

BROAD DETAILS OF PROCUREMENT
OF TELESCOPIC HANDLER

1. Services Procurement Board (SPB) has accorded Acceptance of Necessity (AoN) for procurement of **Telescopic Handler** as per details given below:-
 - (a) **Quantity.** 93.
 - (b) **Category.** 'Buy (Indian – IDDM)' in accordance with Para 8 of Chapter-I of DAP – 2020.
2. The Broad Details of the Procurement Case consists of three parts as indicated below: -
 - (a) **Part I.** The first part of the Broad Details of the Procurement Case incorporates operational parameters and broad technical requirements that should be met by the equipment along with tentative date of the issue of RFP and the quantity required to be procured.
 - (b) **Part - II.** The second Part of the Broad Details of the Procurement Case states the methodology of seeking response of vendors. Submission of incomplete response will render the vendors liable for rejection.
 - (c) **Part - III.** The Part three deals with the guidelines which would be followed for framing the criteria for Vendor Selection/Pre-Qualification in Buy (Indian-IDDM) Cases.

PART - I:
OPERATION PARAMETERS AND BROAD TECHINICAL REQUIRMENTS

6. **Capabilities Sought (Operational Parameters).** Indian Army seeks a Telescopic Handlers for handling of various Ordnance stores like palletized ammunition, heavy equipment and components on uneven / rough surface. The Telescopic Handlers so required by the Indian Army should be capable of operating in uneven, deserts and mountain terrains in all climatic conditions of the country with following broad characteristics :-

<u>S/No</u>	<u>Parameters</u>	<u>Dimensions</u>
<u>Operational Parameters</u>		
(a)	Load & Lifting Capability	The equipment should be able to:- (i) Lift a load of minimum 3 Ton with boom in horizontal and retracted position. (ii) Lift a load of minimum 1.5 Ton at forward horizontal reach of 3m ahead of front tyres (stationary). (iii) Lift a load of minimum 1.5 Ton at forward reach of 2m ahead of tyres at a height of 6 m from ground (stationary).
(b)	Operating Terrain Conditions	The equipment should be capable of operating in plains, deserts and mountain terrains in all climatic conditions of the country.
(c)	Environmental Conditions	The equipment must be able to operate in the environment conditions as specified below without any deterioration in reliability or condition of the equipment:- (i) <u>Operating Temperature.</u> (aa) <u>Minimum Range.</u> Minus 15⁰C to minus 5⁰ C. (ab) <u>Maximum Range.</u> Between 40⁰ C to 45⁰ C. (ii) <u>Altitude.</u> The equipment should be able to operate upto an altitude of 3500 m above MSL (Mean Sea Level).
(d)	Mobility	The Telescopic Handler with attachment in retracted position should be able to move with full load at a minimum speed of 05 Km/hr and at a top speed of 20 Km/hr without load.
(e)	Carrying Distance	The equipment should be able to carry load of 3 Ton upto a distance of minimum 1000 m.

(f)	Endurance	The equipment should be able to work for upto 4 hrs continuously providing sustained lift and move operations with full load of 3 Ton without refueling.
(g)	Transportability	The equipment should be capable of being transported mounted on a trailer by road, rail and air and should fulfill ODC requirements.
(h)	Attachments	To perform its envisaged tasks, the Telescopic Handler should be provided with a Telescopic Boom with Front Universal Coupling and the following attachments:- (i) <u>One Fork Attachment.</u> Minimum 3 Ton lifting Capacity. (ii) <u>One Crane Attachment.</u> Minimum 3 Ton lifting Capacity. (iii) <u>One Bucket Attachment.</u> Minimum 0.25 cubic meter capacity.
(j)	Gradient	The Telescopic Handler with its fork att should be able to negotiate a minimum 15° gradient while carrying full loads.
(k)	Safety	The Telescopic Handler should be provided with the following safety devices:- (i) <u>Locking Arrangements.</u> (aa) All attachments on telescopic boom should have fool proof locking arrangements under all conditions to hold lifted loads. (ab) In the event of failure of power system the attachments on telescopic boom should get automatically locked into position. (ii) <u>Overload Safety Switches.</u> For protection against overload, an indicator should be provided to indicate safe load being lifted. An audio/visual alarm should be activated when the load being lifted reaches the maximum safe load. (iii) <u>Fire Extinguisher.</u> One ABC Type Fire Extinguisher (ISI approved and marked) of two Kgs capacity to be provided.

(l)	Lighting Arrangements	The equipment should have:- (i) Head lights (Halogen /LED). (ii) Fog lights. (iii) Tail lights. (iv) Brake lights. (v) Blinker / Indicator for turning indication in front & rear. (vi) Amber flashing warning Hazard light. (vii) Reverse light to operate automatically when reverse gear is engaged.
(m)	Dimensions	The dimensions of the equipment should be as under:- (i) <u>Overall Height.</u> Overall height of the equipment should not be more than 2900 mm excluding the attachments. (ii) <u>Overall Width.</u> Overall width of the equipment should not be more than 2500 mm excluding the attachments. (iii) <u>Overall Length.</u> The overall length of the equipment without att and without boom should not be more than 5000 mm. (iv) <u>Ground Clearance.</u> The Telescopic Handler should have a minimum ground clearance of 350 mm excluding the attachments.
(n)	Dump Angle.	Dump Angle of the equipment should not be less than 35°.
(o)	In Service Life.	The Service life of Telescopic Handler should be minimum 9 years or 9000 hours of operation, whichever is earlier.
(p)	Emission Norms.	BS III/BS IV emission norms to be adhered to.
(q)	Weather Proofing.	The equipment will be painted with matt finish corrosion resistant paint of Olive Green colour as per IS Code 220.
(r)	Towing Hooks.	Towing Hooks to be provided in front and rear of the equipment.
(s)	Fuel Tank Capacity.	A fuel tank of minimum 70 litres to be provided.
(t)	Demisters.	Demisters for front wind screen should be provided.
(u)	Cold Starting Device.	A cold starting device for ease of starting in cold climate upto minus 15° C to be provided.
(v)	Spare Wheel.	One spare wheel of each type to be provided.

<u>Technical Parameters.</u>		
(w)	Engine.	Diesel Engine of minimum 74 HP at MSL.
(x)	Maximum Gross Weight.	Maximum Gross weight of the equipment without att should not be more than 9000 kgs.
(y)	Equipment Start Time.	The maximum start time for the equipment should not be more than 10 mins in all temperature conditions.
(z)	Transmission.	The Telescopic Handler should have:- (i) Four wheel drive. (ii) Forward and reverse gears for smooth manual transmission.
(aa)	Powering System.	The boom should be powered by the prime mover of the equipment.
(ab)	Brakes.	(i) <u>Service</u> . It should have fail safe braking system. (ii) <u>Parking</u> . It should have parking brakes.
(ac)	Warning Device.	Audio / visual devices to warn the driver for the following indications should be provided:- (i) Load going beyond the capability of the machine. (ii) Engine temperature exceeding safe limits. (iii) Engine oil pressure dropping below safe limits. (iv) Door Ajar. (v) Hand Brake Applied. (vi) Seat Belt Open.
(ad)	Display Panel.	A Display Panel to be provided for the driver to observe the following aspects comfortably while driving the equipment in addition to aspects mentioned in Para 6 (ac) above. (i) Speedometer. (ii) Odometer. (iii) Hourmeter. (iv) Fuel Level Gauge. (v) Engine Temperature Gauge.
(ae)	Jack.	One jack of adequate capacity should be provided.
(af)	Lashing Arrangements.	Telescopic Handler should be equipped with suitable Lashing Arrangements.

