

AUTHOR'S CERTIFICATE

I certify that I have not used any classified information and/ or material or any classified information obtained by me in my official capacity in preparing Reply to Pre-Bid Queries for procurement of 04 CGSUAS for ICG under 'Buy (Indian)' category with Overall IC-60% (IC % for material/ component/ software manufactured in India is 50% of overall IC) for Indian Coast Guard (ICG) to be uploaded on MoD website/ SHQ website www.indiancoastguard.nic.in for perusal of vendors.

Station: New Delhi

Date: 13 Nov 2025



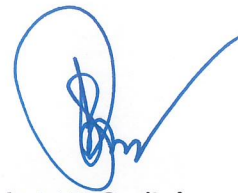
(SK Vashisth)
Commandant
Director (Maritime/ICG)
MoD Acq Wing

NO OBJECTION CERTIFICATE

I have perused the Reply to Pre-Bid Queries for procurement of 04 CGSUAS for ICG under 'Buy (Indian)' category with Overall IC-60% (IC % for material/ component/ software manufactured in India is 50% of overall IC) for Indian Coast Guard (ICG) submitted by Commandant SK Vashisth, Director (Maritime/ICG) and I have no objection to it being uploaded on MoD website/ SHQ website www.indiancoastguard.nic.in.

Station: New Delhi

Date: 13 Nov 2025



(PAAR Sadiq)
Rear Admiral
ADG Acq-Tech (M&S)

PRE-BID QUERY REPLY FOR M/S MATRIX SMART TECHNOLOGIES PVT LTD**1. General Requirements – Part 1**

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	Delivery schedule. The paragraph indicates to deliveries for Batch -1 within 16 Months and Batch-2 within 18 months which includes installation and integration.	(i) Acceptance of the system can be undertaken post integration activities and on availability of the ships from Coast Guard. What would be the tentative time frame for this activity since specialized manpower needs to be planned. (ii) Ship survey and sight survey of the air enclave/ air bases needs to be undertaken to understand equipment installation and associate activities for costing requirements.	Para 10	(i) Time frame for Delivery, Installation, Integration and Final acceptance is T0 + 16 months and T0 + 18 months for Batch 1 and Batch 2 respectively. In this regard, Para 1 of Annexure V to Appendix G of RFP is relevant (Page 90). (ii) Ship survey and sight survey of the air enclave/ air bases may be conducted on mutually convenient dates with CGHQ.
(b)	Codification. Codification needs to be undertaken in consultation with Directorate of Standardisation.	Necessary information on the lines as provided to Indian Navy for ILMS Air would be made available as part of the CGSUAS programme.	Para 16(b)	To be complied as per Part I, Para 16(b) of RFP are relevant.

(c)	<p>Training. Training for operator crew, payload operators maintainer crew and QA.</p>	<p>(i) Training to operators, payload operators, maintainers and QA would be provided as per licensed norms of the company. However, instructor qualification under training would be merit based. Non clearance of mandatory requirements would result in failure during instructor course. The OEM would not be accountable towards the failure in instructor course.</p> <p>(ii) Maintainer training includes enhance training on the air vehicle (maintenance AV) enhance necessary theoretical as well as practical on hands training would be imparted as part of the licensed training. The trainees do not need OJT after completion of the course and are qualified to handle the AV maintenance.</p> <p>(iii) CG needs to provide the location for conduct of theoretical training and practical training.</p> <p>(iv) CG needs to provide ship for conduct of ship board training for pilot operators.</p>	Para 19	<p>(i) To be complied as per Part I, Para 19(b)(aa) of RFP, 06 Operators and 03 Payload Operators are to be mandatorily trained to Instructor Level.</p> <p>(ii) To be complied as per Part I, Para 19(b)(ab) of RFP.</p> <p>(iii) To be complied as per Appendix 'G', Para 1a(i) of RFP.</p> <p>(iv) Will be provided subsequently.</p>
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2. Technical requirement –Part -2

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	Technical Trials. Bidder to submit technical documentation and draft ATP before commencement of FET.	Technical documentation from OEM pertaining to S-100 (as submitted for NSUAS contract for Indian Navy would be provided and approved copy of the ATP for S-100 would also be provided prior to commencement of FET. Modification/ amendment as necessary for meeting CG requirements can be indicated for inclusion.	Para 48-b	Bidder to submit technical documentation and draft ATP as part of technical bid or at least one month before commencement of FET as per Part II - Technical requirement, Para 48(b) of RFP.
(b)	Maintainability trials. Maintenance, repair and spares support through documentation concurrent to user trials.	(i) Current RFP asks for only O-level maintenance to be undertaken by the CG maintainers for which necessary spares and training would be imparted. (ii) Balance I-level and D-level activities are required to be undertaken by the OEM support in the country. (iii) OEM would provide a list of O-level spares as per provided to IN as part of NSUAS contract and a copy of the SMM (system Maintenance Manual) would be available for reference during the FET.	Para 48-c	To be complied as per Part II - Technical requirement , Para 48(c) of RFP.

