

EXPRESSION OF INTEREST (EoI)

FOR

DEVELOPMENT OF 11-TYPES OF FLAT SEALS FOR HS748 AIRCRAFT

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1. Introduction:

- 1.1. Hindustan Aeronautics Limited (HAL), is a pioneer Aircraft Industry in South Asia (www.hal-india.co.in). Transport Aircraft Division (TAD), Kanpur is an AS 9100D, IS/ISO 9001:2015, IS/ISO 14001:2015 certified division of HAL.
- 1.2. Transport Aircraft Division (TAD), Kanpur is engaged in manufacturing of Do-228 aircraft and Hindustan-228 aircraft besides overhauling of HS-748, Do-228 and their rotables.
- 1.3. With the emerging dynamism of private sector and with the aim of achieving substantive self-reliance in defence production, it is imperative that HAL harness the potential of the private sector.
- 1.4. The 'Make-II' procedure notified by MoD is part of "Make" procedure of the DPP-2016 with an objective of wider participation of Indian industry and impetus for MSME/start-ups sector. **In this sub-category of Make-II, no HAL funding is envisaged for the Indigenous Development but there has to be an assurance of Supply Order to be placed on the lowest bidding Development Agency (DA). On successful development price will be paid pro-rata along with the production unit price against deliveries after approval from CEMILAC/DGCA.**
- 1.5. This Expression of Interest (EoI) invites responses from eligible Indian Companies for "**DEVELOPMENT OF 11-TYPES OF FLAT SEALS FOR HS748 AIRCRAFT**". The project is envisaged to engage Indian industries to participate in Make in India initiative and thereby decreasing dependence of HAL TAD Kanpur on foreign firms for major Bought out Items (BOIs)/ LRUs/sub-system/system which will go a long way to enhance self-reliance capabilities of HAL TAD Kanpur.
- 1.6. Prototype (Qty. 5 Nos. for each) development of 'Flat Seals' has been approved as **Make II** category project.
- 1.7. Once the 'prototype of 11-types of Flat Seals' successfully certified by regulatory authority, estimated number of units to be procured is as given below:

S/N	Indigenous P/N	Qty (Nos)	Description
1	HS748-2537	18	Flat Seal
2	HS748-2538	10	
3	HS748-2539	37	
4	HS748-2540	10	
5	HS748-2541	10	
6	HS748-2542	10	
7	HS748-2543	10	
8	HS748-2544	14	
9	HS748-2545	25	
10	HS748-2546	58	
11	HS748-2547	18	

Subsequent procurement after successful approval from CEMILAC will be under 'Buy (Indian –IDDM)' category.

2. Objective:

- 2.1. The objective of this EoI is to seek responses from eligible Indian industries and to shortlist potential companies towards development of **11-Types of Flat Seals for HS748 aircraft**. Responses to EoI will be evaluated as per the assessment criteria given in the EoI. **Project shall be progressed even if only one EoI respondent is found meeting eligibility criteria.**

3. Layout:

The EOI has been covered under the following parts:-

- a. Part I General Information
- b. Part II Technical Requirements
- c. Part III Deliverables
- d. Part IV Time Frame
- e. Part V Eligibility Criteria
- f. Part VI Assessment Parameters
- g. Part VII Documents to be submitted by EoI respondents
- h. Part VIII Queries and Clarifications
- i. Part IX Miscellaneous

PART –I: GENERAL INFORMATION

4. The project on "Development of 11-Types of Flat Seals" for HS748 aircraft has been approved under 'Make II' category for prototype development as indicated in para 1.6 and for subsequent procurement under the 'Buy (Indian- IDDM)' category as per DAP 2020. Details of the stages involved in the development process are enumerated at para 9. The progress of the project will be monitored by the Indigenization Cell of HAL TAD Kanpur. Indigenization Cell will act as interface between TAD Kanpur and Industry during the Development stage of the project.

5. Under Make-II category, there will be no reimbursement of development cost/NRE for the project. However, the Vendor is required to indicate the total development price and the production unit price separately after approval. Development price will be paid pro-rata along with the production unit price against deliveries after approval from CEMILAC/DGCA.

6. This Project is earmarked for MSMEs/Startups. However, if no MSME/ Startup expresses interest then the same may be opened up for the general category of vendors.

