

# **MISHRA DHATU NIGAM LIMITED**

A Govt of India Enterprise

P. O Kanchanbagh, Hyderabad – 500058, Telangana, India.

Corporate Identity Number : U14292AP1973GOI001660

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**Invites**

## **EXPRESSION OF INTEREST FOR IDENTIFYING SUITABLE PARTNER FOR BIOMETRIC TECHNOLOGY BASED WEAPON STORAGE SYSTEM**

**Ref: MDN/PUR/EOI/JV/19-20 Dt.14/09/2019**

Submission of EOI on or before	15/10/2019 by 10:30 Hrs
Opening of EOI	15/10/2019 by 10:35 Hrs

**Note:**

- Detailed Invitation for Expression of Interest is attached herewith.
- All Bidders need to submit the Documents as listed in a Sealed Cover with Title as “EOI for Weapon System Storage, on or before 15/10/2019 at 10:30 Hrs to :  
AGM (I/C PURCHASE)  
MISHRA DHATU NIGAM LIMITED  
PO: KANCHANBAGH  
HYDERABAD – 500 058  
TELANGANA
- Any Corrigendum to the EOI shall be published in MIDHANI website only.

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## 1. **Introduction & Objectives:**

Mishra Dhatu Nigam Limited (MIDHANI) is a Public Sector Enterprise under Ministry of Defence and is located in Hyderabad, Telangana, India. It has wide manufacturing facilities to manufacture armoured steel, low alloy steels, high alloy steels, special steels, stainless steels, super alloys, titanium & titanium alloys in various forms and sizes. MIDHANI is catering to the requirements of various sectors for the above indigenously developed material. At our armouring plant at IMT, Rohtak, MIDHANI intends to set-up production facility for Biometric Technology Based Weapon Storage System as one of its product.

MIDHANI desires to identify suitable partner for Design, Development and Fabrication of Biometric Technology Based Weapon Storage System for Defence Forces and Central Armed Police Forces. Potential partner should have following competence and exposure:-

- a. Expertise in Design, Development and Fabrication of Biometric Technology Based Weapon Storage System.
- b. Other desired activities exposure to manufacturer Biometric Technology Based Weapon Storage System:-
  - i. Knowledge of Design and Dimensions of Small Arms of Defence Forces and Central Armed Police Forces.
  - ii. Operation of Machines to fabricate Weapon Storage System
  - iii. Exposure to electronic to identification and bio-metric instruments related to Weapon Storage System.

MIDHANI invites applications from reputed parties through this EOI. Interested parties shall have its own Design, Development and Manufacturing/Fabrication facility.

## 2. **Scope of EOI:**

- a. **MIDHANI shall:-**
  - i. Manufacture and supply the input material based upon ToT by Partner.
  - ii. Provision of Commercially Off The Shelf (COTs) items.
  - ii. Undertake assembly and carry out testing/specification test as per trial directive/requirements.
  - iii. Undertake marketing of the product.
- b. **Partner shall:-**
  - i. Transfer product and manufacturing Technology of Weapon Storage System to MIDHANI.
  - ii. Manufacture product/sub system/components based upon orders and supply of material by MIDHANI.
  - iii. Participate in testing and trials.

## 3. **Roles and Responsibility of the Parties:**

- a. **MIDHANI:**
  - i. Marketing of Product and seek orders.
  - ii. Provision of material for biometric based weapon storage system.
  - iii. Set up production and testing facility for material/sub Systems.
  - iv. Assembly, Testing and Trials of the product.

- b. **Partner:** Partner and MIDHANI shall enter into a MOU for ToT for manufacturing various variants of Biometric Technology Based Weapon Storage System as per requirement of Defence Forces, CAPFs and State Police Forces.

