



## **MAZAGON DOCK SHIPBUILDERS LIMITED**

(Formerly known as Mazagon Dock Ltd.)

**CIN: U35100M**

**H1934GOI002079**

(A Government of India Undertaking)

Dockyard Road, Mazgaon, Mumbai 400010. India.

Certified – ISO 9001:2008 for Shipbuilding Division

Website: [www.mazagondock.in](http://www.mazagondock.in)

### **EXPRESSION OF INTEREST (EOI)**

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<b>EOI no.</b>	<b>: EY/PLG/AP/GEN/313-H/2022/EOI/02</b>
<b>EOI date</b>	<b>: 25 Mar 2022</b>
<b>EOI closing date &amp; time</b>	<b>: 31 Mar 2022, 15:00hrs</b>

### **EXPRESSION OF INTEREST (EOI) INVITED FROM INDIAN FIRMS FOR SUPPLY OF ELECTRIC BOAT**

**LETTER OF INVITATION**

Mazagon Dock Shipbuilders Limited (MDL) seeks response from Indian Firms meeting the requirements of this EoI for

- 1) Supply of 6 Pax Electric Boat (1 Nos) as per Annex-3
- 2) Supply of 24 Pax Electric Boat (4 Nos) as per Annex-4

Initially a limited tender for 6 Pax Electric Boat (1 Nos) shall be floated with suitable shortlisted firms based on this EoI & order shall be placed as per tender terms and condition. The electric boat shall be used for R & D purpose and a hybrid propulsion system shall be installed by MDL as a Proof of Concept (PoC). Post successful trials of this boat order shall be placed for 24 Pax Electric Boat (4 Nos) on Single Nomination Basis.

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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 -

<b>Sl. No.</b>	<b>Description</b>	<b>Date</b>
1	Issue of EoI document	25 March 2022
2	Last date of Submission of EoI response	31 March 2022; 15:00 Hrs

**7. CONTACT DETAILS:****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

**Girish Jadav**

**HoS/DGM (Additional Projects, PLG-EY),**

4<sup>th</sup> Floor, Reclamation Building

Additional Projects, PLG-East Yard,

Mazagon Dock Shipbuilders Limited,

Dockyard road, Mumbai 400010

Tel: 022-23763596

E-Mail: [gjadav@mazdock.com](mailto:gjadav@mazdock.com)/ [neerav@mazdock.com](mailto:neerav@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 OF ASSOCIATION:**

- a) MDL is seeking response from Indian companies, duly registered, (under Indian Companies Act-2013), having experience in design and construction of electric boats.
- b) The participating firm must possess basic necessary knowledge of the field of collaboration.
- c) The technology if any possessed by participating firm must be non-infringing while delivering the desired performance and it must be clear from third-party IP infringement claims.
- d) The participating firm must show willingness on its letter head to achieve more than 50% local content in above mentioned projects in line with GoI policies amended from time to time.
- 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 based on prequalification (technical, commercial and financial) documents submitted by firm & this will be binding on bidders. The shortlisted firm will be required to sign a Non-Disclosure Agreement (NDA) regarding the confidentiality of Techno Commercial Aspects. If more than one valid responses are there, then Subsequently, tender will be issued only to these shortlisted firms through Limited Tender Enquiry (LTE). Shortlisting of firms will be done as per qualification criteria & other aspects of this EoI.
- g) Delivery Period for the 6 Pax Electric Boat Shall be 15 days from the date of Placement of Order post tendering.

## 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) 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.

## 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 and 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 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) Bidder to submit relevant documents for the similar Innovative projects / work performed during last 03 years.
- e) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- f) ISO 9001:2015 or higher equivalent certificate
- g) Delivery Schedule for 6 Pax Electric Boat.

**15. Commercial Qualification: -** The bidder shall submit the following as a part of commercial qualification.

- a) Shop & Establishment registration certificate.
- b) Factory License.
- c) Certificate of Incorporation.
- d) Registration certificate from local bodies for conducting business.

**16. Financial Qualification: -**

- a) The Bidder shall have minimum annual average turnover of 1Cr during the last three years ending as on 31 Mar 2021.
- b) The Bidder shall enclose Balance sheets and Profit and loss statement issued by Chartered Accountant with their seal and signature, stating the firms net worth & turnover during the past three years as per Annexure-2.



**SECTION- 5**

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 at Section-4.
- f) Bidders quoting longer delivery timelines.
- g) Submitted more than one proposal for single specialisation area.
- h) Declared ineligible by the Government of India / State govt. / Public sector undertaking.
- i) Bids with technical requirements and / or terms not acceptable to MDL.
- j) 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- 6**

Documents to be submitted along with EoI\*

**18. 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	Documents in support of Pre-Qualification Criteria at Section-4.		

