

REQUEST FOR INFORMATION FOR PROCUREMENT OF AIRCRAFT ESCAPE & SEARCH AND RESCUE TRAINING SIMULATOR (AESARTS)

1. The Ministry of Defence, Government of India, intends to **procurement of Aircraft Escape & Search And Rescue Training Simulator (AESARTS)**.
2. This Request for Information (RFI) consists of Two parts as indicated below:-
 - 2.1. **Part I.** The first part of the RFI incorporates operational characteristics and features that should be met by the equipment. Few important technical parameters of the proposed equipment are also mentioned.
 - 2.2. **Part II.** The second part of the RFI states the methodology of seeking response of vendors. Submission of incomplete response format will render the vendor liable for rejection.

PART – I

3. **Intended Use of Equipment (Operational Requirements).**
 - 3.1. ICG is responsible to provide **Search and Rescue (SAR) and ensure safety & security to mariners** in EEZ spanning **200 Nm** from coastline and Indian Maritime Search and Rescue Region (ISRR) which in some areas extends up to **1000 NM**.
 - 3.2. ICG's growing need for high-fidelity survival simulation, including rotary and fixed wing underwater egress, blackout drills and a strong emphasis on Search and Rescue (SAR) operations are one of ICG's most critical requirements.
 - 3.3. India's expanding maritime and air surveillance responsibilities demand specialised training to handle multi-domain emergencies at sea and in the air. ICG plays a pivotal role in such operations especially in the domains of Search and Rescue (SAR), aviation emergencies, disaster response, and offshore recoveries including helicopter ditching and winch recovery to in-flight safety incidents and emergency egress.
4. **Important Technical Parameters.** The important technical parameters are placed at **Appendix C**.
5. Vendors should confirm that following conditions are acceptable:-
 - 5.1. The solicitation of offers will be as per 'Single Stage-Two Bid System'. It would imply that a 'Request for Proposal' would be issued soliciting the technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offers would be at least 18 months from the last date of submission of offers.
 - 5.2. The technical offers would be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.
 - 5.3. The equipment of all TEC cleared vendors would be put through a trial evaluation in India on a 'No Cost No Commitment' basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.

5.4. Amongst the vendors cleared by GS evaluation, a Contract Negotiations Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.

5.5. Vendor would be bound to provide product support for time period specified in the RFP, which includes spares and maintenance tools/jigs/fixtures for field and component level repairs.

5.6. The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DAP.

5.7. **Offset (if applicable).** The vendor has to undertake offset contracts amounting to _____% of the value of commercial proposals (Refer Appendix E to Chapter II of DAP 2020).

5.8. **Integrity Pact (if applicable).** An integrity pact alongwith appropriate IPBG is a mandatory requirement in the instant case (Refer Annexure I of Schedule I of DAP 2020).

5.9. **Performance-cum-Warranty Bond.** Performance-cum-Warranty Bond both equal to 5% value of the contract inclusive of taxes and duties is required to be submitted after signing of contract.

5.10. **ToT (if applicable).** GOI is desirous of license production of equipment after acquiring ToT in the case.

PART – II

6. Procedure for Response (Appendix A).

6.1. Vendors must fill the form of response as given in **Appendix B**. Apart from filling details about company, details about the exact product meeting other generic technical specifications should also be carefully filled. Additional literature on the product can also be attached with the form.

6.2. The filled form should be dispatched at under mentioned address:-

6.2.1. The Principal Director (Air Staff),
Indian Coast Guard Headquarters,
National Stadium Complex, New Delhi – 110001,
Telephone No. +91-11-23115367
E-mail ID: dte-as@indiancoastguard.nic.in).

6.3. The vendors short listed for issue of RFP would be intimated.

7. The Government of India invites responses to this request only from Original Equipment Manufacturers (OEM)/Authorised Vendors/Government Sponsored Export Agencies (applicable in the case of countries where domestic laws do not permit direct export by OEMs). The end user of the equipment is the Indian Coast Guard.