- (i) Partner will provide MIDHANI complete design as well as all engineering support elements to set up the manufacturing facility at MIDHANI.
- (ii) Establish required manufacturing and quality control facilities as per Bill of Materials of product to execute orders.
- (iii) Organize and participate in Testing of the products during trials

4. **Eligibility Criteria:** Organizations that meet the following criteria only need to participate:-

SI No.	Criteria	Documents for Confirmation
A	Annual turnover of the Organization should be INR 3 Crores or equivalent foreign currency for the last three consecutive financial years (i.e. FY 2015-16, 2016-17 & 2017-18).	Copies of audited annual account statements to be submitted.
B	Should have positive net worth in each of the previous three financial years (i.e. FY 2015-16, 2016-17 & 2017-18) or Submission of Solvency Certificate for INR 1.20 Crores or equivalent foreign currency issued not earlier than 6 months from the date of EOI.	Copies of audited annual account statements to be submitted. It should be issued by nationalized or scheduled bank from India.
C	<p>i. Should be <b>Registered Indian Company</b> and should have been established and operating body fabricator since at least 4 years before the date of this advertisement.</p> <p style="text-align: center;"><b>OR</b></p> <p>ii. A <b>Company Registered Outside India</b> established and operating as body fabricator since at least 4 years before the date of this advertisement.</p>	<p>Certificate of Incorporation issued by the Registrar of Companies clearly stating the year of establishment.</p> <p>Certificate of Incorporation issued by the appropriate statutory authorities.</p>
D	<p>i. Indian Registered Companies should have GST, PAN, and TAN.</p> <p>ii. Global companies should have required documents with respect to tax assessment and accounting as per statutory requirements of their country.</p>	<p>i. Details &amp; copies of GST, PAN &amp; TAN to be submitted.</p> <p>ii. Undertaking to obtain GST, PAN, TAN &amp; TIN if selected as partner.</p>
E	Should not be a trading company.	Self-certified document to be submitted.
F	Details of IPR of the product.	Attach details of design if holding any IPR of the product. Otherwise respond by quoting "Not Applicable."
G	Should have supplied weapon storage system in the past to minimum two customers.	Attach details of Purchase Order of the customers and performance certificate of same.

5. **Application Form**  
(To be filled by the Party and submitted along with EOI)

SI No.	Description	Response from Party
a	Name of the Firm	
b	Address of the firm with website	
c	Details of contact person (a) Name : (b) Email : (c) Tel : (d) Mob: (e) FAX :	
d	Please enclose a brief about the history of your company, capabilities & facilities, collaborators, manpower, marketing distributors, financial standing etc. Attach literatures/documents to support your statements wherever necessary	
e	Please enclose the catalogue / technical literatures / brochure	
f	Is your company registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely GST registration, etc.,	
g	Nature of the company : PSU / Limited / Listed Company / Partnership Co. / Private Enterprise / Proprietorship Concern	
h	Please provide the sales turnover and PBT of your company for the last five years :	
i	<b>Please fill the Annexure1 &amp; Annexure 2.</b>	
j	Any other points, that you may wish to add and details of IPR.	
k	PI specify Royalty % to be charged against sales ( <b>range of royalty slab should not be quoted as it will be rejected</b> )	<b>PI submit in closed and sealed envelope as per procedure at Para 7 below.</b>
L	Agreed for mutually sharing of cost and profit based upon order to order basis,(yes/no).	
M	Agreed for warranty and AMC support to products sold as per customers terms and conditions negotiated with MIDHANI customers. (yes/no).	

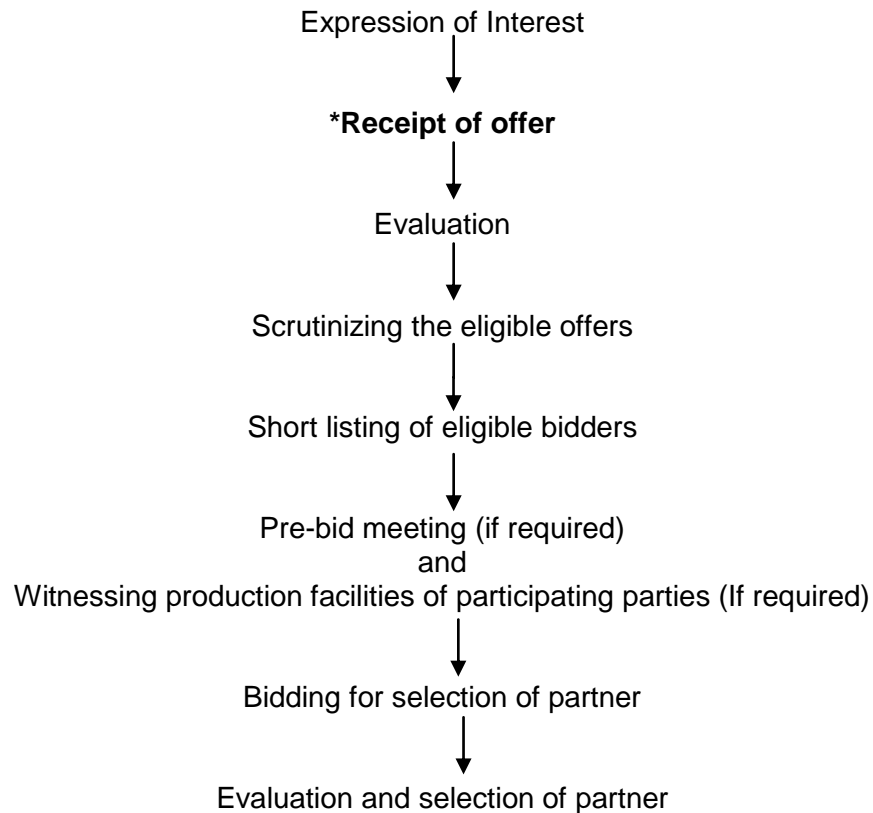
6. **Instructions to Applicants:**

The applicant should submit the following information / documents:-

- Application format duly filled in, signed and stamped, as per eligibility criteria and documents as mentioned at clause No: 4 of this EOI.
- Expression of Interest documents in original / downloaded form from MIDHANI website duly signed and stamped at each page as token of acceptance of all terms and conditions with e-mail, phone and fax nos.
- Following additional documents are also required:
  - Company Brochure

- Accreditation Certificates
- Registration Certificate with various tax authorities or Government Departments, etc.

7. **Procedure for Selecting Suitable Partner:**



**\*Receipt of Offer:**

**Envelope no:1** : Application, Brochures and Supporting Documents.

**Envelope no:2** : **Royalty (in sealed envelope)**

**Envelope no:3** : Both envelope 1 and 2 above.

8. **Non Disclosure Agreement:**

A Non Disclosure Agreement shall be signed with selected partners by MIDHANI.

9. **General Terms & Conditions:**

- a. MIDHANI reserves the right to reject any offer of Expression of Interest without assigning any reasons what so ever.
- b. Final selection of suitable applicant from the EOIs received will be done by MIDHANI at its sole discretion and the decision of MIDHANI shall be final.
- c. The selected applicant shall ensure compliance of all the Government regulations / conventions / policies / guidelines / orders etc in force and amended from time to time, related to any or all of the above activities. Applicant shall undertake to abide by the statutory requirements of the Indian Government from time to time.
- d. Eligible parties to study carefully all documents referred to herein before accepting the same.

10. **Last Date / Time for Submission of Expression of Interest:**

The due date and time for submission of the Expression of Interest is **10:30 Hrs of 15/10/2019.**

11. **Request for Status Update on Evaluation Process:**

MIDHANI will not accept or respond to requests for information on the status and progress of the EOI evaluation process. Additional information regarding the EOI process may be posted on MIDHANI website **www.midhani-india.in**

12. **Ownership of EOI Documents and Information Therein:**

All Expression of Interest documents will become the property of MIDHANI upon submission. Where the applicant believes that information provided in response to this EOI is, or should be kept confidential, or disclosure of this information would unreasonable affect applicants business affairs, notice is to be given at the time of delivery of the information or document by clearly marking such information 'confidential'. In so far as is practicable MIDHANI will give effect to the applicant stated wishes, and requested for access to such information will be determined under the RTI Act, Govt order or Court directive.