(c)	Quality Assurance & Technical Evaluation Plan. Air worthiness and build SoP	OEM would provide air worthiness certification from EASA and also approved copy of following pertaining to S-100 platform: (i) DGAQA approved copy of QAP for S-100 (ii) DGAQA approved copy Build SOP for S-100	Para 50	To be complied as per Part II - Technical requirement, Para 50 of RFP.
(d)	Comprehensive Maintenance Contract. To commence on completion of warranty and continue for 02 years. 40 months to 66 months.	OEM will provide platform-based CMC for a period of 02 years post completion of individual warranties of platforms.	Para 55(f)	To be complied as per Part II - Technical requirement, Para 55(f) of RFP.

3. Operational Characteristics and Features – Appendix A

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	Communication relay. Communicate two way with other units on V/UHF using Communication Relay Module	S-100 has the capability to integrate Comms Relay and would undertake the same in case CG provides a certified unit. This is not part of the deliverables.	Para 5(b)(iv)	To be complied as per Appendix 'A', Para 5(b)(iv) of RFP.
(b)	EO/IR Payload. Is LRF required as it is not mentioned in the specification	Suggested that LRF will provide an accurate range.	Para 7 Role wise configuration	To be complied as per Appendix 'A', Para 7(b)(i) of RFP.
(c)	Target Size	Confirm the NATO standard target size used for calculating detection ranges for both Day and IR sensors	Para 7(i)(ag)	To be complied as per Appendix 'A' Para 7 (b)(i) of RFP.
(d)	Is 4K just the ground control station resolution?	Kindly clarify if the 4K resolution mentioned pertains only to the GCS display, as current sensor outputs (640x480 IR, 1280 x 720 day) do not support native 4K.	Para 7(i)(ae) & (af)	To be provided as per Appendix 'A' Para 7(a) (i) (ae) of RFP.
(e)	Shore Operations. Carrying out operations from beach and unprepared surfaces in 10mx10m area.	Shore operations are possible from 10mx10m area with no high-rise structures or growth within 20m of the take-off and landing area. Note the surface can be sandy and unprepared however it needs to be firm for a 200 kg platform to settle onto.	Para 9(b)	To be complied as per Appendix 'A', Para 9(b) of RFP (Page 31).

(f)	GNSS receiver. The receiver should comply with NAVIC constellation and not communicate to beidou (Chinese satellites)	Existing GNSS receiver is capable of receiving inputs from GNSS and GLONASS satellites as can be seen with existing NSUAAS platforms with Indian Navy. It can be configured to receive NAVIC Constellation inputs based on availability of necessary protocol data for NAVIC being provided by Gol/MoD	Para 11 (k)	To be complied as per Appendix 'A', Para 11(k) of RFP (Page 33).
(g)	Lifebuoy/ Life Jacket dropping mechanism. Provision to drop 04 inflatable life jacket (HDLJ) (1.5kgs) and 02 inflatable life buoys (2.5 kgs)	Necessary technical data pertaining to HDLJ and inflatable life buoys / samples is available to be provided for modification of existing dropping mechanism.	Para 20	To be complied as per Appendix 'A' Para 20 of RFP.
(h)	Training of operator and Maintenance crew	Annexure A, para 19 indicates to 36+04+04=44 maintainer training but Annexure 1 to Appendix A, Para 3(f)(ii)&(III)(ac) indicates to 49 personnel to be trained for O-level maintenance. The same needs to be reconciled.	Annexure 1 to Appendix A, para 3(f)	49 personnel includes 44 maintainer crew and 05 QA personnel as per Annexure I to Appendix 'A', 3(f) of RFP (page 38)