<u>Maintainability & Ergonomic Parameters.</u>		
(ag)	Essential spare parts, tools and accessories to be provided as part of the Vehicle Kit List items.	
(ah)	Standard components, oil and lubricants which are easily available in Indian market should as far as possible be used.	
(aj)	Maintenance Periodicity.	A suitably placed maintenance periodicity chart indicating maintenance points and instructions is to be provided on a aluminium anodized panel in the Driver's Cabin.
(ak)	Driver's Cabin.	(i) Cabin structure shall be ROPS & FOPS as per relevant standard. (ii) Control of all operations of the Telescopic Handler should be in the Driver's Cabin within reach so as to enable him to carry out all operations without any external assistance. (iii) An ergonomically designed, adjustable seat to provide maximum comfort to the Driver. (iv) Sun visor and rear view mirror on both sides of the vehicle. (v) Provision of a First Aid Box suitably clamped in the cabin. (vi) All glasses of the cabin shall be of laminated quality as per relevant standard and they should be transparent to avoid any restrictions for an all-round view to the operator. (vii) Exhaust pipe should be positioned away from the Driver's Cabin and it should be fitted in such a position that the exhaust fumes of the engine do not reach the driver. (viii) Adequate locking & security arrangements for Drivers Cabin to be provided.
(al)	The Telescopic Handler should be capable of providing the desired performance across all spectrum of employment in the Indian terrain and climatic conditions without affecting the functional effectiveness of the Telescopic Handler as desired or its handling.	

7. Vendors should confirm that the acceptability of the following conditions:-

(a) The solicitation of offers will be as per 'Single Stage-Two Bid System'. It would imply that a 'Request for Proposal' would be issued soliciting the technical and commercial offers together, but in two separate sealed envelopes. The validity of commercial offers would be at least 18 months from the last date of submission of offers.

- (b) The technical offers would be evaluated by a Technical Evaluation Committee (TEC) to check its compliance with RFP.
- (c) The equipment of all TEC cleared vendors would be put through a trial evaluation in India on a 'No Cost No Commitment' basis. A staff evaluation would be carried out by SHQ to analyse the result of field evaluation and shortlist the equipment for introduction into service.
- (d) Amongst the vendors cleared by GS evaluation, a Contract Negotiations Committee would decide the lowest cost bidder (L1) and conclude the appropriate contract.
- (e) Vendor would be bound to provide product support for time period specified in the RFP, which includes spares and maintenance tools/jigs/fixtures for field and component level repairs.
- (f) The vendor would be required to accept the general conditions of contract given in the Standard Contract Document at Chapter VI of DAP - 2020.

8. Tentative date of issue of RFP is Dec 2021. Total quantity required is approximately 93 (Ninety three only) Telescopic Handler. The desired quantity should be **delivered within twenty four (24) months** from the day of signing of the contract. The vendors should confirm if they can deliver requisite quantity of The Telescopic Handler within the stipulated timeframe.

PART – II: PROCEDURE FOR RESPONSE

- 9. 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.
- 10. In addition, the vendors are required to furnish details as per Performa at **Appendix 'B'**.
- 11. This information is being issued with no financial commitment and the Ministry of Defence, Government of India, reserves the right to change or vary any part thereof at any stage. The Government of India also reserves the right to withdraw it, should it become necessary at any stage. The acquisition process would be carried out under the provisions of DAP – 2020.
- 12. Apart from the information as per the appendices, the vendors may also forward technical details / product brochures / literature etc pertaining to the item.
- 13. The required information / details may please be forwarded at the following addresses by 04 Oct 2021.

- (a) DIRECTORATE GENERAL OF ORDNANCE SERVICES /OS-7
ROOM NO 116, 'D-II' WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF DEFENCE (ARMY)
DHQ PO, NEW DELHI – 110 011

- (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
Email 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 – 110 011
FAX NO : +91-11-23793274
Email – ID : dirrfp.we-army@nic.in
- (d) 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 – 110 011
FAX NO : +91-11-2011198
Email ID : dracd920-ihq@nic.in
- (e) ADDITIONAL DIRECTORATE GENERAL ACQUISITION TECHNICAL (ARMY)
ROOM NO 28, D-II WING, SENA BHAWAN
FAX NO : +91-11-23792414
EMAIL ID : tmls-mod@nic.in

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

14. The guidelines prescribed for short-listing/ pre-qualification of Indian vendors in Buy (Indian-IDD), cases are enumerated in the succeeding paragraphs. **Paragraph 15** deals with the parameters that may be considered for short-listing of vendors, whereas **Paragraph 16** amplifies the process for applying selected parameters to the process of Vendor Short listing.