8. This information is being issued with no financial commitment and the Ministry of Defence reserves the right to change or vary any part thereof at any stage. The Government of India also reserves the right to withdraw it should it be so necessary at any stage. The acquisition process would be carried out under the provisions of DAP.

Appendix A
(Refer to Para 6 of RFI)

REQUEST FOR INFORMATION: PROCEDURE FOR RESPONSE

Request for Information for Procurement of Aircraft Escape and Search And Rescue Training Simulator (AESARTS).

1. The Indian Coast Guard is planning to procure **Aircraft Escape and Search And Rescue Training Simulator (AESARTS)**. With the view to identify probable vendors who can undertake the said project, OEMs/ Authorised Vendors are requested to forward information on the product which they can offer. The parameters/ broad specifications of the item are mentioned in the questionnaire attached as per **Appendix C**. In addition the vendors are required to furnish details as per Performa at **Appendix B**.
2. Apart from the information as per the Appendices the vendors may also forward technical details/ product brochures/ literature etc. pertaining to the item in question.
3. The required information/ details may please be forwarded at the following address by **28 Jan 26:-**

3.1. User Directorate:

The Principal Director (Air Staff),
Indian Coast Guard Headquarters,
National Stadium Complex,
New Delhi – 110001,
Telephone No. +91-11-23115367 and
E-mail ID: dte-as@indiancoastguard.nic.in).

Appendix B

VENDOR INFORMATION PROFORMA

1. Name of the Vendor/ Company/ Firm.

_____ (Company profile including Share Holding pattern, in brief, to be attached)

2. Type (Tick the relevant category).

Original Equipment Manufacturer (OEM) Yes/No

Authorised Vendor of foreign Firm Yes/No (attach details, if yes)

Others (give specific details)

3. Contact Details.

Postal Address:

City: _____ State: _____

Pin Code: _____ Tele: _____

Fax: _____ URL/Web Site: _____

Email: _____

4. Local Branch/ Liaison Office/ Agent (if any).

Name & Address: _____

Pin code: _____ Tel: _____ Fax: _____

Email: _____

5. Financial Details. Category of Industry (Large/ medium/ small Scale):

6. **Certification by Quality Assurance Organisation.**

Name of agency	Certification	Applicable from (Date & Year)	Valid till (Date & year)

7. **Details of Registration.**

Agency	Registration No.	Validity (Date)	Equipment
GeM			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. **Membership of FICCI/ASSOCHAM/CII or other Industrial Associations.**

Name of Organisation Membership Number

9. **Equipment/Product Profile (to be submitted for each product separately)**

9.1. Name of Product: _____

(IDDM Capability be indicated against the product)

(Should be given category wise for e.g. all products under night vision devices to be mentioned together)

9.2. Description (attach technical literature):

9.3. Whether OEM or Integrator:

9.4. Name and address of Foreign collaborator(if any):

9.5. Industrial License Number:

9.6. Indigenous component of the product(in percentage):

9.6.1 Overall IC (In percentage): _____

9.6.2 IC for material / components/ software manufactured in India (In percentage):_____

9.7. Status (in service/ design& development stage):

9.8. Production capacity per annum:

9.9. Countries/agencies where equipment supplied earlier (give details of quantity supplied):

9.10. Estimated price of the equipment_____

9.11. Indigenously produced subsystems, Line Repair Units, software and critical spares of the product:_____

9.12. Devices/ Line Repair Units for which Input/ Output Protocols are indigenously available for enabling replacement by indigenous equivalents or interfacing with equipment of own choice:_____

9.13. Capability for carrying out comprehensive Maintenance, Repair & Overhaul, Calibration and obsolescence management of the equipment / platform / system along with associated jigs, fixtures & test setups during the designed service life of equipment within India:_____

