

EXPRESSION OF INTEREST

Dated: 16 Sep 2020

INVITATION FOR EXPRESSION OF INTEREST

Establishment of Ex Servicemen Workshop(ESMW)

An Entrepreneurial Self Sustaining Venture to be run by ESM

Introduction

1. Indian Army, invites Expression of Interest (Eol) from the eligible and interested ESM for interaction on establishing envisaged ESM run Workshops under aegis of DGR for the scheme titled '**Ex-Servicemen Workshop Scheme**'. Based on response of ESM to Eol, the envisaged ESMW Scheme will be finalised and run as any other DGR schemes for ESM.
2. The purpose of the invitation for Expression of Interest (Eol) is to discuss and identify the aspirations of prospective **ESM/ body of ESM** for undertaking establishment and running of ESM workshops at prospective locations, where consequent to optimization of Station Workshops, requirement of a dependable and reliable engineering support eco system is felt by the Local Military Authorities.
3. The scheme envisages repair of vehicles (COTS, multi brand) of Armed Forces Units functioning on Peace Establishment (PE) by ESM Workshops through **Service Level Agreements**. Once the repair setup stabilizes, based on requirement, the facilities can be extended to other co-located Govt Organisations like-Central/ State Government offices, Hospitals and Schools. To make the proposal financially viable, option of undertaking repair of personal vehicles/ two wheelers, associated ancillary jobs like seat repair, welding, denting/ painting etc may also be considered. Further the scope of repairs may also be expanded in an incremental manner to cover the entire range of equipment, like IT equipment, generators, ACs, mobiles etc held with units/ establishments working on Peace Establishment (PE). The aim would be to develop it as a **One Stop Repair Destination**.
4. Only ESM, in individual capacity or as a body of ESM are eligible to respond to this Eol. For explanation of Ex-Servicemen, refer "**Definition of Ex-Servicemen**" on the website of Directorate General Resettlement, Department of Ex-Servicemen (MoD) (<https://www.dgrindia.com>).
5. The broad scope of work of ESMW is briefly described in the following sections.

Overview of the Concept

6. Consequent to optimization of Station Workshops, there is requirement of a dependable and reliable engineering support eco system for undertaking repair of vehicles/ equipment of units/ establishments functioning on Peace Establishment (PE). Creation of Ex Servicemen run Workshops is one such viable option, which can not only provide a one stop solution for maintenance and repair of equipment of non-field force, but also offer a second career to skilled ESM of Armed Forces.

7. **ESM Venture.** It is an envisaged **self-sustained Entrepreneurial Venture**, to be run exclusively by **ESM** by forming a Society/ Pvt Ltd Company or similar models. Being an exclusive ESM project, based upon the requirement and response, DGR would formalize guideline/ procedures in consultation with the Directorate General of EME. The venture is aimed to serve equipment sustenance needs of the Armed Forces in peace stations as per a long term subsidized rate repair contract. The facilities on need basis may also be extended to other co-located Govt Organisations and private vehicles. **In an overall analysis, it has to be a self-reliant scalable ESM entrepreneurial venture with ownership of the ESM who operate the Workshop. The profit or loss, success or failure, scalability or status quo and all activities of the Workshop will be entrusted to the ESM/ ESM team.**

8. To gauge response and expectations of ESM from the envisaged ESMW Scheme formulated by the Dte Gen of EME in consultation with DGR, interaction will be carried out with respondents of the EoI. Being first of its kind and an ESM Venture, initial hand holding would be considered as per the existing regulations on the subject in vogue. To ensure effective and efficient launch of the project, leveraging experience and expertise of established market players, through appropriate collaboration may also be considered by the ESM lead.

Broad Scope of Work

9. The ESM Workshop will be required to carry out repair of vehicles/ equipment as per OEM or equivalent to OEM repair standards. The repair methodology to be adopted should be as designated in the applicable Repair/ Technical manuals. The envisaged scope of work is as given below:-

(a) **Initial.** Vehicles (multi-brand) – repairs/ periodic servicing, denting/ painting, welding, Value Added Services like - wheel balancing, toe-in/ toe-out, pollution control checks, recovery/ in-situ repairs and any other allied services considered essential by the Local Military Authority (LMA) and ESM Coy running ESMW.

(b) **Subsequent Equipment Spectrum.** Once established, based on requirement repair facilities can be **scaled up in range and scope** in an incremental manner like - capability to **undertake repair of generators, IT equipment, Air Conditioners, Mobiles etc.**

10. In order to achieve better customer satisfaction, the ESM Workshop will be at liberty to improve the repair process, where required or not defined and implement it. Any such improvements will be under the overall ambit of the ESM Workshop mandate and the adopted model.