15. **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).

(c) **Financial Parameters.**

(i) **Net Worth.** Net worth should be Positive.

(ii) **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.

(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 the 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).

16. **Stipulations for Applying Parameters.**

(a) **Areas like manufacturing/ electronics/ explosives etc** referred to at Paragraph 14(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 fulfillment 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.

(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 14(b) and 14(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.

17. **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 14(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).

18. 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.

19. An early action is requested please.

QUESTIONNAIRE

Note: Please provide all relevant details and technical specifications. Compliance to relevant Automotive Industry Standards (AIS)/IS/CMVR norms may be mentioned quoting the relevant specification/ standard number in your reply.

S No	Specification/Parameter	Reply
<u>Operational Parameters</u>		
1.	Will the Telescopic Handler being provided be able to:- (i) Lift a load of minimum 3 Ton with boom in horizontal and retracted position. (ii) Lift a load of minimum 1.5 Ton at forward horizontal reach of 3m ahead of front tyres (stationary). (iii) Lift a load of minimum 1.5 Ton at forward reach of 2m head of tyres at a height of 6 m from ground (stationary).	
2.	<u>Operating Terrain Conditions.</u> Will the Telescopic Handler being provided capable of operating in plains, deserts and mountain terrains in all climatic conditions of the country?	
3.	Will the Telescopic Handler being provided able to operate in the environment conditions as specified below without any deterioration in reliability or condition of the equipment:- (i) <u>Operating Temperature.</u> (aa) <u>Minimum Range.</u> Minus 15 ⁰ C to minus 5 ⁰ C. (ab) <u>Maximum Range.</u> Between 40 ⁰ C to 45 ⁰ C. (ii) <u>Altitude.</u> Will the equipment be able to operate upto an altitude of 3500 m above MSL (Mean Sea Level)?	
4.	<u>Mobility.</u> Will the Telescopic Handler with attachment in retracted position be able to move with full load at a minimum speed of 05 Km/hr and at a top speed of 20 Km/hr without load as per service requirement?	
5.	<u>Carrying Distance.</u> Will the Telescopic Handler be able to carry load of 3 Ton upto a distance of minimum 1000 m as per service requirement?	
6.	<u>Endurance.</u> Will the Telescopic Handler be able to work upto 4 hrs continuously providing sustained lift and move operations with full load of 3 Ton without re-fuelling as per service requirement?	
7.	<u>Transportability.</u> Will the Telescopic Handler capable of being transported mounted on a trailer by road, rail and air and should fulfil ODC requirements?	
8.	<u>Attachments.</u> Will the Telescopic Handler provided with a Telescopic Boom with Front Universal Coupling and the following attachments:- (i) <u>One Fork Attachment.</u> Minimum 3 Ton lifting Capacity. (ii) <u>One Crane Attachment.</u> Minimum 3 Ton lifting Capacity. (iii) <u>One Bucket Attachment.</u> Minimum 0.25 cubic meter capacity.	

