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गार्डेन रीच शिपबिल्डर्स एण्ड इंजिनियर्स
लिमिटेड

Garden Reach Shipbuilders & Engineers Limited
(भारत सरकार का उपक्रम) (A Govt. of India
Undertaking)

रक्षा मंत्रालय

43/46 गार्डेन रीच रोड,
कोलकाता - 700 024

Ministry of Defence

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19AAACG9371K1Z4

शुद्धिपत्र(I)

CORRIGENDUM (I)

निविदा संदर्भ सं Tender Ref. No.: NCM-ND/OT/DM/PROTOTYPE 30MM NSG/SVL/3025/ET-1869

विषय Item: PROTOTYPE 30MM NSG for Yd. 3025 (NC-NC BASIS)

प्रकाशित Published On: 07.06.2022

जमा तिथि Due date: 15.07.2022 (12.00 बजे 12.00 noon)

1. This corrigendum is issued for uploading the MOM of pre-bid meeting and extension of tender submission due date.
2. विस्तारित जमा तिथि Extended Due Date: 01.08.2022 (12.00 बजे 12.00 noon)

IT IS REQUESTED TO PARTICIPATE IN THE ABOVE MENTIONED TENDER WITHIN EXTENDED DUE DATE & TIME.

निविदा के अन्य सभी नियम एवं शर्तों में कोई बदलाव नहीं है.

ALL OTHER TERMS & CONDITIONS OF THE TENDER ENQUIRY REMAIN UNALTERED.

अधिकृत हस्ताक्षरी
Authorized Signatory



Garden Reach Shipbuilders & Engineers Ltd

गार्डन रीच शिपबिल्डर्स एण्ड इंजीनियर्स लिमिटेड

A Government of India (Ministry of Defence) Undertaking

भारत सरकार (रक्षा मंत्रालय) का एक उपक्रम

“An ISO 9001: 2015 Certified Company”

43/46, Garden Reach Road, Kolkata-700024; 43/46, गार्डन रीच रोड, कोलकाता- 700024

VENDOR DEVELOPMENT DEPARTMENT / विक्रेता विकास विभाग

MINUTES OF PRE -BID MEETING HELD ON 23 JUN 2022 REGARDING TENDER

ID NUMBER: 2022_GRSE_90237_1

List of Attendees

<u>GRSE Rep</u>	<u>Bidder's Rep</u>
(a) Sri Gulshan Ratan, GM(VD&IEP)	(a) Cdr Shardul Rautela, IN (Retd), Director(Naval Systems), RAFAEL
(b) Sri Dilip Kumar Mandal, AGM(CD)	Advanced Defense System Ltd
(c) Cdr Satish Chandra Jha, IN(Retd)	(b) Sri Anugrah Shukla, Country Head(S&M), M/s C2C Innovations
AGM(ES&CM)	(c) Sri Rahul Patil, MGR(BD), M/s L&T Defence
(d) Sri Harihar Das, DGM (VD & IEP)	(d) Mrs Rashmi Prasad, DGM(DABG), M/s BHEL
(e) Cdr Sougata Maitra, DGM(PP&C)	(d) Sri Manish Chandra Srivastava, Jt GM, M/s GSF, Cossipore
(f) Sri M Mahendran, SM(VD)	(e) Sri Souvik Sinha Roy, JWM, M/s GSF, Cossipore

1. A Pre-bid meeting was convened on **23 Jun 22 by GRSE** with respect to the published **Tender ID : 2022_GRSE_90237_1 dated 07 June 22**, accordingly, reps of **05** Firms participated in the meeting.
2. Further discussion on Scope of Work / SOTR were carried out and all 05 firms have understood and agreed to develop the Prototype Gun as per GRSE Tender Ref: NCM-ND/OT/DM/PROTOTYPE-30MM NSG/SVL/3025/ET-1869 dated 07 June 22.
3. Bidder reps were given a broad presentation about the published RFP during the Pre-bid meeting and were explained about the exact requirements that mandate utilisation as well as development of their capabilities towards timely completion of the project in the future. In addition, Bidder reps sought certain clarifications during the course of discussion. The same along with the response of GRSE are appended at **Enclosure-1** to this MoM.

