



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

Department : **SB-Design-Contracts & Marketing**
E-mail ID : krajeev@mazdock.com
Phone no. : **022 – 23763069**
Fax : **022 - 23738159**

EOI no. : **MDL/MKTG/DESIGN FIRM**
EOI date : **10 JAN 2020**
EOI closing date & time : **31 JAN 2020 at 15:00 Hrs.**
EOI opening date & time : **31 JAN 2020 at 15:30 Hrs. ONWARDS**

CALL FOR EXPRESSION OF INTEREST (EOI) SHORTLISTING DESIGN FIRMS FOR PROVIDING SHIP DESIGN FOR NEW BUILDS IN DEFENCE AND COMMERCIAL SECTORS

1. Introduction

(a) Mazagon Dock Shipbuilders Limited (MDL) is a premier Shipbuilding Yard in India, located in Mumbai, under the Administrative control of Department of Defence Production, Ministry of Defence, Government of India.

(b) MDL is in the path of expanding its operations and is participating in a number of competitive bids for securing orders for Design and construction of vessels in both Commercial and Defence Sectors.

(c) An EOI is invited from firms who are technically competent and have proven track record of undertaking the Design of commercial or defence vessels for a fixed term of **three (03) years**.

(d) The qualified firms of this EOI shall be short listed .A Non-Disclosure Agreement (NDA) shall be signed between MDL and each of the shortlisted firms regarding the confidentiality of Techno Commercial Aspects. Other terms and conditions as required shall be detailed in the MoU which shall be signed between MDL and the shortlisted firms.

(e) The purpose of this EOI is to pre-qualify design firms for various working models, vessels category or a combination thereof for considering them for carrying out design of vessels. The tenders will be issued only to the shortlisted firms adopting a Limited Tender Enquiry (LTE) procedure based on the financial categorisation.

2. **Working Models-Overview:** The following working models are envisaged for the design of various categories of Naval vessels as well as commercial vessels in this EOI:

Working model	Working Model and associated Deliverables	Tender Design(TD)	Basic Design and Functional Design (BD and FD)	Detailed design/Production design (DD/PD)
WM1	Complete design Package	✓	✓	✓
WM2	Tender design package	✓	X	X
WM3	Basic Design and Functional Design package	X	✓	X
WM4	Detailed design/Production design package	X	X	✓
WM5	Tender design and Basic Design and Functional design package	✓	✓	X
WM6	Basic Design and Functional design Detailed design/Production design package	X	✓	✓

3. **Working Models-Details:**

(a) **Complete design Package:** In this model, the design firm shall carry out tender design, Basic/Functional design and detailed design/Production design of the vessel. The firm shall take responsibility of the vessel performance and plan approval by the Class if required. Model testing if required will also be the responsibility of the Designer.

(b) **Tender design package:** In this model, the design firm shall carry out tender design for a vessel along with detailed technical specification of equipment in the bidding stage as inputs to MDL to carry out cost estimate. Firm shall also provide design related documents if the documents are a requirement for the successful submission of the bids to clients. The firm shall also participate in the TNC of the Project. The designer in this working model shall also furnish a Cost Estimate for the vessel.

(c) **Basic Design and Functional design:**

(i) In this model, the design firm shall carry out the following but not limited to:

- (aa) Basic and functional design of a vessel
- (bb) Model testing if required
- (cc) Provide necessary inputs for carrying out detailed/production design
- (dd) Provide approved class drawings if applicable and any other basic design drawings as per owner's requirement.
- (ee) Carry out Analysis/ simulation studies as required by the owner and class.
- (ff) Prepare relevant Statement Of Technical Requirement(SOTR) for procurement of equipment
- (gg) Participation in vessel performance trials
- (hh) Any other requirement as part of basic design.

(ii) The firm shall take responsibility of the vessel performance and plan approval of class if required.

(iii) In the event a potential business lead is emanating from the design house, MDL will enforce this working model on the firm without competition.

(d) **Detailed design/Production design:** In this model, the design firm shall carry out detailed design/production design based on the inputs from basic design and functional design. The basic/functional design inputs shall be provided to the design firm free of cost if the firm was not responsible the same. The firm shall prepare as fitted drawings also.

(e) **Tender design and Basic Design and Functional design package:** In this model, the design firm shall carry out the tasks detailed at Para 3(b) and 3(c) above. The firm shall take responsibility of the vessel performance and plan approval of class if required. Model test if required shall be carried out by the Designer and the firm shall also furnish a Cost Estimate for the vessel.

(f) **Basic Design and Functional design detailed design/Production design package:** In this model, the design firm shall carry out the tasks detailed at Para 3(c) and 3(d) above. The firm shall take responsibility of the vessel performance and plan approval of class if required. Model test if required shall be carried out by the Designer.

4. **Operating Modality:**

(a) **Short listing:** MDL shall shortlist design firms based on the vessel category and working model based on the self-assessment forms and the Pre-Qualification Criteria.

