	: EY/PLG/AP/GEN/313-H/2022/Drones /01
EOI date	: 07 July 2022
EOI closing date & time	: 20 July 2022, 15:00hrs

**EXPRESSION OF INTEREST (EOI) INVITED FROM INDIAN FIRMS FOR
COLLABORATION IN DESIGN, DEVELOPMENT & MANUFACTURING OF VARIOUS
TYPES OF DRONES & ASSOCIATED FACILITIES**

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Indian Firms meeting the requirements of this EoI for collaboration in Design, Development and Manufacturing of Drones & associated facilities under following category.

- Multi Utility Long Endurance Drone (MULE)
- Amphibious Drone
- Hybrid Airship
- Heavy Lift Drone
- Drone Based Lifebuoy with AI
- Ship Launched Tactical Drone
- Wireless Charging Station for Drones

Initially MoU shall be signed with suitable shortlisted firm based on this EoI & thereafter definite agreement may be entered into by prospective parties & MDL on project to project basis.

The detailed terms and conditions for work share, investment plan and commercial terms of definitive agreement on project to project basis shall be mutually agreed upon.

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	7th July 2022
2	Last date of Submission of EoI response	20th July 2022 : 1500 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

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 / subhendusingh@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.

8.1. **TECHNICAL DESCRIPTION:** The basic description of various types of drones & associated facilities under subject matter for collaboration in Design, Development and Manufacturing is elucidated as follows:

8.1.1. **Multi Utility Long Endurance Drone (MULE):** Should have payloads such as radar, ASW, ELINT, COMINT, AIS, Communication Relay, EO-IR and ADSB. The endurance should be >10 hrs. without payload.

8.1.2. **Amphibious Drones:** A manned/ unmanned aircraft fitted with required payloads and capable of land on water. It should be capable of operation from land as well as from water.

8.1.3. **Hybrid Airship:** It derives its lift from a combination of LTA (lighter than air) and the aerofoil shape. It should have long endurance along with speeds comparable with helicopter and can carry heavy loads.

8.1.4. **Heavy Lift Drone:** Capable of carrying atleast 100 kg to be used for transfer of spares/store (and personnel in case of emergency) with capability to be autonomously launched and recovered from a moving ship.

8.1.5. **Drone based Lifebuoy with AI:** A drone in an enclosed box which is constantly charged and records the ships movement through the use of GPS. On the man overboard alarm being activated, the drone gets airborne and retraces the ships path. On recognizing the presence of a person in the water a lifebuoy is released.

8.1.6. **Ship Launched Tactical Drone:** Taking off and landing on a moving warship is a complex task which hampers several operations at sea including immediate actionable insights. A drone/unmanned Aerial vehicle with more than 100 minutes and range of 15 km with autonomous takeoff and landing from moving warship is a solution that can be implemented on warships.

8.1.7. **Wireless Charging Station for Drones:** Minimizing the response time for multiple drone operations, deployment and charging is required for a reliable hassle free drone operation. Rapid UAV deployment, autonomous operations, and remote location monitoring is required for any installation.

A solution which could do drone storage and deployment with automatic wireless charging post drone mission completion without human intervention is required.

8.1.8. **AIM & AREA OF COLLABORATION:** MDL invites response from Indian Firms meeting the requirements of this EoI for collaboration in Design, Development and Manufacturing of various types of drones & associated facilities as elaborated above.

8.2. **SCOPE OF ASSOCIATION:**

8.2.1. MDL is seeking response from Indian firms, duly registered & incorporated under Company Law of India, interested in collaboration with MDL for Design, Development and Manufacturing of various types of drones & associated facilities elaborated above.

8.2.2. The participating firm must have past experience in area of Design, Development and Manufacturing of drones & associated facilities under category opted by firm in its covering letter (as per covering letter format attached herewith) for collaboration with MDL.

8.2.3. 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.

8.2.4. 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.

8.2.5. 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. If more than one valid responses are there for a particular product/project category 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.

9. **INSTRUCTIONS**

9.1. Language: All correspondences and documents related to the EoI response shall be in English language only.

9.2. The participating firm shall abide by the terms & conditions, as applicable, of the EoI.

9.3. All pages of the EoI shall be duly signed by the authorised signatory.

9.4. Multiple proposals from the same participating firm should not be submitted.

9.5. 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.

9.6. MDL reserves right to waive off any of qualification criteria to Indian Start-ups & MSMEs based on merit of case to case basis.

- 9.7. 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.

10. 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.

11. MISCELLANEOUS: Right to accept or reject any or all Applications:

- 11.1. 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.
- 11.2. 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.
- 11.3. 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.

12. 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 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:

13. Technical Qualification: -

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

- a) Bidders Company 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.
- d) Bidder to submit relevant documents for the similar Innovative projects / work performed during last 03 years.
- e) Bidder to submit Technical specification of product at Annexure-3.
- f) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- g) Quality Management System Certificate as per International norm

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

- a) Company registration Certificate &
- b) Company incorporation certificate

15. Financial Qualification: -

- a) The Bidder shall have minimum annual average turnover of Rs. 1 (One) Cr. during the last three years ending as on 31 Mar 2022.
- 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.

Note: MDL reserves right to waive off any of qualification criteria to Indian Start-ups & MSMEs based on merit of case to case basis.

SECTION- 5

16. **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***

17. **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	Technical Specification of Product	Annexure-3	

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- 022-2376 3596
 E-Mail: gjadav@mazdock.com/ subhendusingh@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 be willing to collaborate with MDL for Design, Development and Manufacturing of Drones & associated facilities under following category.

Sr. No.	Product (Category of Drones) for collaboration	Frim to tick the product category for collaboration
a.	Multi Utility Long Endurance Drone (MULE)	
b.	Amphibious Drone	
c.	Hybrid Airship	
d.	Heavy Lift Drone	
e.	Drone Based Lifebuoy with AI	
f.	Ship Launched Tactical Drone	
g.	Wireless Charging Station for Drones	

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	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.

Technical Specification of Product

The firm to indicate the following minimum specifications under product category The specifications mentioned are bare minimum and the firm may provide additional information about the product performance.

Sr. No.	Product	Specification	Firm to specify
1.	Multi Utility Long Endurance Drone	Weight (without payload)	
		Endurance	
		Payloads	
		Range	
2.	Amphibious Drone	Weight (without payload)	
		Endurance	
		Payloads	
		Range	
3.	Hybrid Airship	Vessel lift mechanism	
		Weight (without payload)	
		Endurance	
		Payloads	
		Range	
4.	Heavy Lift Drone	Weight (without payload)	
		Endurance	
		Payloads	
		Range	

5.	Drone Based Lifebuoy with AI	Weight (without payload)	
		Endurance	
		Payloads	
		Range	
6.	Ship Launched Tactical Drone	Weight (without payload)	
		Endurance	
		Payloads	
		Range	
7.	Wireless Charging Facility for Drones	Charging Rate	
		Size of Charging Station	
		Charging Capacity	