4. Further, all Bidders have been explained and requested to submit technical proposal (Including technologies to be used, infrastructure and inter-connection methodology, workflow, technical architecture & project timeline for the Prototype Gun) based on above GRSE SOTR within 31.07.2022.
5. All participating bidders have accepted all the terms & conditions of NIT.
6. The meeting ended with a vote of thanks to the chair

(Harihar Das)
DGM (VD)
GRSE Rep

Enclosure-1

List of Queries raised by the participating bidders vis-à-vis GRSE's response relevant to the RFP

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
1	3	1	What is contract for Prototype Proving?	How will a qualified vendor be selected? Only on the technical proposal ?	Selection of Qualified vendors will be solely based on the Technical Evaluation Criteria promulgated in the recent RFP document/ NIT.
2	3	1	On successful completion of the acceptance of sea trials, the vendor will be nominated as Sole Development Collaborator of GRSE.....	Selection of the final vendor will be based on financial bid only or other factors such as performance in trials, design details etc., please specify What does the term 'Sole Development Collaborator' imply?	For prototype development and supply, vendors will be selected as described in RFP. There is possibility of selecting multiple vendors. The vendors successfully clearing acceptance trial (to be conducted by end user) will be declared as "Production collaborator" of GRSE. Commercial RFP with detailed terms and conditions including quantities and delivery timeline will be issued to them by GRSE. Contract will be signed by GRSE with L1 vendor for execution of the firm order.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
3	3	1	Further contracts will be based on negotiated prices...	Does further contracts include the numbers indicated in this RFP, since prices for those would have already been indicated in the response.	Numbers are only indicative. It does not have any relevance to the commercial RFP that will be issued subsequently post completion of Prototype trials and selection of the Vendor. Also refer SI. 2 above.
4	2(b)	2	Presently, GRSE has a firm order for 12 ships	(a) Is this quantity to be taken as MOQ for pricing calculations? (b) Will there be any commitment from the end customer for the envisaged numbers before completion of the prototype NCNC? (c) What is the time frame for delivery of the 12 systems? (d) Are the ships of one class?	(a) No. At this point of time, quantity of 12 is indicated for the ongoing ship constructions for which 30 mm NSG is also envisaged for installation as weapon fit. The firm number can be indicated only post successful trials of the Prototype- 30 mm NSG in consultation with Indian Navy. These 12 ships are of two different class. (b) No. (c) Post successful completion of acceptance trial (to be conducted by end user), GRSE will process as per serial 2 above. (d) No.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
5	2(i)	3	Scope of Work and scope of supply by the vendor shall be determined in a mutually agreed 'Scope of Work' document on case-to-case basis...	The scope of work and supply by vendor will be governed by GRSE(STACS) and DAP. Which document takes precedence? What is the minimum Indigenous Content (IC) required? A copy of GRSE (STACS) to be provided to understand the process	GRSE STACS. Though minimum IC is not mentioned for prototype development and supply but same will be mentioned in the commercial RFP (indicative IC more than 50% of the overall order value) as will be indicated by end user. GRSE (STACS) will be shared during the issuance of commercial RFP
6	2(j)	3	The vendor shall make best efforts to secure selection of GRSE...	How can vendor make efforts to ensure selection of GRSE as Prime Contractor? This sentence is not understood.	The spirit of phrase conveys that the vendors will support GRSE in pro-active presentations/demonstrations and response to queries of end customers in all possible ways so as to ensure that to facilitate acceptance by end Customers
7	2(k)	3	In the event of an award for a Potential Program.....thereof, the vendor will promptly enter into a subcontract agreement with GRSE or through GRSE PO....	Isn't the vendor nominated as Sole Development Collaborator of GRSE (Serial B above) and does this not mean automatic nomination as a sub-contractor to GRSE for future programs?	Refer Sl. 2 above.
8	2(l)	3	Any change or modification requested by the customer or initiated by the Party to the specifications or scope of work and scope of supply in the collaboration/MoU Agreement....	If the changes exceed the scope of the licence issued by Israeli MoD, then a fresh license must be sought, prior to any further agreement or negotiations	Not relevant for prototype development.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
9	5	4	The vendor shall comply with the terms of mutual Non-Disclosure Agreement (NDA) which will be signed with prospective vendors at pre-bid stage	Is the NDA signed earlier valid for this purpose or will a new NDA be required to be signed?	Earlier signed NDA will be valid.
10	6(d)(i)	4	A detailed plan for prototype proving of the 30mm NSG with EOFCS onboard a ship.	What details other than installation procedure are required? The trial methodology (approved by the end customer) is required to fully understand and plan for the trials including provision of the target(s). Who will provide the targets, GRSE or IN?	Details required are elaborated in the RFP. Trial methodology will be promulgated by the end user.
11	6(d)(ii)	5	A detailed development plan of assembly of 30mm NSG with EOFCS along with building infrastructure at designated premises of GRSE/firm premises in a time bound manner under Technology Agreement	When and with whom will this Technology Agreement be signed? Only with the finally selected vendor	ON short listing of the vendors on evaluation of the Detailed Development Plan the Technology Agreement will be finalized with the short listed vendors. It is re-emphasized that the Detailed Development Plan is a key parameter of assessment
12	6(d)(ii)	5	The cost of set up of the Assembly and associated infrastructure and phase plan of indigenisation is to be indicated.	Will this costing be taken into consideration for the selection of the vendor? The costing should be submitted in a separate sealed envelope and only opened for vendors successfully proving the prototype, as is done in a two-bid system. Is there a requirement to quote for the testing facilities?	Selection of vendors will be based on the Technical Criteria. An indicative cost of the infrastructure required for assembly facility may be indicated. Phased Plan for Indigenization is required to be submitted