10. Alternatives for meeting the objectives of the equipment set forth in the RFI.

11. Any other relevant information:

12. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

(Authorised Signatory)

Appendix C

REQUEST FOR INFORMATION: AIRCRAFT ESCAPE AND SEARCH & RESCUE TRAINING SIMULATOR (AESARTS)

Instructions for furnishing information: -

1. The vendor response should be filled in English only.
2. The following units should be used- Weight (kilogram), Altitude (feet), Temperature (°C), Distance (nautical miles), Pressure (hPa), Length (meters)
3. Make and model of all equipment to be fitted for the project in the helicopter should be furnished in response column along with the information.
4. There are six sections viz. General requirements, Performance Analysis, Environmental and special effects simulation, Simulator's Characteristics, Training and Other Infrastructure and Certification & Maintenance Cycle. Please provide specific response/ compliance details and any other available additional features /Information.
5. The Request for Information (RFI) for procurement of Aircraft Escape Search And Rescue Training Simulator (AESARTS) winching facility simulator system that replicates realistic aircraft escape and rescue scenarios with advanced training features, safety, and operational fidelity for personnel preparedness should include typically specifications to impart realistic hands-on training for effective emergency handling. Provide high-fidelity, immersive scenarios tailored to aircraft rescue, include realistic equipment replicas and man-machine interfaces that simulate the actual controls and emergency procedures in order to enable training for diverse scenarios in a safe, controlled environment to improve decision-making, coordination, and technical skills. Support multi-disciplinary and multi-participant emergency response training, including search and rescue operations

REQUEST FOR INFORMATION: QUESTIONNAIRE

Ser No	Information Required a.	Response/ Compliance b.
1.	Time required for submission of RFP	
2.	Feasible Delivery Schedule after signing of contract	

SECTION – I

GENERAL REQUIREMENTS

1 General Infrastructure Description.

Ser. No	Information Required/Remarks a.	Response/ Compliance b.
1	The facility footprint design is to be highly space efficient. The facility shall feature a configurable swimming pool with adequate size and depth to accommodate simulator exercises, with appropriate water treatment to meet public pool water quality standards (sanitation, pH, chlorine)	
2	Specification, depth, other general characteristics of Facility up to M	
3	Simulator designed for the simultaneous deployment of multiple high-fidelity to support integrated sea survival exercises and environmental simulations, including wave, high wind, torrential rain, lightning, thunder, blackout, and fog scenarios	
4	The overall structure shall be designed to allow full simulator inversion and cross gantry crane-based multi-module transitions	
5	Accurate representation of aircraft or helicopter interior including seating, emergency exits, windows, and cockpit configurations.	
6	Functional emergency exits and underwater escape windows conforming to regulatory standards.	
7	Scenario Simulation: Ability to simulate multiple ditching and underwater scenarios such as rollover and pitch pole capsizes.	

SECTION – II

PERFORMANCE ANALYSIS

2 Modular Custom Designed Underwater Escape Simulator

Ser. No	Information Required/Remarks a.	Response/ Compliance b.
1	High fidelity modular military variant Underwater Escape Trainer designed to simulator replicating Rotary and Fixed Wing cabins with partially enclosed fuselage section	
2	Custom designed to ICG Aircraft like Chetak, Dhruv and Dornier, and other ICG platforms	
3	Configurable interior with multiple exit points (windows, doors, ceiling/floor hatches), external features like skids, deployable ramp, and wing stubs.	
4	Fully rotatable cabin (360° inversion) suspended via gantry hoist system.	
5	Capable of simulating panic-inducing conditions like blackout, fog, and wave motion and rotor water strike.	
6	Ability to submerge upright below water surface and be rapidly retrieved Integrated with underwater breathing drills and blind egress.	
7	Integrated crane or winching system for simulator movement in and out of the water and for rapid retrieval during emergencies	

SECTION – III

ENVIRONMENTAL AND SPECIAL EFFECTS SIMULATION.