- (b) **Signing of MoU:** A mutually agreed MoU will be signed with the shortlisted design firms on 'no cost no commitment' basis.
- (c) **Working Model:** MDL on receipt of Request for proposal/Tender for undertaking Design and construction of both Commercial and Defence vessels shall study the scope of work and ascertain one of the working models at Para (2) as the best suited for the said RFI/RFP.
- (d) **Limited Tender Enquiry(LTE):** Considering the vessel category for which a design firm is qualified, the working model which the firm has agreed upon as well as the financial category, MDL shall issue a limited tender to the shortlisted firms. MDL shall evaluate technical as well as price offers from these firms and select the price of the Technically Qualified L1 Bidder. L1 Bidder shall be intimated and MDL shall ensure that the price of the other bidders will be kept confidential and not disclosed till the time of price bid opening of the particular project/tender by the prospective customer.
- (e) **Pre-Bid Agreement:** MDL reserves right to hold technical and /or price negotiations with the L1 Bidder if required during the bidding stage prior to submission of bid to prospective customers. Thereafter, MDL shall enter into a pre-bid agreement.
- (f) **Order Placement:** In the event of existence of a pre-bid agreement, on MDL winning the Shipbuilding contract from prospective customers, MDL will directly place order on the firm for undertaking the work of the respective Scope of Work in the pre-bid agreement . In the event of MDL not entered into a pre-bid agreement prior MDL winning a shipbuilding contract, MDL will issue LTE to firms as indicated at Para 4(c) above and order will be placed on Technically Qualified L1 bidder.
- (g) **Exclusivity/Non-Exclusivity:** The design firm can participate in tender design (applicable to WM1, 2 and 5) in a non-exclusive manner in the pre-contract stage. The design firm shall maintain project exclusivity for all activities performed in the post contract stages viz. Basic Design/Functional Design and Detailed Design/ Production Design as applicable (relevant for WM 1, 3,4,5 and 6).
- (h) **Growth of Work:** In the event of prospective customer deleting or modifying the SoW, the same shall be intimated by MDL to the L1 Bidder associated with the respective RFP/Tender. Allocation of any additional work arising during the course shall be made at the discretion of MDL.
5. **Pre-Qualification Criteria:** The firm shall submit the Self-Evaluation form along with supporting documents as per the format placed at **Annexure-1.**
- (a) **Technical Pre-qualification criteria:** The firm shall submit the following as a part of technical qualification:
- (i) Firms Company Profile.

(ii) List of professional's along with experience and qualification details

(iii) List of vessels designed by the firm which has been built, delivered and in service along with client details clearly indicating the type of design activity carried out in the format at **Annexure-2** as proof of experience in the various design activities for different type of vessels.

(iv) List of Software in use.

(v) Firm shall be conversant with naval standards for Naval vessel and naval auxiliaries, Class regulations and statutory requirements for commercial vessels.

(vi) Firm shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.

(b) **Financial pre-qualification Criteria:**

(i) MDL would be pre-qualifying the prospective design firms under the following five(5) categories:

Category	Range of Vessel cost in Cr.	Average Annual Turnover for last 3 years (INR)
CAT 1	Individual Vessel Cost \leq 25 Cr.	15,00,000
CAT 2	Individual Vessel Cost $>$ 25 Cr \leq 75 Cr.	30,00,000
CAT 3	Individual Vessel Cost $>$ 75 Cr \leq 1000 Cr.	3,22,50,000
CAT 4	Individual Vessel Cost $>$ 1000 Cr \leq 3000 Cr.	30,00,00,000
CAT 5	Individual Vessel Cost $>$ 3000 Cr.	45,00,00,000

Note:For Foreign Design Firms the above values will be converted to mUSD as per the conversion rate prevailing at the time of evaluating the firms.

(ii) The firm shall submit the following as a part of Financial qualification:

(aa) Certificate of Incorporation / Partnership deed as applicable.

(bb) Certificate issued by Chartered Accountant with their seal and signature, stating the firms net worth and turnover during the past three years. Certificate shall be as per the format placed at **Annexure-3.**

6. Instruction to firms responding to EOI:

- (a) MDL reserves the right to modify, expand, restrict, scrap this proposal or reject any Expression of Interest without assigning any reason thereof.
- (b) MDL reserves the right to make inquiries with any of the clients listed by the firms in their previous experience record. Further MDL may ask the firm to make presentation to understand the capability of the firm w.r.t design experience.
- (c) It may be noted that MDL will not reimburse any cost incurred by the firms towards the preparation and submission of the EOI.
- (d) The proposal and all associated correspondence shall be in English.