7. Indigenous Content

- (i) In accordance with Para 21 of Chapter 1 of DAP 2020 products indigenously designed, developed and manufactured (IDDM) should have minimum of 50% Indigenous Content on cost basis of the total contract value i.e. total contract price less taxes and duties.
- (ii) For the purposes of the DAP, Indigenous Content (IC) for acquisition case shall be arrived at based on the Base Contract Price (i.e. the Total Contract Price less taxes and duties) of that equipment/item by excluding the following elements of manufacturing/production/ assembly: -
 - (a) Direct costs (including Custom Duties, Freight/transportation and insurance) of all materials, components, sub-assemblies, assemblies and products imported into India.
 - (b) Direct and Indirect costs of all services obtained from non-Indian entities/citizens.
 - (c) All license fees, royalties, technical fees and other fees/payments of this nature paid out of India, by whatever term/phrase referred to in contracts/agreements made by vendors/sub-vendors.
- (iii) The format for computation of IC, 'Indigenous Content (IC) Proforma' by the Prime Vendor is placed as **Appendix I**. The Prospective Vendor is required to maintain this Proforma for the purpose of any Verification by HAL during the tenure of the contract.

8. Foreign Collaboration

- 8.1. If the DA(s) collaborate(s) with a foreign firm as a technology provider in a certain technology area for the project, the nature of such collaboration and the technology areas being transferred must be clearly stated in the response. The contribution of the Indian industry in acquiring, developing and indigenising critical technologies will be one of the key criteria in assessment of various proposals.
- 8.2. No component or any sub system of units shall be subjected to any type of inspection or audit by any Foreign Govt. or Agency without prior approval of HAL.
- 8.3. All documents related to the development of aircraft equipment are liable to be audited by HAL.
- 8.4. Detailed information about blacklisting of the company/ consortium partners and foreign technology partner by any Govt Agency in India/ any other country would be provided as part of the response. Companies currently blacklisted by any Indian Govt.

Agency are ineligible for participation. Any such information not disclosed but revealed at a later stage would render the Company/ Consortium ineligible for further participation.

9. Details of Project stages/Milestones of the project:

9.1. Issue of EOI:

EOI will be hosted on the e-tendering portal of HAL.

9.2. Evaluation of EOI Responses:

- a. EoI responses shall consist of **Technical offers**.
- b. EoI responses will be evaluated in accordance with assessment parameters and evaluation criteria as given in **Part VI & VII** of this EoI.
- c. Project shall be progressed ahead even if only 01 (one) EoI respondent is found meeting the eligibility criteria.

9.3. Project Sanction Order:

- a. Project Sanction Order will be issued for the development of prototype with **NIL financial implication for HAL TAD Kanpur**.
- b. If any DA/DAs fail to comply the timelines/ extended timelines, the process of finalization of DA for placement of Procurement Order/s will be progressed excluding the vendors who have not complied.

9.4. Development of Prototype:

Indigenization department will act as the primary interface for DAs during the development stage under Make-II subcategory projects and facilitate the following: -

- a. Provision of requisite professional inputs/ documentation/ samples to the DA(s) subject to availability.
- b. Providing clarifications to the DA(s) on functional and/ or operational aspects of the equipment, testing of prototype(s) and certification.
- c. Coordinate testing and acceptance of prototype(s).
- d. Coordination within with HAL Divisions where the DA needs to utilize HAL infrastructure and facilities during the course of development and testing.
- e. On request by the vendor(s), provision of appropriate sample for study (if feasible) on loan basis. In case this is not feasible, the vendor(s) may be permitted to study the sample at HAL premises.

9.5. Qualification Testing (QT)/ Flight/ Field Trial Evaluation:

- a. QT shall be carried out by vendor as per CEMILAC/RCMA Kanpur approved Test Schedule.
- b. Ground/Flight trials will be carried out by HAL at the request of DA(s) (after DA self-certification of successful completion of Development, and as ascertained by

Design department through verification of records of specified tests performed) to validate the performance of the prototype offered by DA/ DAs.