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
13	6(d)(iii)	5	The cost (in INR) of 30 MM NSG and EOFCS duly considering above to be indicated as below in the RFP response.	The cost should be submitted in a separate sealed envelope and should be opened only for vendors successfully proving the prototype. How will the vendor be selected? Based on the costing at Ser M & N of this table? Please provide a fixed number of weapons stations, so that the cost can be provided. Based on the number of systems, the delivery timeline shall be indicated.	Refer Sl. 2 above.
14	8	6	The firms should have ISO 9001:2000 certification	Is this the only certification required? Will additional certifications matter in final selection of vendors?	This Certification of ISO 9001:2000 will meet the requirement for the current RFP.
15	25	9	Prototype development along with.....	(a) What is a realistic timeline for prototype development? (b) What is the work breakdown structure for prototype development? (c) Within what timeframe are the prototype trials envisaged to be completed after the delivery of the prototype to GRSE? (d) If shortlisted, will the prototype also be considered as part of the deliverables for the first order of 12 NSGs?	(a) 31 Dec 2024 (b) Work Breakdown Structure has to be submitted by the vendor. (c) Prototype Trials are envisaged to be completed within 06 months of the delivery of Prototype subject to sea conditions. (d) The same can be clarified post successful trials of the Prototype.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
16	Annex 1, Para 2	10	EOFCS	(a) Is there a requirement to set up facilities for EOFCS too? (b) Can the EOFCS be provided by a different vendor and final integration done in GRSE?	(a) Vendor need to take a call on setting up of the EOFCS facilities. (b) Yes. It is the responsibility of the vendor.
17	-	-	There is no mention of ILS, spares, training etc all of which has to taken into consideration for pricing any proposal	-	This should be considered during the response to commercial RFP.
18	-	-	How is the process of indigenisation being aligned with the provisions of the DAP 2020 and the cover letter of the 107 Indigenisation List? Please clarify.	-	Refer to serial 12 for Indigenization
19	-	-	Does the response from a foreign OEM, qualify as process of indigenisation in accordance with the laid down procedure? If yes, how will the approval be progressed?	-	No. Only Indian Vendors can participate in the current RFP.
RFP Contents					
20	1			What is the Indigenization content requirement for proto-type and for production?	Not Applicable for Prototype. IC for Production will be intimated during the commercial RFP.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
21	1			It is understood that the Indigenous supplier can collaborate with a Foreign Partner for this requirement through ToT. Please confirm.	Yes
22	2 (b)			(a) The para mentions "Presently GRSE has firm order for 12 ships wherein this gun is to be fitted". (b) What is the required timeline for proving of the gun proto-type? (c) What would be the delivery timelines for production quantities for these 12 Ships?	(a) Refer Sl. 4 (b) Refer Sl. 15 (c) Not Applicable
23	2 (b)			Is MoD/ IN has provided confirmation to GRSE that in future ships the 30 mm Gun will be provided by GRSE to shipyard whoever executing the contracts for future ships. Also what would be modalities for submitting bid to other shipyards any prospect programs	Refer to MOD/ PIB notification / press Release dated 24 March 22. Also Refer SL 2
24	2 (b)			Will GRSE be selecting only one Vendor for proto-type development or more vendors?	Refer Sl. 2
25	2 (b)			Please elaborate on criteria for identification of selected vendor or L1 bidder	Refer Sl. 2

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
26	2 (b)			Prototype demonstration will be carried out by selected vendor after opening of price bid or all technically qualified vendors will be given a chance for demonstration and then price bids will be opened	Refer Sl. 1
27	2(f)			Please confirm whether the ToT partner of Indian vendor can sell the offered system independently to other country or source certain subsystems/ items of the offered system from Indian vendor for their global orders	Yes
28	2 (m)			It is proposed that the IPR shall be held with the Gun supplier/manufacturer.	Overall NSG IPR has to be held with an Indian Vendor
29	6 (i)			Please indicate if there are any size limitations for installation of the gun or its FCS on the Vessel for proto-type proving.	No
30	6(i)			It is understood that the Target(s) required for proto-type proving shall be arranged by GRSE/ IN. Please confirm.	Yes
31	6 (ii)			Please elaborate on the requirement of "setting up of the facility of assembly" and "Technology Agreement".	To be decided mutually between GRSE and the selected vendor

