

REQUEST FOR INFORMATION
NIGHT SIGHT (TI) FOR 7.62x51MM LIGHT MACHINE GUN (LMG)

1. Defence Acquisition Council (DAC) has accorded Acceptance of Necessity (AoN) for procurement of Night Sight (TI) for 7.62 x 51mm Light Machine Gun (LMG) as per details given below :-

(a) **Quantity.** Approx 5,700.

(b) **Category.** 'Buy (Indian – IDDM)' in accordance with Para 8 Chapter I of DAP-2020.

2. **Request for Information (RFI).** The RFI was initially floated on 07 Dec 2016 and responses were received for the same. However, in order to maximize participation, essential details of AoN are being published on MoD/Indian Army website now. Any Indian vendor who had not responded to RFI earlier may express interest for seeking Request for Proposal (RFP) and submission of bid within four weeks from date of publication of details on MoD/Indian Army website as per Para 35 of chapter 2 of DAP-2020. Tentative date of issue of RFP is **Mar 2021**.

3. With the view to identify additional vendors who had not responded to RFI earlier, OEMs/Vendors are requested to forward detailed information on the product which they can offer.

4. The Night Sight so desired by the Armed Forces should be a light weight and ruggedized device to enable accurate engagement of target by use of 7.62x51mm LMG.

5. The RFI consists of three parts as indicated below:-

(a) **Part I.** The first part of RFI incorporates operational parameters and broad technical requirements that should be met by the equipment and tentative date of the issue of RFP and the quantity required to be procured.

(b) **Part II.** The second Part of RFI states the methodology seeking response of vendors. Submission of incomplete response format will render the vendors liable for rejection.

(c) **Part III.** Guidelines for Framing Criteria for Vendor Selection/Pre Qualification in Buy Indian (IDDM), Buy (Indian) and Buy & Make (Indian) Cases.

**PART – I : OPERATIONAL PARAMETERS AND
BROAD TECHNICAL REQUIREMENTS**

6. **Capabilities Sought (Operational Requirement).** Indian Army seeks a Night Sight (TI) for LMG with latest technology parameters in order to help the soldier to fire 7.62 mm LMG accurately with following broad characteristics :-

- (a) **Technology.** Uncooled Microbolometer. FPA : 640 x 480. Pitch less than or equal to 17 microns.
- (b) **Reticle Pattern.** The sight should have suitable reticle pattern that enables aiming 7.62 x 51mm Calibres from 100m to 800m with reticle markings at an interval of 100m. The reticle pattern should be visible in both White and Black Hot polarity.
- (c) **Mounting.** The sight should be able to fit on Picatinny Rail (MIL STD 1913).
- (d) **Field of View.** Minimum 6⁰ (Azimuth) X 4⁰ (Elevation).
- (e) **Detection Range.** Detection of group of three men moving target at min 800m is desired.
- (f) **Recognition Range.** Recognition of group of three men standing target at min 700m is desired.
- (g) **Wt.** Not more than 1.5 kg+10% with batteries and Picatinny mount adaptor.
- (h) **Zoom.**
 - (i) Optical Magnification - Minimum 2.5 X.
 - (ii) Electronic - Minimum 4 X.
 - (iii) Image Polarity - White hot and black hot.
- (j) **Service Life.** Service life of 10000 hrs/10 years is desired.
- (k) The sight should facilitate accurate engagement of moving and static targets with 7.62x51mm Light Machine Gun without any effect on the functional effectiveness of the weapon or its handling.
- (l) The sight should comply with laid down mil standards and other international standards in vogue.

7. Tentative date of issue of RFP is **March 2021**. Total quantity required is approximately 5,700 (Five thousand Seven hundred) Night Sights. The desired quantity should be delivered within six (06) months to twenty four months (24) from the day of signing of the contract. The vendors should confirm if they can deliver requisite quantity of Night Sight (TI) for LMG within the stipulated timeframe.

PART - II : PROCEDURE FOR RESPONSE

8. The parameters/broad specifications of the item are mentioned in the questionnaire attached as per **Appendix 'A'**. The vendors are required to respond to the same.

9. In addition, the vendors are required to furnish details as per Performa at **Appendix 'B'**.

10. The vendor to provide disclaimer on commitment to procure the equipment. A certificate to the effect that the acquisition process would be carried out under the provision of DAP-2020 is required to be submitted.

11. Apart from the information as per the appendices the vendors may also forward technical details/product brochures/literature etc **pertaining to the item**.