- c. Based on the outcome of QT/ flight/field trials clearance by DGAQA/CEMILAC, Indigenization Cell will give the clearance for the prototypes and finalize the names of successful DAs, to enable further progression for procurement.
- d. In case of any minor failure/deviation during QT/ Flight/ Field trials, Indigenization Cell at its discretion may in coordination with DGAQA/ CEMILAC will decide the criticality of the failure and accordingly DAs will be informed for necessary correction within stipulated timeframe.
- e. The charges for additional tests/ trials/modification in the item will be borne by vendor/DAs.

9.6. Solicitation of Commercial offer after successful Development:

- a. RFQ will be issued as per usual commercial procedures followed by HAL.
- b. All DAs who have successfully crosses the predetermined milestone of development (as stated in the project Sanction Order) would be short listed as technically qualified and the commercial offers would be solicited from them.
- c. The vendor should indicate the total development price and the production unit price separately. However, development cost will be paid pro-rata along with the production unit price against deliveries.
- d. If deliveries are spread over several years, the DA will be asked to quote year wise prices or an escalation formula along with base year.

9.7. Commercial negotiation by Contract Negotiation Committee (CNC) and Award of Contract:

- a. The procurement team will carry out all the processes from opening of commercial bids & commercial evaluation to final selection of vendor.
- b. The CNC will be constituted as stipulated in the guidelines/manuals for conducting PNC.

9.8. Award of Contract:

Commercial Offers of only those vendors will be opened whose equipment has been short-listed consequent to successful QT/ Flight / Field Trials. Evaluation and the L1 bidder would be determined based on the provisions of the Commercial offer and awarded the contract for manufacture.

10. Intellectual Property Rights (IPRs):

HAL and the successful DA(s) on whom Production Orders have been placed by HAL shall be co-owners of Intellectual Property generated during the project including rights of sale and after-sale service of the item developed. Each of the co-owners can exploit

the IP to its benefit, independently or jointly, with or without the consent of other co-owner(s). Where DA's have utilized certain HAL facilities offered FOC for development of the items, the successful DA's should not directly deal with HAL's customers for such items. However, this generic provision doesn't affect the right of the parties to make any other mutual agreement as to the exact manner in which the IPR will be utilized on a case-by-case basis, including non-compete agreements. As the manufacturing and ROH technology will be available only with the DA(s), in order to enable independent exploitation of the IP by HAL, the transfer of technology for manufacturing and ROH in the form of comprehensive and complete documentation (such as production drawings & Design/technology documents) should be supplied by the DA(s) if so required by HAL. HAL at its discretion can waive its rights over the IP and permit the DA(s) to retain the IPR in an exclusive basis. The converse condition also will be permissible.

11. Project Management, Review and Monitoring:

Indigenization Department will monitor the progress of the project on regular basis.

12. Foreclosure:

- 12.1. No foreclosure of the project will normally be done after issue of Project Sanction Order, other than
 - a. Serious breach of contractual terms & condition by the DA.
 - b. Unsatisfactory progress of the project.
 - c. Serious item deficiencies, repeated failures during testing.
 - d. if rates quoted by the successful DA/DAs in are found to be abnormally high.
- 12.2. In case the foreclosure is done during the Production stage, the unamortized portion of the cost of development will be reimbursed by HAL to the DA(s). For this purpose, it will be assumed that the cost of D&D is uniformly amortized over the firm quantity mentioned in the Production Order. (If "D" is the cost of D&D, "Q" is the firm quantity and "q" is the quantity cancelled, then the reimbursement will be equal to $D \times [q/Q]$).
- 12.3. Generally, foreclosure is not done before the development process is completed. However, in exceptional cases where the foreclosure is done during the D&D stage, for reasons attributable to HAL, the irreversible financial commitments made by the DA(s) up to the date of HAL notifying the foreclosure will be reimbursed to the DA(s). For this purpose, the DA(s) should submit a claim verified and signed by its/their Auditor(s) along with documentary evidence. HAL will independently verify the evidences presented and determine the amount to be reimbursed. Such amount should have a clear proportionality to the cost of the work completed out of the cost of the total SOW that prevailed at the start of the project. The reimbursement shall not exceed the cost of D&D in any case. All usable or salvageable assets and material covered under the reimbursement claim (and remaining in the possession of the vendor) and documentation generated during the period before foreclosure are to be handed over to HAL.

12.4. Notwithstanding anything mentioned under (a) and (b) above, no reimbursement shall be made to the DA(s) if the foreclosure is due to reasons attributable to the DA(s). