



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)

**EXPRESSION OF INTEREST INVITED FROM INDIAN FIRMS & SHIPYARDS FOR
CONSTRUCTION AND DELIVERY OF 14 FAST PATROL VESSELS (FPVs)**

Department	: Ship Building
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Phone no.	: 022-23763092
EOI no.	: MDL/SBW/EOI/FPV/2024/01
EOI date	: 14.02.2024
EOI closing date & time	: 05.03.2024

NOTICE SEEKING EXPRESSION OF INTEREST (EOI)

1. Mazagon Dock Shipbuilders Limited (MDL) seeks response from Indian Shipyards and Shipbuilding firms (having delivered self-propelled ships on turnkey basis) essentially located in the western seaboard of India meeting the requirements of this Eoi. Indian Shipyards and Shipbuilding firms would herein after will be referred as participating firms.

2. The participating firm should have a teaming agreement with the shipyard in the western seaboard. The participating firm should be in a position to construct, launch, undertake trials and deliver Vessels within the stipulated timelines and duly certified by any classification society under IACS.

3. The requirement exists in MDL for turnkey construction and delivery of FPVs, numbers ranging from 01 to 14 (One to fourteen). MDL intends to offload this task as a turnkey project to reasonable number of participants, keeping their commercial interest intact. Further, keeping the need for uniformity amidst a class of Ship and economy of inventory; participating firms, post tender, would be required to undertake Ship's construction and procure yard material, viz, pipes, valves, insulation and paint etc, on turnkey basis. MDL would facilitate with list of recommended vendors and any other updates as suggested by the customer.

4. The firms would be short listed based on technical, commercial and financial evaluation as depicted in this Eoi & thereafter Limited tenders /RFP will be floated among the shortlisted firm for Construction and Delivery of Vessels on a turnkey basis. The number of vessels for construction by participating firms may vary from 01 to 14 (One to fourteen).

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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 Eol 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 Eol document.
3. The issue of this Eol does not imply that MDL is bound to select and shortlist any or all of the participating firms. 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 Eol. MDL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eol process.
5. Canvassing in any form by the participating firm or by any other agency on their behalf shall lead to disqualification of their Eol.

SECTION-2**SCHEDULE OF EOI PROCESS & CONTACT DETAILS**

1. **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	14.02.2024
2	Last date of Submission of Eoi response	05.03.2024 by 03.00 PM

2. **CONTACT DETAILS:**

3. **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:

Ashok kumar

CM/OIC (SB-Hull Planning)

First floor, Mazdock House,

Mazagon Dock Shipbuilders Limited,
Dockyard road, Mumbai 400010.

SECTION – 3

DETAILS OF EXPRESSION OF INTEREST (EOI)

1. **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.

2. MDL intends to identify technically and financially competent firms who can undertake Construction and delivery of FPVs on a turnkey basis.

3. **TECHNICAL REQUIREMENTS:**

3.1 **SCOPE OF THE PROJECT**

(a) MDL intends to offload Construction and delivery of 14 FPVs on a turnkey basis. The quantity for each participating firms may vary from 01 to 14.

(b) The ships are likely to be in the below indicated range:

- | | | |
|-------|--------------|-----------------------|
| (i) | Length | 50-60M |
| (ii) | Beam | 6-8M |
| (iii) | Displacement | 250 – 300 T |
| (iv) | Material | Hull Steel/ Aluminium |
| (v) | Propulsion | Waterjet |

(c) The firm shall be shortlisted based on the scrutiny of their technical capability, experience in the domain and financial stability. Once the firms are shortlisted after the evaluation, limited tender shall be floated for the Construction and delivery of the Vessels.

3.2 **STANDARDS TO BE USED:** In compliance with classification society rules register under IACS.

3.3 **INPUTS FROM MDL:** The following shall be provided by MDL:

- (a) Scope of technical Requirements.
- (b) Any input on need-to-know basis.
- (c) Steel plates and bulb bars as Free Issue Material (FIM).
- (d) Major equipment as FIM (List will be part of the tender enquiry).

3.4 **APPROVING AND CERTIFYING AUTHORITY:** The certifying and approving authority shall consist of the following:-

- (a) Class – Dual Class IRS and ABS
- (b) Customer representative.
- (c) MDL.

4. **SCOPE OF PARTICIPATING FIRM:**

a) MDL is seeking response from Indian Shipyards and Shipbuilding firms, duly registered, (under Indian Companies Act-2013), willing to undertake construction and delivery of FPVs on turnkey basis.

b) The participating firm must possess necessary knowledge, relevant experience and resources to execute the shipbuilding project.

c) Participating firms shall be willing to achieve more than 60% local content in above mentioned projects. Willingness for the same shall be indicated by the firm on its letter head.

d) Interested participating firm meeting the Pre-Qualification Criteria (PQC) as given in Section-5 and scope given above are invited to submit their offer in response to this EoI.

e) The participating firms are required to provide a dedicated air-conditioned office space and transport for the representatives of the Class, Owner and MDL.

f) An earmarked lockable material store of not less than 2000 sq. ft. would also be required for MDL stores at firm's premises.