3 Integrated Environmental Control Console

Ser. No	Information Required/Remarks a.	Response/ Compliance b.
1	The facility shall be equipped with a centrally controlled, integrated special effects system comprising wave, wind, rain, fog/smoke, lightning, and thunder effects.	
2	All systems will be operated through a central interface with real-time adjustment and scenario programming options, emergency stop functionality and PLC backend integration for full simulator synchronisation.	
3	Environmental controls to simulate underwater conditions such as visibility and water temperature.	
4	Optional motion platforms for simulating realistic movement	

4 Wave Generation System

Ser. No	Information Required/Remarks a.	Response/ Compliance b.
1	Multi-chamber, Pneumatic wave generator shall generate wave heights of up to 2 metres, with programmable wave patterns to replicate different sea states including rough weather scenarios.	
2	Multi Configurable Wave Patterns include Diamond, Double Diamond, Parallel, Half Parallel, Break Left/Right, Vee In, Vee Out.	
3	Environmental controls such as ventilation and temperature maintenance	

5 Wind Effects

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Wind effects up to 65 km/h, simulating maritime wind conditions.	
2	Wind systems synchronised with simulation modules for scenario fidelity.	
3	Oscillation: 300°	
4	Controls: Manual, semi-auto, or full-auto	

6 Rain System

Ser. No	Information Required/Remarks a.	Response/ Compliance b.
1	The facility shall include rainfall simulation systems capable of generating heavy rain conditions, as per training standards defined for military sea survival training.	
2	.Intensity Control: Adjustable from light drizzle to heavy downpour.	
3	Integration: Synchronized with wind and sound systems for storm simulations.	

7 Smoke and Fog Simulation

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Simulators shall be equipped to reproduce low-visibility conditions including dense fog and full blackout for visibility reduction and disorientation drills.	

8 Lighting and Thunder Effects

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Thunder and lightning simulation systems shall be integrated system to create storm conditions and associated disorientation during emergency escape training.	
2	Overhead strobes and LED fixtures simulating lightning bursts	
3	Surround-sound thunder simulation with directional speaker system to simulate realistic thunder/lightning storms.	
4	Lighting synchronised with rain/fog modules	
5	Transition capability from day to night visibility shall be supported to train pilots and personnel in limited visibility escape and coordination drills	

9 Sound Environment.

Ser. No	Information Required/Remarks	Response/ Compliance
1	Multi-channel effects simulating ocean, rotor, thunder, crash events Coordinated with lighting and rain for immersive distress scenarios	

SECTION – IV

SIMULATOR's CHARACTERISTICS.

1 Flight Gear for Training

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Full issue of aircrew Personal Survival Packs (PSPs), overalls, helmets, gloves, and Mae-vests for realistic rescue/survival training.	
2	Inclusion of both wet and dry underwater escape exercises	
3	Training in donning Personal Protective Equipment (PPE), emergency breathing devices, aviation lifejackets, and marine life rafts	
4	Rescue and emergency procedures including use of winching equipment for extraction from water	

2 HEED Simulator (Helicopter Emergency Egress Device).

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Breathing module compatible with CA-EBS, trains users in underwater breathing and emergency escape in disoriented conditions.	
2	Integrated into ditching cycles with mask handling, air supply management, and regulator clearing drills.	

3 Emergency Flotation System (EFS) Deployment Simulation.

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Simulates deployment of EFS for helicopters during controlled ditching or crash scenarios.	
2	Includes simulated drills for in-air failure and post-ditching inflation	

4 Search and Rescue (SAR) Trainer

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	High-fidelity training module designed for Rotary Wing SAR operations.	