S No	Specification/Parameter	Reply
9.	<u>Gradient.</u> Will the Telescopic Handler with its fork attachment be able to negotiate a minimum 15° gradient while carrying full loads?	
10.	<u>Safety.</u> Will the Telescopic Handler provided with the following safety devices:- (i) <u>Locking Arrangements.</u> (aa) Will all attachments on telescopic boom have fool proof locking arrangements under all conditions to hold lifted loads? (ab) Will in the event of failure of power system the attachments on telescopic boom should get automatically locked into position? (ii) <u>Overload Safety Switches.</u> Will the Protection against overload indicator provided to indicate safe load being lifted also an audio/visual alarm be activated when the load being lifted reaches the maximum safe load? (iii) <u>Fire Extinguisher.</u> Will one ABC Type Fire Extinguisher (ISI approved and marked) of two Kgs capacity be provided?	
11.	<u>Lighting Arrangements.</u> Will the Telescopic Handler have the following lighting arrangements:- (i) Head lights (Halogen /LED). (ii) Fog lights. (iii) Tail lights. (iv) Brake lights. (v) Blinker / Indicator for turning indication in front & rear. (vi) Amber flashing warning Hazard light. (vii) Reverse light to operate automatically when reverse gear is engaged.	
12.	<u>Dimensions.</u> Are the dimensions of Telescopic Handler as under:- (i) <u>Overall Height.</u> Overall height of the equipment not more than 2900 mm excluding the attachments. (ii) <u>Overall Width.</u> Overall width of the equipment not more than 2500 mm excluding the attachments. (iii) <u>Overall Length.</u> The overall length of the equipment without att and without boom not more than 5000 mm. (iv) <u>Ground Clearance.</u> The Telescopic Handler have minimum ground clearance of 350 mm excluding the attachments.	
13.	<u>Dump Angle.</u> Will the Dump Angle of the Telescopic Handler be not less than 35°?	

S No	Specification/Parameter	Reply
14.	<u>In Service Life.</u> Is Service Life of Telescopic Handler be minimum 9 years or 9000 hours of operation, whichever is earlier?	
15.	<u>Emission Norms.</u> Will the BS III/BS IV emission norms are adhered to? Please Specify?	
16.	<u>Weather Proofing.</u> Will the equipment be painted with matt finish corrosion resistant paint of Olive Green colour as per IS Code 220?	
17.	<u>Towing Hooks.</u> Will Towing Hooks be provided in front and rear of the equipment?	
18.	<u>Fuel Tank Capacity.</u> Will a fuel tank of minimum 70 litres be provided?	
19.	<u>Demisters.</u> Will Demisters for front wind screen be provided?	
20.	<u>Cold Starting Device.</u> Will a cold starting device for ease of starting in cold climate upto minus 15 ⁰ C be provided?	
21.	<u>Spare Wheel.</u> Will one spare wheel of each type be provided?	
<u>Technical Parameters.</u>		
22.	<u>Engine.</u> Will Diesel Engine of minimum 74 HP at MSL be provided?	
23.	<u>Maximum Gross Weight.</u> Will the Maximum Gross weight of the Telescopic Handler without attachments be not more than 9000 kgs?	
24.	<u>Maximum Start Time.</u> Will the maximum start time of Telescopic Handler be less than 10 mins in all temperature conditions?	
25.	<u>Transmission.</u> Will the Telescopic Handler have:- (i) Four wheel drive. (ii) Forward and reverse gears for smooth manual transmission.	
26.	<u>Powering System.</u> Will the boom be powered by the prime mover of the equipment?	
27.	<u>Breaks.</u> (i) <u>Service.</u> Will Telescopic Handler have fail safe braking system? (ii) <u>Parking.</u> Will Telescopic Handler have parking brakes?	
28.	<u>Warning Device.</u> Will Audio / visual devices to warn the driver for the following indications be provided:- (i) Load going beyond the capability of the machine. (ii) Engine temperature exceeding safe limits. (iii) Engine oil pressure dropping below safe limits. (iv) Door Ajar. (v) Hand Brake Applied. (vi) Seat Belt Open.	