13. **No Contractual Obligation:**

MIDHANI is not bound contractually or otherwise to any applicant to this Expression of Interest. MIDHANI is not liable for any costs of compensation in relation to the consideration of this Expression of Interest.

14. **Disclaimer:**

The issue of this document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of an EOI process. The EOI request is not the subject of any process contract or any contractual obligations between MIDHANI and applicant. MIDHANI may, at its sole discretion, elect to abandon any part or whole of the process without giving prior notice.

**Annexure 1****QUESTIONNAIRE : WEAPON STORAGE SYSTEM**

Following details are requested:-

<b>Sl No.</b>	<b>Questionnaire</b>	<b>Response</b>
1.	Variants of Weapon Storage System Designed	
2.	Particulars of Customers and variants supplied with quantity	
3.	Source of each type of Input Material and their Quality Assurance Methodology	
4.	Details of Machinery and Apparatus Held	
5.	Life of the Weapon Storage System	
6.	Specifications of the existing product (Please attach copies)	



**INFORMATION PROFORMA**

1. **Name of the Vendor/ Company/Firm**  
(Company profile in brief to be attached)

2. **Type (Tick the Relevant Category)**

(a) Original Equipment Manufacturer (OEM) Yes / No

(b) Government sponsored Export Agency Yes / No  
(Details of registration be provided)

(c) Authorised Representative of OEM Yes / No  
(Attach details)

(d) Other (give specific details)

(e) Any collaborator/ partner in India (in case of foreign vendors)

3. **Contact Details**

Postal Address

City \_\_\_\_\_ Province \_\_\_\_\_

Country \_\_\_\_\_ PIN/Zip Code \_\_\_\_\_

Tele \_\_\_\_\_ FAX \_\_\_\_\_

URL/ Website \_\_\_\_\_

4. **Local Branch/ Liaison Office/ authorised Representatives in India**

Name and address

City \_\_\_\_\_ Province \_\_\_\_\_

Country \_\_\_\_\_ PIN/Zip Code \_\_\_\_\_

Tele \_\_\_\_\_ FAX \_\_\_\_\_

URL/ Website \_\_\_\_\_

5. **Financial Details**

(a) Annual turnover : \_\_\_\_\_ INR/USD for last 5 years.

(b) Earlier contracts with Indian Ministry of Defence/ Government agencies:-

Agency	Contract Number	Equipment	Quantity	Cost

(c) Details of manufacturing infrastructure available: \_\_\_\_\_

6. **Certification by Quality Assurance Organisation (If Applicable)**

Agency	Certificate	Applicable from (Date and Year)	Valid till (Date and Year)

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

(a) Name of the product : \_\_\_\_\_  
(Should be given category wise for e.g all products under vehicles to be mentioned together)

(b) Description (attach technical literature) : \_\_\_\_\_

(c) Whether OEM or Integrator: \_\_\_\_\_

(d) Status (in service/ design development state) : \_\_\_\_\_

(e) Production capacity per annum : \_\_\_\_\_

(f) Countries where equipment is in service : \_\_\_\_\_

(g) Whether export clearance is required from respective government  
(Foreign Vendors only)

(h) Details of any collaboration/ joint venture/ co production/authorised dealer with Indian Industry (Foreign Vendors only) :

Name and Address : \_\_\_\_\_

Tele : \_\_\_\_\_ FAX : \_\_\_\_\_

8. **Raw material and source**

(a) Alloy or Steel

(b) Coating Material

(c) Miscellaneous Material

(d) Other Accessories / Spares