12. The required information/details may please be forwarded at the following addresses by **23 Feb 2021** :-

- (a) DIRECTOR GENERAL OF INFANTRY/INFANTRY-8
GENERAL STAFF BRANCH
ROOM NO 403, D-1 WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF
DEFENCE (ARMY)
DHQ PO, NEW DELHI - 110 011
FAX NO : +91-11-23018412
E mail ID : suresh1234@nic.in
- (b) DIRECTORATE GENERAL OF CAPABILITY DEVELOPMENT
(CD - 9)
GENERAL STAFF BRANCH
ROOM NO 411, A WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF
DEFENCE (ARMY)
DHQ PO, NEW DELHI – 110 011

FAX NO : +91-11-23793274
E mail ID : gso1-we9-army@nic.in

- (c) DIRECTORATE GENERAL OF
CAPABILITY DEVELOPMENT (RFP CELL)
GENERAL STAFF BRANCH
ROOM NO - 444, A WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF
DEFENCE (ARMY)
DHQ PO, NEW DELHI – 110011
FAX NO : +91-11-23793274
E mail ID : dirrfp.we-army@nic.in
- (d) DIRECTORATE GENERAL OF ARMY DESIGN BUREAU
T&WS (GSQR CELL)
GENERAL STAFF BRANCH
ROOM NO - 122, A WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF
DEFENCE (ARMY)
DHQ PO, NEW DELHI – 110011
FAX NO : +91-11-2011198
E mail ID : drcd920-ihq@nic.in
- (e) ADDITIONAL DIRECTOR GENERAL ACQUISITION TECHNICAL
(ARMY)
ROOM NO 28, D-II WING, SENA BHAWAN
MINISTRY OF DEFENCE, NEW DELHI – 11
Fax No: +91-11- 23792414
E mail ID : tmls-mod@nic.in

**PART - III : GUIDELINES FOR FRAMING CRITERIA FOR VENDOR
SELECTION/PREQUALIFICATION IN 'BUY (INDIAN-IDD)' 'BUY (INDIAN)'
AND 'BUY & MAKE (INDIAN)' CASES**

13. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDD), Buy (Indian) & Buy & Make (Indian) cases are enumerated in the succeeding paragraphs. **Paragraph 14** deals with the parameters that may be considered for short-listing of vendors, whereas **Paragraph 15** amplifies the process for applying selected parameters to the process of Vendor Short listing.

14. **Parameters.**

- (a) **General Parameters.**

(i) Applicant Entity should be an Indian Vendor as defined at Paragraph 20 of Chapter I of DAP 2020.

(ii) Business dealing with applicant Entity or any of its allied entities should not have been suspended or banned, by MoD/ SHQ or any Government Department or organization (as defined in Guidelines for Penalties in Business Dealings with Entities issued vide Ministry of Defence, D(Vigilance) MoD ID No 31013/I/2006-D(Vig) Vol II dated 21 Nov 2016). None of the Promoters and Directors of applicant entity should be a wilful defaulter.

(iii) “Entities” will include companies, with whom the Ministry of Defence has entered into, or intends to enter into, or could enter into contracts or agreements.

(iv) “Applicant entity” may be a company, subsidiary, an associate company (as defined in the Companies Act, 2013), a consortium or a Joint Venture (JV).

(b) **Technical Parameters.**

(i) Vendor shall be a manufacturing entity or a system integrator of defence equipment and not a trading company, except in cases where the OEM participates only through its authorised Vendors.

(ii) Minimum **two years** experience in **broad areas like manufacturing/electronics/ explosives etc. as applicable in the instant procurement case.** If not, then cumulative experience of at **least three years in above areas**, resulting in gaining of competence for manufacturing the proposed product.

(In case the SHQ feels that for a particular equipment a lesser experience could be accepted, then the same should be got approved by the competent authority before including the same in the RFP).

(iii) Where product involves integration, previous experience of **not less than one year/ one project** in integration of systems/ equipment shall be required.

(iv) **Turnkey Projects.** Experience of successful completion of one Turnkey project of similar nature within last five years with value of at least 20% of AoN cost or currently executing a contract of similar nature with value of at least 30% of the AoN cost. In case of no experience in Turnkey projects, the vendor for main component of the Turnkey project may be selected if it has

experience as per paragraph 2 (b) (ii) above and experience of installation or integration of similar equipment/system or system of systems.

(v) **ICT Cases.**

(aa) Certification to be included if linked to scope of work – Gartner Quadrant/ISO9001/CMMi3 or more (specifying development/service/acquisition models)/ISO27001. For Information Security and large value projects preferably CMMi5 may be specified.

(ab) Compliance with IEEE/ ITU standards depending upon nature/type of project or solution required.

(c) **Financial Parameters.**

(i) **Average Annual Turnover.** Minimum average annual turnover for last three financial years, ending 31st March of the previous financial year, should not be less than 30% of estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 30% of estimated cost of the Make portion.

(ii) **Net Worth.** Net worth of entities, ending 31st March of the previous financial year, should not be less than 5% of the estimated cost of the Buy (Indian-IDDM) and Buy (Indian) project and for Buy & Make (Indian) should not be less than 5% of estimated cost of the Make portion. For orders above ₹ 5000 crores, the Networth of group companies can be considered on production of suitable documentary assurance.

(iii) **Insolvency.** The entity should not be under insolvency resolution as per Indian Bankruptcy Code at any stage of procurement process from the issuing of RFP to the signing of contract.

(iv) **Credit Rating (Desirable Financial Parameter).** Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as **CCR-BBB or better**, and **SME-04 or better for SMEs** issued by credit rating agencies recognized by SEBI. Credit rating should be as on 31st March of the previous financial year.