5. **EVALUATION AND SHORTLISTING**

a) Upon receipt of responses against this EoI, MDL will review the responses to ascertain suitability and shortlist participating firms based on prequalification (technical, commercial and financial) documents submitted by the firms and this will be binding on bidders.

- b) MDL reserves the right to evaluate the participating firm i.r.o. their capabilities and capacities. For this, evaluation shall be factored in terms of current order book, future envisaged order book, financial strength, infrastructure and available human resource etc.
- c) The existing Quality system and Health, Safety & Environment (HSE) aspects shall also be evaluated.
- d) Individual firms will be called for a Technical assessment at MDL by the concerned team.
- e) Based on the scrutiny of responses and the technical meetings, firms will be short listed for further course of action. The shortlisted firms may be required to sign a Non-Disclosure Agreement (NDA) regarding the confidentiality of Techno Commercial Aspects.
- f) Post shortlisting of firms and approval from the MDL's management, Limited Tender may be floated for inviting Techno-commercial bids as applicable for the project.

6. INSTRUCTIONS

- a) Language: All correspondences and documents related to the EoI response shall be in English language only.
- b) The participating firm shall abide by the terms & conditions, as applicable, of the EoI.
- c) All pages of the EoI shall be duly signed by the authorised signatory.
- d) Multiple proposals from the same participating firm should not be submitted.
- e) MDL at their discretion shall inspect the participating firm's 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.
- f) 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 .

7. CONFIDENTIALITY: Information related to the examination, clarification, evaluation and comparison of EoI and recommendations shall not be disclosed to participating firms. Any effort by participating firm to influence MDL processing of EoI or selection decisions may result in the rejection of the EoI.

8. **MISCELLANEOUS:** Right to accept or reject any or all Applications:
- a) 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.
 - b) 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.
 - c) Since time is the essence of this project, MDL reserves the right to summarily disqualify a participating firm without giving any justification, if the firm fails to provide the sought input within the specified timelines.
 - d) MDL reserves the right to verify all statements, information and documents submitted by the participating firms in response to the EoI. Any such verification or lack of such verification by MDL shall not relieve the participating firms of their obligations or liabilities hereunder nor will it affect any rights of MDL.
9. **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

CAPABILITY AND CAPACITY

1. **Capability:** The participating firms shall be evaluated for their capability under the following criteria, in response to their Eoi:-

(a) Details pertaining to their shipbuilding infrastructure commensurate to construction of FPVs. This would comprise of, but not restricted to, gated Yard, slipway / dry-dock / ship-lift / floating dry dock, wet berths for outfitting, available depth of water, craneage facility (in-house and could be augmented), workshop with machineries (press, roll, shearing, CNC cutting, pipe bending etc), and fabrication shops / space.

(b) Human resources available in-house or capability to mobilise (past experience would be required)

(c) Sub-contracting if any. Past trends would be examined.

(d) Logistics and connectivity (Air, Sea, Rail and Road)

(e) Experience and track record in building Ships.

(f) Misc. aspects as deemed suitable by the evaluation team.

2. **Capacity:** It is a considered opinion that along with the capability a participating firm / shipyard needs to have adequate capacity to undertake construction of vessels. This would be evaluated based on the following parameters and not restricted to below.

(a) Current order book

(b) Future order book for next 5 years

(c) Spare capacity in terms of infrastructure, space and resources for next 5 years.

SECTION- 5**PRE-QUALIFICATION CRITERIA**

1. The determination of eligibility will take into account the technical, 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 should meet the following Pre-Qualification Criteria. The firm's response could be liable for rejection in case of not meeting the Technical, commercial and financial qualification criteria as enumerated in the succeeding paragraphs.

2. **Technical:**

- a) The firm responding to EOI should have experience in Construction and delivery of self-propelled vessels built under IN / IACS on a turnkey basis.
- b) Following dimensions of Self-Propelled vessel/s built under IACS on a turnkey basis would be eligible for consideration:

Sl	Self-Propelled Vessel of Dimension (Length in m)	Qty (Min required)	Remarks
(i)	> 50	01	IN / IACS certified
OR			
(ii)	25 – 50	02	IN / IACS certified
OR			
(iii)	< 25	03	IN / IACS certified

3. **Commercial Qualification:** - Firms shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc. The firms shall submit the following as a part of commercial qualification.

- a) Factory/Shop & Establishment registration certificate.
- b) Certificate of incorporation.
- c) Registration certificate from local bodies for conducting business.
- d) MSME certificate if applicable.

e) GST certificate.

4. Financial Qualification: -

a) Participating Firm shall have an Average Annual turnover of Rs.35 Cr (min) during the last three years ending as on 31 Mar 2023 to participate in this EOI.

b) The firms 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. Firm to submit Balance Sheet and Profit and Loss statement for last 3 years.

c) 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.