5 Helicopter Rescue Hoist Simulator

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Realistic, motion-enabled rescue hoist integrated with edge platform, sliding aircraft doors, and variable sea conditions.	
2	Simulates full hoist rescue sequences including cabin-to-sea and sea-to-cabin retrieval under harsh environmental conditions.	
3	Supports stretcher, winch basket, solo lift, and fast-rope configurations.	
4	Simulates SAR and high sea state rescues with vertical and lateral instability	

6 Integrated package including

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Downdraft Fan (rotor wash simulation) generating wind speeds of up to 100 km/h.	
2	Lighting systems for day/ night and low-visibility operations	
3	HAL Dhruv-style sliding door configuration for realistic edge transitions	
4	Dual-location hoist training (edge and gantry) with pendant and bulkhead-style control interfaces.	
5	Non-slip platforms, safety railings, and grab bars for safe trainee movement under wet and turbulent conditions.	
6	Interior layout replicates operational SAR helicopters such as Dhruv and Chetak, including troop seats, overhead handholds, and functional hoist operator panels with NVG compatibility.	

SECTION – V**TRAINING AND OTHER INFRASTRUCTURE**

Briefing / Debriefing and Other Infrastructure. The facility shall include **purpose-built briefing and debriefing spaces** integrated with the operational flow of each simulation module.

1 Smart Classrooms

Ser No.	Information Required/ Remarks a.	Response/Compliance b.
1	Equipped with AV systems to support training content delivery, scenario briefings, and procedural walk-throughs.	
2	Designed for pre-training orientation and post-training feedback across all aircraft modules including Fixed and Rotary Wing Underwater Escape Trainer, SAR, Rescue Hoist	
3	Fitted with over/underwater HD camera feeds for post exercise playback.	
4	Enables real-time incident replay and structured feedback to enhance safety and performance.	

2 Support Facilities

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Locker and Changing Rooms for both male and female personnel with shower access and PPE storage.	
2	Crew rooms and instructor bays equipped for readiness, coordination, and operational supervision	
3	Equipment and stowage room for all components and accessories	
4	First Aid and other medical facilities/ Aids	

SECTION – VI

CERTIFICATION AND MAINTENANCE CYCLE

1 Certification & Integration

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	The training facility shall be certified by relevant Indian defence training authorities and aligned with international norms for survival simulation and underwater egress systems.	
2	A centralised operations control room shall monitor all simulator activity, with authority to override or halt any module for safety or instructional purposes.	
3	All simulators shall be equipped with fail-safe emergency controls, including lift interruption, water stop, and blackout override	
4	Support modular training growth, with simultaneous operation of Fixed and Rotary-wing Underwater Escape Trainer, SAR and Rescue Hoist systems.	
5	The facility shall be future-proofed for advanced systems and additional simulator modules as per growing needs of the ICG	
6	Compliance with aviation safety and underwater escape training standards	

2 Long-Term Support & Sustainment.

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Comprehensive 10-year support framework to ensure uninterrupted operations, high simulator availability, and continuous upskilling of ICG personnel.	

3 Operations Support.

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Onsite presence of certified simulation technicians and training coordinators	
2	Management of daily operations, scheduling, safety drills, and scenario customization	

4 Maintenance & AMC

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Planned Preventive Maintenance (PPM), corrective, and annual overhaul maintenance under an integrated AMC contract .	
2	Availability of critical spares and consumables stocked onsite	

5 Training Services.

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	OEM instructors, divers and medical cover for HUET, SAR and Rescue Hoist Modules.	
2	Upgradation of training SOPs aligned to evolving threats, aircraft systems, and ICG doctrine.	

6 Lifecycle Management

Ser. No	Information Required/ Remarks a.	Response/ Compliance b.
1	Full lifecycle support to simulators including software updates, structural integrity checks, and calibration.	

Appendix D

GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/ PREQUALIFICATION IN 'BUY (INDIAN-IDDMM)' 'BUY (INDIAN)' AND 'BUY & MAKE (INDIAN)' CASES

1. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDDMM), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. **Paragraph 2** deals with the parameters that may be considered for short-listing of vendors, whereas **Paragraph 3** amplifies the process for applying selected parameters to the process of Vendor Short listing.