(Note 1: All the above Financial Parameters, except Paragraph 2(c)(iii) above (Insolvency) will not be applicable for Capital Acquisition cases where estimated cost is ₹150 crores and below. However, Net worth of entities should not be **negative**.

Note 2: The turnover and net worth of the vendor shall be rounded off to the nearest lower ten/ hundred crores so as to keep the estimated cost of procurement confidential).

(d) **Other Parameters.**

(i) **Industrial License (IL).** Vendors should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of FET. (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).

(ii) **Registration.** Registered for a minimum of two years (one year for SMEs). Minimum number of years not applicable for JVs constituted specifically for a project.

15. **Stipulations for Applying Parameters.**

(a) **Areas like manufacturing/ electronics/ explosives etc.** referred to at Paragraph 2(b)(ii) should be defined in each case of procurement.

(b) In case the Applicant Entity is unable to meet the Financial Parameters by itself, it may rely on its **Holding Company** (as defined in the Companies Act, 2013 and amendments thereof) ("Companies Act") for fulfilment of the Financial Parameters, in which case reliance must be placed on the Holding Company towards fulfilment of **ALL** the Financial Parameters.

(c) In case the Applicant Entity is unable to meet one or more of the Technical Parameters by itself, it may rely on a Group Company(ies) for fulfilment of the Technical Parameters. A Group Company in relation to the Applicant Entity may be:-

(i) A company of which the Applicant Entity it is an Associate Company. Such company should have ownership, directly or indirectly, of at least **26%** of the voting shares of the Applicant Entity.

(ii) A company which is an Associate Company of the Applicant Entity. The Applicant Entity should have ownership directly or indirectly, of at least **26%** of the voting shares of such Associate Company.

(iii) A Company with whom the Applicant Entity is commonly owned, directly or indirectly, for at least **26%** of the voting shares

by another company. For example: An Applicant Company A is an Associate Company of Company B, in which B holds at least 26%. Further, C is also an Associate Company of B, in which B holds at least 26%. In this case the Applicant Company may use the credentials of C as well.

(iv) The Holding Company and Subsidiary Companies (as defined under the Companies Act) of the Applicant Entity.

(d) The Applicant entity may be a single entity or a group of entities (the "Consortium"), coming together to implement the project. In such case :-

(i) The credentials of only those members or their related entities may be counted, who have at least **26%** equity stake in the Consortium.

(ii) Each Consortium should have a designated **Lead Member**.

(iii) For Technical Parameters, **any of the Consortium members or their Group Companies** may meet the criteria.

(iv) For Financial Parameters; the Turnover and Net Worth of the Consortium Member shall be reckoned **proportionate to Consortium Member's equity stake** in the Consortium, and each Consortium member should meet the other criteria pertaining to Insolvency and Credit Rating. In case the Consortium Member relies on its Holding Company for any one of the above-mentioned Financial Parameters, then reliance must be placed on the Holding Company for meeting **all the financial Parameters**.

(e) Vendors should provide all necessary self-authenticated documentation in support of their achievement of criteria. Such documentation should inter-alia include:-

(i) Details of projects/ supply orders successfully executed in the last two years.

(ii) Annual reports for three years of applicant entity, parent and associate companies, consortium and JV partners.

(iii) Details of shareholders, promoters, associated, allied and JV companies.

(iv) Details of vigilance action, viz. ongoing investigation and suspension/ debarment/ blacklisting actions against the applicant

entity or any of its allied entities, parent company or consortium and JV partners, if any by any Department/agency of Central Government.

(v) A certificate from CA/CS indicating the financial parameters for the last three years as per Paragraph 2(c).

(**Note:** If a vendor is already a supplier to MoD and/ or has already provided the above documents in such cases, it should be necessary for the vendor to resubmit only such documentations as is necessary to update the above).

(f) Any vendor furnishing false information will be liable for action as per existing guidelines.

(g) Based on these generic parameters, more specific criteria should be evolved by the SHQ with regard to Technical and Financial parameters {Paras 2(b) and 2(c) above} in each procurement case depending upon requirements peculiar to each case keeping in view the overall need to ensure wider vendor participation. The specific criteria evolved by the SHQ for each case, as per these guidelines, may be got approved by the competent authority before including the same in the RFPs.

16. **Start Ups/ MSMEs.** Start ups would be defined as per G.S.R. 127 (E) dated 19 Feb 2019 (as amended from time to time). For procurement cases where the estimated cost is not exceeding ₹100 crores/ year based on delivery schedule at the time of seeking AoN or ₹ 150 crores, whichever is higher, to encourage the Start Ups/ MSMEs and build Industrial ecosystem, the recognized Start Ups/ MSMEs in the relevant fields may be considered for issue of RFP without any stipulation of Financial parameters, except Paragraph 2(c)(iii) above (Insolvency) and with General and Technical parameters to be decided on case to case basis.

(**Note:** Start Ups should not be confused with New entrants who may be high/ mid-sized groups having financial support and manufacturing experiences and now venturing into Defence Production).

17. The criteria for vendor selection shall be clearly stipulated in RFPs so as to maintain transparency. Care shall be taken to ensure that the stipulated criteria are not open to subjectivity and arbitrary interpretation.

18. An early action is requested.