S No	Specification/Parameter	Reply
29.	Will a Display Panel be provided for the driver to observe the following aspects comfortably while driving the equipment in addition to aspects mentioned in Para 28 above:- (i) Speedometer. (ii) Odometer. (iii) Hourmeter. (iv) Fuel Level Gauge. (v) Engine Temperature Gauge.	
30.	<u>Jack.</u> Will jack of adequate capacity be provided?	
31.	<u>Lashing Arrangements.</u> Will the Telescopic Handler be equipped with suitable Lashing Arrangements?	
<u>Maintainability & Ergonomic Parameters</u>		
32.	Will Essential spare parts, tools and accessories be provided as part of the Vehicle Kit List items?	
33.	Will the Standard components, oil and lubricants which are easily available in Indian market are as far as possible be used?	
34.	<u>Maintenance Periodicity.</u> Can a suitably placed maintenance periodicity chart indicating maintenance points and instructions be provided on a aluminium anodized panel in the Driver's Cabin?	
35.	<u>Driver's Cabin.</u> (i) Will the Cabin structure be ROPS & FOPS as per relevant standard? (ii) Will the control of all operations of the Telescopic Handler be in the Driver's Cabin within reach so as to enable him to carry out all operations without any external assistance? (iii) Will there be an ergonomically designed, adjustable seat to provide maximum comfort to the Driver? (iv) Will the equipment provide Sun visor and rear view mirror on both sides of the vehicle? (v) Will there be a provision of a First Aid Box suitably clamped in the cabin? (vi) Will all glasses of the cabin be of laminated quality as per relevant standard and transparent to avoid any restrictions for an all- round view to the operator? (vii) Will the exhaust pipe positioned away from the Driver's Cabin and be fitted in such a position that the exhaust fumes of the engine do not reach the driver? (viii) Will there be an Adequate locking & security arrangements for Drivers Cabin are provided?	
36.	Is the Telescopic Handler be capable of providing the desired performance across all spectrum of employment in the Indian terrain and climatic conditions without affecting the functional effectiveness as desired or its handling?	

S No	Specification/Parameter	Reply
37.	<u>Product Support.</u> (i) Will 'Engineering Support Package (ESP)' comprising of MRLS (Manufactured Recommended List of Spares), SMT (Special Maintenance Tools) / STE (Special Test Equipment), Technical Manuals / Documents, Training Material including Sectionised Models, Training Charts and CBT (Computer Based Training) packages etc be provided? (iv) What type of AMC will be provided by you? What would be the likely cost? (v) What life time support can be provided by the vendor?	
38.	Is the equipment available in Indian market? What is the level of indigenization, maintenance support and life time support?	
39.	<u>Indigenous Content/ Production.</u> (a) Elaborate upon the capability to indigenously design, develop and manufacture the equipment (IDDM capability)? If yes, what will be the percentage of Indigenous Content provided & verification process? (b) What are the critical technologies which the industry has taken from their global partners or Joint Venture, if any? Or what are the essential critical technologies which are required to be obtained? (c) How much time will the startup / Joint Venture take to start production? (d) Does the Indian Industry have the capability to design, develop, manufacture, test and integrate the system including the critical technology? (e) Do you have Industrial Licenses for the production of the Telescopic Handler? If not, have you applied for the same and when (date) it is likely to be granted? (f) How much time is required by the Industry to deliver the equipment / platform with the stipulated indigenous content, post trials/ contract for operational use?	

S No	Specification/Parameter	Reply
40.	<u>Trials / Prototypes.</u> (a) Is the prototype readily available or has to be designed / manufactured ? (b) What will be the time penalty and fall out if additional features / higher technology is asked in the prototype? OR, If the equipment is to be fielded in 4 months/ 6 months, what level of technology (or type of prototype) would be made available? (c) What is the likely time period required to field the prototype for trials post intimation of clearance in TEC? This date should factor in time for clearance, transportation etc. (d) Are you willing to participate in trials as per DAP-2020 in India on 'No Cost No Commitment (NCNC)' basis? (e) What is the suitability of equipment for deployment in High Altitude Area (HAA) and Mountainous terrain in India? (f) Will the crew required for operating the equipment for user trials shall be provided by the vendor? (g) Will the vendor certification be given for major parameters eg operating temperature and weather conditions etc?	
41.	Please furnish details of IPR documentation / patents / design resignation / copyright etc registered with the authorised agency in respect of the vehicle.	
42.	<u>Standards.</u> (a) What US Military Standards are being conformed to by the equipment produced by the OEM/Vendor? OR What standards does your equipment conform to / Does it follow US Military standards? (b) What Joint Service Specifications (JSS)/ Joint Service Guidelines (JSG) are being conformed to by the equipment produced by the OEM/Vendor? (c) Which accredited laboratory (Indian/International) has certified your equipment?	
43.	<u>Option Clause.</u> Are you willing to accept the Option Clause? Give the duration for which the clause would be valid?	