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
32	6 (ii)			Is it compulsory to set up a facility at designated are by GRSE or vendor can use their existing facility for assembly	Not Compulsory
33	6 (ii)			Is GRSE looking for ToT or please confirm whether vendor can collaborate with foreign OEM for development or obtain ToT	ToT for either GRSE or any Indian firm is desirable
34	6(ii)			It is understood that the cost indicated as part of RFP response will not be a part of Vendor selection criteria. Please confirm.	Yes
Annexure-1 to the RFP					
35	2			Please provide the interface details for Ships gyro, log and anemometer.	Not Applicable for Prototype trials
36	2			Does EOFCS need to be capable of interface with Fire Control Radar? If yes, what is the type of interface required?	Not Applicable for Prototype
Other					
37	General			Please confirm if non Nato gun is also acceptable and is an option or any enhancement of specifications mentioned in RFP for Gun are allowed (i.e increase in caliber, range etc.)	Gun for firing only NATO standard ammunition is acceptable

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
38	General			Are any enhancement of specifications mentioned in RFP for Gun are allowed (i.e increase in caliber, range etc.)	Minimum requirement as specified in Annexure-I is required to be fulfilled mandatorily. Increase in caliber will change the product entirely and hence not allowed.
39				Will GRSE be providing Customs Duty Exemption Certificate for the proto-type and for production lots?	CDE cannot be provided
40				(a) Is requirement mentioned in RFP is derived from list promulgated by MoD with items/ systems to be indigenized by DPSUs. (b) If yes as indicated in that list (PRO92366), the 30 mm gun is required to be developed before Dec 2025 and under Make I category of DAP	(a) Yes. (b) The product should be declared "indigenized" by MoD before Dec 2025 i.e. acceptance trial of the prototype must be completed successfully by the end user well before Dec 2025. <u>Further to be noted that MoD has instructed DPSU to follow its own procedure (not Make –I of DAP 20) most suitable for DPSU for development of prototype. .</u>
41				So in line with Make I provision, is GRSE going to reimburse the cost of development to selected vendor after proving the system	No. Please see the conditions described in RFP. Also refer SI 40 above.

<u>Ser</u>	<u>Para</u>	<u>Page</u>	<u>Statement</u>	<u>Query</u>	<u>GRSE Response</u>
42				What is acceptable limit of Indigenization content? We understand as per Make I policy it is >50%	Though minimum IC is not mentioned for prototype development and supply but same will be mentioned in the commercial RFP
43				Extension of RFP response date by 04 weeks	Extension accorded till 31 July 22

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NOTICE INVITING TENDER

E- TENDER NO: NCM-ND/OT/DM/PROTOTYPE 30MM NSG/SVL/3025/ET-1869

**FOR PROTOTYPE 30MM NSG YARD NO.3025 ON "NO COST NO COMMITMENT"
BASIS**

1. Two Bid Offers:

Offers are invited system through GRSE E-PROCUREMENT mode as per RFP **Ref. No: IND/RFP/30 MM NAVAL SURFACE GUN (NSG) WITH EOFCS/RFP-001.**

For any clarification on techno-commercial issues, please write to: Mr. D. K. Mandal, AGM(D)(L&W), E-mail: Mandal.DilipKumar@grse.co.in for technical query and Mr. D. Mukherjee, DM (NCM) / Mr. N. Gupta, DGM (NCM), E-mail: Mukherjee.Dibyendu@grse.co.in / Gupta.Niranjan@grse.co.in for commercial query.

2. Date of Pre-Bid Meeting (if required):

23.06.2022

3. Last date & time of Receipt of Tender on portal:

15.07.2022 (12:00 Hrs IST)

4. Date & Time of opening of Tender:

18.07.2022 (14:00 Hrs IST)

5. Description of Material (in brief): PROTOTYPE 30MM NSG YARD NO.3025

6. Technical Specification & Scope of Supply: As per RFP Ref. No: IND/RFP/30 MM NAVAL SURFACE GUN (NSG) WITH EOFCS/RFP-001.

7. Other Commercial Terms: As per RFP Ref. No: IND/RFP/30 MM NAVAL SURFACE GUN (NSG) WITH EOFCS/RFP-001.

8. Tender Download website: Tender can be down loaded from GRSE web site www.grse.in and can be viewed from <http://eprocure.in/cppp> also.

9. Earnest Money Deposit (interest free): Not Applicable for this tender.

10. Tender Fees: Not Applicable for this tender.

11. List of Enclosure/Annexures:

Sl.	Documents / Format	Annex. No
1.	RFP	I
2.	Technical Bid Matrix	II
3.	RFP Compliance Matrix	III
4.	Declaration for Banned / Delisting / Tender Holiday/ Risk Purchase by any PSU	IV
5.	Registration Requirement (DPIIT)	V

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