7. Rejection Criteria: MDL may at its sole discretion and at any time during the evaluation of proposal, disqualify any firm, in case:

- (a) EOI response received after due date.
- (b) Firms's failure to furnish sufficient or complete details for evaluation of the response within the given period.
- (c) Incomplete / misleading / false / ambiguous documentary evidence for eligibility requirements.
- (d) Failed to produce clarifications related thereto, when sought.
- (e) Submitted more than one proposal.
- (f) Declared ineligible by the Government of India / State govt. / Public sector undertaking.
- (g) EOI response 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 firms or any other persons not officially concerned with such process until the pre-qualification process is completed. Any effort by the firms to influence MDL prequalification process may result in rejection of their EOI.

8. Submission of proposal against Expression of Interest: Proposal (Original + one soft copy) super scribing the enquiry number, enquiry subject, last date for receipt of EOI and shall be addressed to '*General Manager (Design), Mazagon Dock Shipbuilders Limited, Dockyard road, Mumbai 400010*', with all credentials mentioned above.

9. The contact point for any clarification / correspondence at MDL, Mumbai is:

Address: Mr Rajeev Rathod, DGM(D-C&M)
MAZAGON DOCK SHIPBUILDERS LIMITED
Dockyard Road, Mazagaon, Mumbai - 400 010

Tel. : 022 23763069
Fax : 022 23738159
E-mail : krajeev@mazdock.com

Yours faithfully,
For Mazagon Dock Shipbuilders Limited,

Rajeev Rathod
DGM (D-C&M)

Enclosures:

1. Annexure-1 : Technical Capacity Self-Assessment Form
2. Annexure-2 : Design Experience
3. Annexure-3 : Financial Capability

TECHNICAL CAPACITY SELF-ASSESSMENT FORM

1. Name and address of Organisation:
2. Date and year of Establishment:
3. Ship Design Experience: Years
4. Website:
5. Contact Person and Details:

Name:
 Designation:
 Address:
 Tele:
 Mobile:
 Fax:
 Email:

6. Firms may express their interest(√) areas in isolation or combination of the three design tasks for each of the line items by checking(√) in the space provided below:

	Vessel Category	Type of vessels	Tender Design(TD)	Basic Design and Functional Design (BD and FD)	Detailed design/Production design (DD/PD)
	Weapon Intensive War ships	Destroyer			
		Frigate			
	Low Weapon Intensive War ships	Corvette			
		Missile vessel			
	Littoral combat ship	Offshore Patrol Vessel			
		Pollution control vessel			
		Multi-Purpose Vessels			

	Vessel Category	Type of vessels	Tender Design(TD)	Basic Design and Functional Design (BD and FD)	Detailed design/Production design (DD/PD)
Naval vessels and Naval Auxiliaries	Amphibious assault ship	ASW Crafts			
		Training Ships			
		Landing Platform Dock			
	Naval Auxiliary	Landing Craft Utility			
		Landing Helicopter Dock			
		Hydrographic survey vessel			
		Fleet tankers			
		Naval Research Ships			
		Diving support ships			
		Fast Attack crafts			
		Inshore Patrol vessel			
		Interceptor boats			
		Shallow water crafts			
		High speed landing Craft			
		Unmanned surface vessels			
Mine warfare vessels	Mine counter measure vessel				
	Any other vessel not listed above				
Category A vessels	Category A vessels	<u>Ocean going cargo vessels:</u> Tanker, Bulkers, Containers, Ro-RO ships			
		<u>River-Sea Cargo vessels:</u> Tanker, Bulkers,			

	Vessel Category	Type of vessels	Tender Design(TD)	Basic Design and Functional Design (BD and FD)	Detailed design/Production design (DD/PD)
Commercial Vessels		Containers, Ro-RO ships, Self-propelled barges			
	Category C vessels	Heavy lift ships: Deck Carrier, semi-submersible Heavy Lift ships, Heavy lift vessels			
	Category D vessels	Dredgers			
	Category E vessels	Supply/Support vessels: Offshore Supply/Support vessels, Anchor Handling Tug etc.			
	Category F vessels	Floating Dry-docks			
	Category H vessels	Research Vessels			
	Category I vessels	Fisheries research vessels and Fishing trawlers			
	Category J vessels	Tugs, Barges, Yard crafts like passenger launches, Work boats,			
		Any other vessel not listed above			

(Name & Signature)

Annexure-2

DESIGN EXPERIENCE

Vessel Category	Type of vessels	Vessel Particulars (LXBXTXΔ)	Designed for usage of (Shipbuilder/ Client)	Owner of the vessel	Year of delivery of the vessel	Activities Performed by the firm			
						Tender Design(TD)	Basic Design and Functional Design (BD and FD)	Detailed design/Production design (DD/PD)	Remarks

Note: Firm may indicate the following information under remarks column :

1. Have the fir firm Facilitated Model Test through a reputed model testing agency?
2. Have the fir firm Facilitated Plan approval by class under IACS?
3. Have the fir firm Prepared cost estimate during any design stage ?

(Name & Signature)

Annexure-3**FORMAT FOR FINANCIAL CAPABILITY**

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				

To be signed by the Authorized Signatory of the Applicant with Name, Designation, seal and date.

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: Seal of Audit firm.