2. Parameters.

2.1 General Parameters.

2.1.1 Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.

2.1.2 Business dealing with applicant Entity or any of its allied entities should not have been suspended or banned, by MoD/ SHQ or any Government Department or organization (as defined in Guidelines for Penalties in Business Dealings with Entities issued vide Ministry of Defence, D(Vigilance) MoD ID No 31013/I/2006-D(Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

2.1.3 "Entities" will include companies, with whom the Ministry of Defence has entered into, or intends to enter into, or could enter into contracts or agreements.

2.1.4 "Applicant entity" may be a company, subsidiary, an associate company (as defined in the Companies Act, 2013), a consortium or a Joint Venture (JV).

2.2 Technical Parameters.

2.2.1 Vendor shall be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in cases where the OEM participates only through its authorised Vendors.

2.2.2 Minimum **two years** experience in **broad areas like manufacturing/ electronics/ explosives etc. as applicable in the instant procurement case.** If not, then cumulative experience of at **least three years in above areas**, resulting in gaining of competence for manufacturing the proposed product. (In case the SHQ feels that for a particular equipment a lesser experience could be accepted, then the same should be got approved by the competent authority before including the same in the RFP).

2.2.3 Where product involves integration, previous experience **of not less than one year/ one project** in integration of systems/ equipment shall be required.

2.2.4 Turnkey Projects. Experience of successful completion of one Turnkey project of similar nature within last five years with value of at least 20% of AoN cost or currently executing a contract of similar nature with value of at least 30% of the AoN cost. In case of no experience in Turnkey projects, the vendor for main component of the Turnkey project may be selected if it has experience as per paragraph 2.2.2 above and experience of installation or integration of similar equipment/system or system of systems.

2.2.5 ICT Cases.

2.2.5.1 Certification to be included if linked to scope of work – Gartner Quadrant/ISO9001/CMMi3 or more (specifying development/service/acquisition models)/ISO27001. For Information Security and large value projects preferably CMMi5 may be specified.

2.2.5.2 Compliance with IEEE/ ITU standards depending upon nature/type of project or solution required.

2.3 Financial Parameters.

2.3.1 Average Annual Turnover. Minimum average annual turnover for last three financial years, ending 31st March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 30% of estimated cost of the Make portion.

2.3.2 Net Worth. Net worth of entities, ending 31st March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 5% of estimated cost of the Make portion. For orders above ₹ 5000 crores, the Net worth of group companies can be considered on production of suitable documentary assurance.

2.3.3 Insolvency. The entity should not be under insolvency resolution as per Indian Bankruptcy Code at any stage of procurement process from the issuing of RFP to the signing of contract.

2.3.4 Credit Rating (Desirable Financial Parameter). Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as **CCR-BBB or better**, and **SME-04 or better for SMEs** issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

(Note 1: All the above Financial Parameters, except Paragraph 2.3.3 above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is ₹150 crores and below. However, Net worth of entities should not be **negative**.

Note 2: The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crores so as to keep the estimated cost of procurement confidential).

2.4 Other Parameters.

2.4.1 Industrial License (IL). Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of FET. (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).

2.4.2 Registration. Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.

3. Stipulations for Applying Parameters.

3.1 Areas like manufacturing/ electronics/ explosives etc. referred to at Paragraph 2.2.2 should be defined in each case of procurement.

3.2 In case the Applicant Entity is unable to meet the Financial Parameters by itself, it may rely on its **Holding Company** (as defined in the Companies Act, 2013 and amendments thereof) ("Companies Act") for fulfillment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfillment of **ALL** the Financial Parameters.