4. Commercial Clauses- Appendix -G

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	Total Contract Price is the final price negotiated by CNC including taxes and duties applicable at the time of signing of the contract.	Required clarification whether it includes CMC cost or not? (as performance bank guarantee is separate total price of CMC)	Appendix G- Para 1 (c) (i)	Total Contract Price is inclusive of CMC. To be complied as per Appendix 'H', Para 2(m) (Page 98)
(b)	Advance Payment	In the event of the successful bidder is unable to furnish the required advance bank guarantee, then how the payment structure would be devised? (similar methodology is provisioned in other Govt projects)	Appendix G- Para 1 (d) (i)	It be complied as per Para 1(d)(i) of Appendix G of RFP (page 76).
(c)	PWBG	(i). PWBG may be reduced from 5 % to 3% per all MSMEs. (ii) Further the PWBG shall be allowed in the form of bank guarantee or insurance surety bond also as governed by GOI, Ministry of Finance memorandum (copies attached)	Appendix G- Para 2	To be complied as per Para 2 of Appendix 'G' of RFP.

5. Taxes and Duties

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	Payment of taxes and duties all indirect Taxes and Duties will be paid at actuals or as indicated in the Commercial bid by the Bidder, Whichever is lower. In case of any change in the tax structure/ rates by BUYER's Government, only incremental/decremented change will be paid.	The clause states that taxes shall be levied as per actuals . But also mentions that taxes will be paid as per actuals or commercial bid, whichever is lower . These two points appear contradictory. Kindly clarify which provision will apply.	Page 98 para 2, Note of Appendix H	To be complied as per Para 2 (Page 98) of Appendix H

6. Bid Security: Earnest Money Deposit.

Ser.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
(a)	EMD- Valid upto and including 45 days after the period of 18 months or till signing of Contract, whichever is later.	Request if EMD be held for 45 days from date of signing the contract.	Para 8 (e) of Annexure I to Appendix J	To be complied as per Para 8 (e) of Annexure I to Appendix J.

PRE-BID QUERY REPLY FOR M/S PINAKA AEROSPACE SOLUTIONS PVT LTD

1. Trial Methodology (Appendix-F) – Field Evolution Trial

Sl. No.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
1.	Certification	For the test related to Mechanical Shock, Humidity, Random Mechanical Vibration, Temperature Humidity bias, and Salt Fog, specific test conditions are mentioned. Kindly clarify whether these test conditions correspond to any recognized test standards or if the test are to be conducted as per JSS:55555 standards at NABL-accredited laboratory.	Sub Section (n)	To be complied in conjunction with Part II- Technical Requirement, Para 48(b) of RFP (Page 19).
2.	Afloat Operations	The compliance requirement mentions OST and Documentation. Request clarification on the type of documentation required – whether it refers to a Design Document, Vendor Certificate, or any Technical Data sheet, considering that all functionalities under this section can be physically verified.	Sub Section (q)	To be complied in conjunction with Part II- Technical Requirement, Para 48 of RFP and Appendix 'F'.

Sl. No.	OBSERVATION	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
3.	Basic Design Features	Under serial numbers (ii)-(v), Documentation is mentioned as the compliance parameter. Request to clarify whether this documentation refers to a Vendor Certificate, Technical Manual, or a separate Technical Data Sheet of the respective product.	Sub section (r)	To be complied as per Appendix 'F', Sub section (r) (page 71) of RFP and Design certification be provided.
4.	Fuel System	The requirement states that unusable fuel should not exceed 2 litres and mentions Documentation as the compliance parameter. Request clarification on whether this refers to a Vendor Certificate, Technical Manual, or a Technical Data sheet of the fuel tank.	Sub section (s)(ii)	To be complied as per Appendix 'F', Para 2, Sub section S(ii) of RFP.
5.	Simulator Mode	Kindly confirm whether it is acceptable to provide an interactive Simulator for both GCS and CGSUAS, along with separate Training Videos addressing requirements under points (iii)-(vi)	Sub section (bb)	To be complied as per Appendix 'F', Sub section (bb) (page 74) of RFP.

PRE-BID QUERY REPLY FOR M/S TUNGA AEROSPACE INDUSTRIES PVT LTD

Ser.	QUERY/CLARIFICATION SOUGHT	REFERENCE	RESPONSE
1.	EO & IR Payload. Should EO/IR be separate or integrated?	7(a)(i)	To be complied as per Appendix 'A' Para 7(a)(i) of RFP (page 28).
2.	UAV could be battery-operated instead of fuel-based	Fuel system	To be complied as per Appendix 'A', Para 12 of RFP (page 33).
3.	Is a Defense Industrial License mandatory?	Licensing	To be complied as per Appendix 'L' Para 3(a) of RFP (page 122).