5. PQC Evaluation Criteria Matrix:

SI	Description of PQC	Participating Shipyard	# Participating Firm + Shipyard	# Participating Lead Shipyard + Shipyard
(a)	Experience in Construction and delivery of self-propelled vessels built under IN / IACS on a turnkey basis.	Shipyards credentials would be considered	Participating firms credentials would be considered	Participating lead shipyard would be considered
(b)	Dimensions of Self-Propelled vessel/s built under IACS on a turnkey basis to be eligible for consideration (Refer Section 5, Para 2(b))	Shipyards experience would be considered	Participating firm's experience would be considered	Participating lead shipyard's experience would be considered
(c)	Participating firms have to submit documentary evidence (PO copies, WDCs, Appreciation letter etc.) proving their experience to establish their domain expertise. MDL at its discretion may visit these vessels and participating firm shall facilitate the visit	Shipyards experience would be considered	Participating firm's experience would be considered.	Participating lead shipyard would be assessed
(d)	A brief on past projects executed and plan / way ahead for execution of this project is	Shipyards experience would be considered	Participating firm's experience would be considered	Participating lead shipyard would be considered

	required to be submitted by the firm.		considered.	
(e)	Company Profile.	Shipyards profile would be considered	Participating firm's profile would be considered.	Participating lead shipyard profile would be considered
(f)	List of infrastructure/equipment held by the firm along with details of manufacturing facilities. Refer Section 4, Para 1(a).	Shipyards infrastructure would be considered	Teaming Shipyard Infrastructure firm's profile would be considered.	Infrastructure of both, Participating lead shipyard and teaming Shipyard would be considered
(g)	Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.	Shipyards manpower would be considered	Firm and Teaming Shipyard manpower would be considered.	Participating lead shipyard and teaming Shipyard manpower would be considered
(h)	ISO 9001:2015 certificate or established Quality system procedures.	Shipyards compliance would be considered	Teaming Shipyard compliance would be considered.	Participating lead shipyard and teaming Shipyard Compliance would be considered
(i)	Commercial Qualification:- Firms shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.	Shipyards compliance would be considered	Firm and Teaming Shipyard compliance would be considered.	Participating lead shipyard and teaming Shipyard Compliance would be considered
(j)	Financial Qualification:- Participating Firm shall have an Average Annual turnover of Rs.35 Cr (min) during the last three years ending as on 31 Mar 2023 to participate in this EOI. Section 5, Para 4 refers.	Shipyards compliance would be considered	Firm compliance would be considered.	Participating lead shipyard Compliance would be considered
(k)	Capability Assessment	Shipyards compliance would be	Teaming shipyard compliance	Participating lead shipyard and teaming

		considered	would be considered.	shipyard Compliance would be considered
(l)	Capacity Assessment	Shipyards compliance would be considered	Firm and Teaming shipyard compliance would be considered.	Participating lead shipyard and teaming shipyard Compliance would be considered
#	<p>Teaming agreement between the participating firm and Shipyard and Lead Shipyard** and Shipyard would be required to be submitted during the time of submission of response to EOI. The teaming agreement should have a minimum validity of 60 months.</p> <p>** In the event Shipyards are participating as a team, then Lead Shipyard would have to be defined at the time of EOI. Response to the EOI would be submitted by the lead shipyard clearly submitting the acceptance of other Shipyard.</p>			

- a) Participating firms have to submit documentary evidence (PO copies, WDCs, Appreciation letter etc.) proving their experience to establish their domain expertise. MDL at its discretion may visit these vessels and participating firm shall facilitate the visit.
- b) Participating firms shall be willing to undertake fabrication of Aluminum structure and integration of Aluminum with steel structure at shop as well as onboard.
- c) Participating firms have to essentially submit the following:
 - (i) Technical response to all the technical requirements projected in this document and readiness to undertake the project. A brief on past projects executed and plan / way ahead for execution of this project is required to be submitted by the firm.
 - (ii) Company Profile.
 - (iii) List of infrastructure/equipment held by the firm along with details of manufacturing facilities.
 - (iv) Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
 - (v) ISO 9001:2015 certificate or established Quality system procedures.

- (vi) Participating firm should submit the compliance matrix in the format as per Annexure – 3. Deviation if any may be indicated with justifiable reason. Acceptance of the same will be at the discretion of MDL.

SECTION- 6

1. Rejection Criteria: - MDL may at its sole discretion and at any time during the evaluation of proposal, disqualify any firm, if:

- a) Response 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) 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.

SECTION- 7**Documents to be submitted along with Eol****1. List of documents :**

Participating firm should submit following documents along with their Proposal as part of Eol.

Sl.	Document Description	Filled in Formats to be Submitted with Proposal	Remarks
a)	Covering Letter		As per format attached
b)	General information	Annexure-1	
c)	Financial Information	Annexure-2	
d)	Compliance matrix	Annexure-3	
e)	Pre-Qualification Document and detailed Technical response to EOI		As indicated in section-5

EoI FORMS

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:

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				

* Exchange rate for conversion to INR shall be as published by Reserve Bank of India as on date of floating EoI.

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 / RFI.
- 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).

#In case of consortium, same to be provided for constituent companies of the consortium.

(Signature & Seal)

Authorized Signatory of the Party

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:

Annexure-3
Compliance Matrix

Sr. No.	Reference para of EOI	Compliance (Yes / No)

•

Signature & Seal
Authorised Signatory of the Party