



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) **FOR** **INDIGENISATION OF COMPONENTS / EQUIPMENT / ITEMS OF** **SUBMARINE**

Department	: Design – East Yard
E-mail ID	: kvsbalakrishnan@mazdock.com / dsharma@mazdock.com
Phone no.	: 022 – 23763582
Fax	: 022 - 23724932
EOI no.	: EY/DESIGN/IS/EOI/02
EOI date	: 25th May 2022
EOI closing date & time	: 3rd June 2022, 1500 Hrs

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) invites Expression of Interest from public or private entities for indigenation components / equipment / items of submarine.

The detailed terms and conditions and other definitive documents shall be mutually agreed upon.

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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 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
i	Issue of EoI document	25 th May 2022
ii	Last date of Submission of EoI response	03 rd June 2022 : 1500 Hrs

7. CONTACT DETAILS:

Submission of proposal:

Proposal (**Original + one soft copy**) superscribing the enquiry number, enquiry subject, last date for receipt of EOI and shall be addressed to

Mr. K V Shreejeeth Balakrishnan,
Manager
(Design-East Yard),
Mazagon Dock Shipbuilders Limited, Dockyard road,
Mumbai 400010
Tel: 022-23763582
E-Mail: kvsbalakrishnan@mazdock.com / dsharma@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.

9. SCOPE:

- a) Mazagon Dock Shipbuilders Limited (MDL) invites Expression of Interest from public or private entities for setting up manufacturing facility for indigenising component/ equipment/ items of Submarine & ships at MDL premises.
- b) Under MDL's workshare, MDL will provide land / space with basic facilities (Electricity, Water, Air, etc.) and firm has to set up facility in MDL premises with the minimum possible manufacturing & test facilities for manufacturing of components / items of submarine & ships.
- c) Duly registered companies (in the country of their existing operations) who have their own manufacturing facility in the field of work proposed are eligible to participate in the EoI.
- d) Firms need to achieve maximum indigenisation from the manufacturing facility. And indigenisation content should increase progressively.
- e) 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.
- f) Upon receipt of responses against this EoI, MDL will review the responses to ascertain suitability of the offer and shortlist participating firm for further discussions. Detailed discussions on commercial/ technical and other terms and conditions to finalize the Agreement, including "Modalities of Operation" shall be held with shortlisted participating firm and mutually agreed upon.

10. 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 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) Firm has to contact the addressee for any clarification /query.
- g) Firm may visit MDL for assessment of facilities in MDL.
- h) Any participating firm which has been debarred / blacklisted 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.

11. 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.

12. 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 or the applicant fails to provide within the specified time, supplemental information sought by MDL.
- c) 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.

13. 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 capabilities and past performance of the participating firm; it will be based upon an examination of documentary evidence of the participating firm's qualifications submitted by the 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:

14. 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) Bidders should have more than 05 years of experience in Design, manufacturing / repair & testing of products that firm is interested to setup manufacturing facility.
- e) Equipment to be indigenised is to be mutually agreed between MDL & firm.
- f) Bidder should be the OEM of the product for which the firm is participating in the EOI.
- g) Bidders should have manufactured component / equipment / items of submarines & warships. Bidder to furnish relevant documents (Purchase orders) as a proof.
- h) Bidder products should be certified by internationally renowned organizations.
- i) Firm should be ready for indigenisation and also willing to invest for setting-up the facility in MDL premises.
- j) Bidder to submit investment plan and/or business proposal concerned to this EOI, with minimum cost to MDL. The proposal should contain percentage of investment of the participating firm, cost to MDL, revenue sharing model, training, ToT, IPR, minimum achievable indigenisation content etc..
- k) Time required by the firm to setting-up and commissioning the workshop after providing of land / space by MDL.
- l) Revenue sharing will be decided as per binding agreement.
- m) Bidder to submit any other certifications like ATEX etc.

15. Commercial Qualification: -

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

- a) Shop & Establishment registration certificate.
- b) Factory License.
- c) Certificate of Incorporation.
- d) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.

- e) Registration certificate from local bodies for conducting business

16. Financial Qualification: -

- a) The Bidder shall have annual average turnover of Rs 05 Cr (min) during the last three years ending as on 31th Mar 2022 to participate in this EOI.
 - b) The Bidder shall enclose with its Proposal as per '**Annexure-3**', certificate issued by Chartered Accountant with their seal and signature, stating the firms net worth & turnover for the past three years
- OR
- Audited Balance sheets for the past three years.

17. 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.
- 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 techno commercial 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.

18. Bid Selection Criteria: -

- a) L1 from the technically qualified bidders will be selected based on least cost to MDL, if two or more firms are qualified for the same item / equipment.

SECTION- 5

Documents to be submitted along with EoI*

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	Pre-Qualification Document		As per section 4
5	Documents / Presentation in support of area of collaboration		

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

EoI FORMS

Format for Covering Letter

[On the Letterhead of the Participating firm]

To,

Mr. K V Shreejeeth Balakrishnan,
Manager
(Design-East Yard),
Mazagon Dock Shipbuilders Limited, Dockyard road,
Mumbai 400010
Tel: 022-23763582
E-Mail: kvsbalakrishnan@mazdock.com / dsharma@mazdock.com

Ref: Submission of Expression of Interest (EoI)

Sir,

- i 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.
- ii We would like to associate with MDL for setting up manufacturing facility for manufacturingcomponent/ equipment/ items of Submarine in MDL premises. We understand that you are not bound to accept the EoI.
- iii I am enclosing the Expression of Interest with the details as per the requirements of the EoI document, for your evaluation.
- iv 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.
- v We hereby declare that we are not under a declaration of ineligibility / blacklisting /debaring 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:
 - a. As per pre-qualification criteria

Signature & Seal
Authorised Signatory of the Party

Financial Information

Date: [insert day, month, year]

Legal Name: [insert full name]

1. Financial Data :-

Sl. No.	Last three Financial Year	Annual Turnover	Profit after Tax (PAT)	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 all notes 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).

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

(Signature & Seal)
Authorised Signatory of the Party

Certificate from Chartered Accountant:

This is to certify that _____ (name of the Applicant) has achieved the turnover and profit after tax (PAT) 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:

Seal of Audit firm.