**EoI FORMS****Format for Covering Letter***[On the Letterhead of the Participating firm]*

To,

Mr. Girish Jadav,  
 HoS/DGM (Additional Projects, PLG-EY)  
 Mazagon Dock Shipbuilders Limited (MDL),  
 Mumbai-400010, India.  
 Contact No- 022-23763591 / 3596  
 E-Mail: [gjadav@mazdock.com](mailto:gjadav@mazdock.com)/ [neerav@mazdock.com](mailto:neerav@mazdock.com)

**Ref: Submission of Expression of Interest (EoI)**

Sir,

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.

We would like to associate with MDL for following area, we understand that MDL is not bound to accept the EoI.

<b>Sr No.</b>	<b>Intended Area of Association</b>	<b>Firm to tick</b>
1	Supply of 6 Pax Electric Boat (1 Nos) as per Annex-3 Supply of 24 Pax Electric Boat (4 Nos) as per Annex-4	

We further show our willingness to work towards achieving more than 50% local content in projects mentioned in subject matter of EoI as per extant GoI guidelines amended from time to time.

I am enclosing the Expression of Interest with the details as per the requirements of the EoI document, for your evaluation.

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.

We hereby declare that we are not under a declaration of ineligibility / blacklisting /debaring/ tender holiday from doing business issued by Govt. of India / State govt. / Public Sector Undertakings etc.

Yours faithfully,

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(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:  
As per pre-qualification criteria

Signature & Seal  
Authorised Signatory of the Party

## Annexure-2

**Financial Information**

Date: [insert day, month, year]

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				

## 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.
- 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).

(Signature &amp; Seal)

Authorized Signatory of the Party

Name of the Authorized Signatory representing Auditing firm:

Designation:

Name of firm (Chartered Accountant):

Signature of the Authorized Signatory:

## Annexure-3

**Technical Specification of 6 Pax Electric Boat**

Sr. No.	Description	Specification
1	Type	Mono Hull
2	Length	Min 5.0 m
3	Breadth	Min 2.3 m
4	Depth	Min 1.0 m
5	Loaded Draft	Max 0.4 m
6	Speed (Cruise)	3 Knots
7	Speed (Max)	4 Knots
8	Main Engines	6 KW Electric OBM
9	Passenger capacity	6
10	Propulsion Battery Capacity	10 Kw

**CONSTRUCTION: -**

Material of Construction: - FRP.

**HULL OUTFIT AND DECK EQUIPMENT**

Following outfitting and equipment shall be provided by the firm along with the boat: -

Mooring bollard

Hatches

Marine horn

Port & Starboard Navigational light

Mechanical steering

Battery selector switch

Bilge pump

Electrical panel

Battery charger

Shore supply connection

Fire Fighting Equipment

Life Saving Appliances

**PROPULSION SYSTEM**

The vessel is required to be equipped with 1 nos of minimum 6 kW DC electric motor (Outboard). The electric motor must be air cooled, reliable, lightweight and small with high efficiency. A 10 Kwh LFP Battery shall also be provided.

### **DELIVERY PERIOD**

Delivery Period Shall be 15 Days from the date of placement of order post tendering. Any firm quoting longer delivery period shall be liable for rejection.

### **ONSITE SUPPORT FOR INTEGRATION OF HYBRID PROPULSION**

The firm shall

- Coordinate with Class for any approval (if necessary)
- Give necessary inputs to the various equipment manufacturer/OEM.



## Annexure-4

**Technical Specification of 24 Pax Electric Boat**

Sr. No.	Description	Specification
1	Type	Mono Hull
2	Length	Min 13.0 m
3	Breadth	Min 3.0 m
4	Depth	Min 1.5 m
5	Loaded Draft	Max 0.55 m
6	Speed (Cruise)	6 Knots
7	Speed (Max)	9 Knots
8	Main Engines	2 X 12 KW Electric OBM
9	Passenger capacity	24
10	Propulsion Battery Capacity	20 Kw

**CONSTRUCTION: -**

Material of Construction: - FRP.

**HULL OUTFIT AND DECK EQUIPMENT**

Following outfitting and equipment shall be provided by the firm along with the boat: -

Mooring bollard

Hatches

Marine horn

Port & Starboard Navigational light

Mechanical steering

Battery selector switch

Bilge pump

Electrical panel

Battery charger

Shore supply connection

Fire Fighting Equipment

Life Saving Appliances

**PROPULSION SYSTEM**

The vessel is required to be equipped with 2 nos of minimum 12 kW DC electric motor (Outboard). The electric motor must be air cooled, reliable, lightweight and small with high efficiency. A 25 Kwh LiFePo4/ LiNMC Battery shall also be provided.

Note: - The Battery Specification & OBM is subject to change depending upon the performance of the 6 Pax Electric Boat.

**DELIVERY PERIOD: -**

Delivery Period shall be finalized post successful completion of PoC of 6 Pax Electric Boat.