S No	Specification/Parameter	Reply
44.	<u>Commercial Terms / Cost.</u> (a) Specify the elements which need to be structured in the costing of the vehicle (including comprehensive maintenance / product support package). (b) What will be the estimated price of the Telescopic Handler? (c) What will be the estimated cost of the 'Equipment Support Package (ESP)' recommended by the OEM / Vendor? (Refer Para 22 (g) (iii))? (d) Elaboration of Total cost indicating following aspects :- (i) Basic Cost per unit (ii) ESP @ 15% (iii) Total ((i) +(ii)) (iv) GST @ ____% of basic cost of veh (v) Total Cost per unit (including above) (e) What INCOTERMS 2010 are suitable/ preferred by your company and for what reasons?	
45.	<u>Production Capacity.</u> (a) What is your annual production capacity? Is it likely to increase? (b) How much time is required by you to deliver the equipment after conclusion of contract?	
46.	<u>Vendor Selection Criteria.</u> (a) Is the applicant entity an Indian Company as defined under the Companies Act 2013? (b) Has the applicant entity or any of its allied entities ever been banned or suspended by the MoD/SHQ or any Government Department or Organisation? Details of vigilance action viz ongoing investigations by any department/ agency of Central Government may be provided. (c) Is the applicant entity a Manufacturing Entity or System Integrator or a Trading Company? (d) Does your company have any previous experience/expertise in this field? Specify the field of expertise/experience of your company and the duration of experience in years. (e) Specify the turnover and net worth of your Company in the last three (03) years.	

S No	Specification/Parameter	Reply
	(f) Is your company under insolvency resolution as per Indian Bankruptcy Code? (g) What is the Credit Rating of your Company equivalent to CRISIL rating? (h) Does your Company qualify under Start Up or MSME Category?	
47.	<u>Miscellaneous.</u> (d) What is the minimum quantity based on which OEM would be willing to offer ToT (Transfer of Technology)? (e) Any other relevant information in terms of specifications/terms of reference, the OEM/Vendor would like to share. (f) What is the preferred categorization as per DAP 2020 for provision of the Telescopic Handlers?	

-X-X-X-

VENDOR INFORMATION PROFORMA1. **Name of the Vendor/Company/Firm.**

 (Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacturer (OEM)

Yes/No

Authorised Vendor of foreign Firm

 Yes/No (attach details, if
 yes) Others (give specific
 details)
3. **Contact Details.****Postal Address:**

City: _____ State: _____

Pin Code: _____ Tele: _____

Fax: _____ URL/Web Site: _____

Email: _____

4. **Local Branch/Liaison Office/Agent (if any).**

Name & Address:

Pin code: Tel: Fax:

Email: _____

5. **Financial Details.** Category of Industry (Large/Medium/Small Scale): _____6. **Certification by Quality Assurance Organisation.**

Name of Agency	Certification	Applicable from (Date and Year)	Valid Till (Date & Year)

7. **Details of Registration.**

Agency	Registration No	Validity (Date)	Equipment
GeM			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. **Membership of FICCI/ASSOCHAM/CII or other Industrial Associations.**

(a) Name of Organisation (b) Membership Number

9. **Equipment/Product Profile (to be submitted for each product separately)**

(a) Name of Product : _____

(IDDM Capability be indicated against the product)

(Should be given category wise for e.g. all products related to Telescopic Handler to be mentioned together)

(b) Description (attach technical literature) : _____

(c) Whether OEM or Integrator : _____

(d) Name and address of Foreign collaborator (if any): _____

(e) Industrial License Number : _____

(f) Indigenous component of the product (in percentage): _____

(g) Status (in service/ design and development stage) _____

(h) Production capacity per annum: _____

(j) Countries/agencies where equipment supplied earlier (give details of quantity supplied):

(k) Estimated price of the equipment _____

10. Alternatives for meeting the objectives of the equipment set forth in the RFI.

11. Any other relevant information : _____

12. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

(Authorised Signatory)

(As per DAP-2020)