3.3 In case the Applicant Entity is unable to meet one or more of the Technical Parameters by itself, it may rely on a Group Company(ies) for fulfillment of the Technical Parameters. A Group Company in relation to the Applicant Entity may be:-

3.3.1 A company of which the Applicant Entity it is an Associate Company. Such company should have ownership, directly or indirectly, of at least **26%** of the voting shares of the Applicant Entity.

3.3.2 A company which is an Associate Company of the Applicant Entity. The Applicant Entity should have ownership directly or indirectly, of at least **26%** of the voting shares of such Associate Company.

3.3.3 A Company with whom the Applicant Entity is commonly owned, directly or indirectly, for at least **26%** of the voting shares by another company. For example: An Applicant Company A is an Associate Company of Company B, in which B holds at least 26%. Further, C is also an Associate Company of B, in which B holds at least 26%. In this case the Applicant Company may use the credentials of C as well.

3.3.4 The Holding Company and Subsidiary Companies (as defined under the Companies Act) of the Applicant Entity.

3.4 The Applicant entity may be a single entity or a group of entities (the "Consortium"), coming together to implement the project. In such case:-

3.4.1 The credentials of only those members or their related entities may be counted, who have at least **26%** equity stake in the Consortium.

3.4.2 Each Consortium should have a designated **Lead Member**.

3.4.3 For Technical Parameters, **any of the Consortium members or their Group Companies** may meet the criteria.

3.4.4 For Financial Parameters; the Turnover and Net Worth of the Consortium Member shall be reckoned **proportionate to Consortium Member's equity stake** in the Consortium, and each Consortium member should meet the other criteria pertaining to Insolvency and Credit Rating. In case the Consortium Member relies on its Holding Company for any one of the above-mentioned Financial Parameters, then reliance must be placed on the Holding Company for meeting **all the financial Parameters**.

3.5 Vendors should provide all necessary self-authenticated documentation in support of their achievement of criteria. Such documentation should inter-alia include:-

3.5.1 Details of projects/ supply orders successfully executed in the last two years.

3.5.2 Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.

3.5.3 Details of shareholders, promoters, associated, allied and JV companies.

3.5.4 Details of vigilance action, viz. ongoing investigation and suspension/ debarment/ blacklisting actions against the applicant entity or any of its allied entities, parent company or consortium and JV partners, if any by any Department/agency of Central Government.

3.5.5 A certificate from CA/CS indicating the financial parameters for the last three years as per Paragraph 2.3.

(**Note:** If a vendor is already a supplier to MoD and/ or has already provided the above documents in such cases, it should be necessary for the vendor to resubmit only such documentations as is necessary to update the above).

3.6 Any vendor furnishing false information will be liable for action as per existing guidelines.

3.7 Based on these generic parameters, more specific criteria should be evolved by the SHQ with regard to Technical and Financial parameters {Paras 2.2 and 2.3 above} in each procurement case depending upon requirements peculiar to each case keeping in view the overall need to ensure wider vendor participation. The specific criteria evolved by the SHQ for each case, as per these guidelines, may be got approved by the competent authority before including the same in the RFPs.

4. **Start Ups/ MSMEs.** Start ups would be defined as per G.S.R. 127 (E) dated 19 Feb 2019 (as amended from time to time). For procurement cases where the estimated cost is not exceeding ₹100 crores/ year based on delivery schedule at the time of seeking AoN or ₹ 150 crores, whichever is higher, to encourage the Start Ups/ MSMEs and build Industrial ecosystem, the recognized Start Ups/ MSMEs in the relevant fields may be considered for issue of RFP without any stipulation of Financial parameters, except Paragraph 2.3.3 above (Insolvency) and with General and Technical parameters to be decided on case to case basis.

(**Note:** Start Ups should not be confused with New entrants who may be high/ mid-sized groups having financial support and manufacturing experiences and now venturing into Defence Production).

5. The criteria for vendor selection shall be clearly stipulated in RFPs so as to maintain transparency. Care shall be taken to ensure that the stipulated criteria are not open to subjectivity and arbitrary interpretation.