11. **Service Level Agreement (SLA) and Clientele.** As the project envisages improving employment opportunities of ESM and the venture would primarily serve the equipment sustenance needs of the Armed Forces and on required basis can be extended to co-located paramilitary forces/ Central and State Govt Offices, schools etc, entering into Service Level Agreement can be considered. The envisaged clientele for the ESMW Scheme are as follows :-

- (a) All vehicles (multi-brand) of Armed Forces units in Station on Peace Establishment.
- (b) On stabilization, **based on requirement**, the facilities may be extended to other co-located Govt Organisations, Central/ State Government offices, Hospitals, Schools etc.
- (c) Private/ personal vehicles.

12. **Mode of Payment.** As per the existing provisions applicable for repair of vehicles/ equipment of Armed Forces (outsourcing head, through CDA) and as applicable for other Central/ State Govt Offices, as and when required.

13. The modalities of work for the assignment will be discussed and shared with the respondents of Eol.

14. **Eol Response Submission.** The response to Eol must be submitted as per the format at **Appendix** in a sealed cover or via email, on the address given below. The same must reach the following address on or before **1800 Hrs on 10 Oct 2020** in the following manner:

- (a) One hard copy of the Eol response covering details of the ESM and his experience in handling such projects (if any) may also be sent at the following address. Eol reference ID and title "**Establishment of Pilot ESM Workshops**" should be mentioned on the envelope: -

Col SS Grewal
Dte Gen of EME (CV)
MGO's Br, IHQ of MoD (Army)
New Delhi – 110010

- (b) Soft Copies of the Eol response should be shared with the following contact person: -

Col SS Grewal
Email ID: engr.11@nic.in
Phone Number: 011- 25693070

- (c) The response should be in **English language and font size 12** (including text for footnotes, headers etc).

15. The eligible respondents will be intimated with respect to the schedule and modalities for interactions on the envisaged ESMW Scheme.

16. **Submission after the due date and time will NOT be considered.**

17. **Disclaimer.**

(a) The request for Eol document contains statements derived from the information that is believed to be reliable as on date but does not purport to provide all of the information that may be necessary or desirable to enable an intending contracting party to determine whether or not to enter into a contract or arrangement with Indian Army in relation to the provision of services.

(b) Subject to any law to the contrary, and to the maximum extent permitted by law, Indian Army and its officers, employees, contractors, agents, and advisers disclaim all liability from any loss or damage (whether foreseeable or not) suffered by any person acting on or refraining from acting because of any information including forecasts, statements, estimates, or projections contained in this request for Eol document or conduct ancillary to it whether or not the loss or damage arises in connection with any negligence, omission, default, lack of care or misrepresentation on the part of Indian Army or any of its officers, employees, contractors, agents, or advisers.

18. **Recipient Obligation to Inform Itself.** The recipient must conduct its own investigation and analysis regarding any information contained in the request for Eol document and the meaning and impact of that information.

19. **Costs to be borne by Respondents.** All costs and expenses incurred by respondents in any way associated with the development, preparation, and submission of responses, including but not limited to the attendance at meetings, discussions, demonstrations, etc. and providing any additional information required by Indian Army, will be borne entirely and exclusively by the respondent.

20. **No Legal Relationship.** No binding legal relationship will exist between any of the respondents and Indian Army until execution of a contractual agreement. Participation in the Eol process doesn't qualify for any contractual obligation from Indian Army.

21. **Notification.** Indian Army will notify all short-listed respondents in writing/ via email/ telephone, as soon as practicable about the outcome of the Eol process. Indian Army is not obliged to provide any reasons for any such acceptance or rejection.

22. This Eol is being invited with no financial commitment on part of the Govt of India/ MoD.

**Sdxxxxxxx
Col SS Grewal
Col EME (CV)**

Dated : 16 Sep 2020

Appendix

(Refers Para 14 of Eol)

FORMAT FOR RESPOND TO EOI

To,
 Col SS Grewal
 Dte Gen of EME (CV)
 MGOs Br, IHQ of MoD(Army)
 New Delhi – 110010

Reference: Expression of Interest for Project of ESM Workshop scheme.

Dear Sir,

1. This is to notify you that I intend to submit my willingness to participate and discuss the envisaged ESMW Scheme in response to the Eol request for Project ESM Workshop scheme.
2. My personal particulars are given below: -

S No	Cat	Details
(a)	Name:	
(b)	Designation/ Rank:	
(c)	PPO No/ Date of Retirement	
(d)	Previous Service (Army/ Navy/ Air Force)	
(e)	Regiment/ Corps	
(f)	Age	
(g)	Address:	
(h)	Phone (Land Line)	
(j)	Mobile No:	

(k)	E-Mail	
(l)	Previous Experience in handling any such similar project/ work (during service or post retirement)	
(m)	Recommendations/ Suggestions (If any)	

3. I confirm that the information given above are true, accurate, verifiable and complete.

Signature:

Name:

Date: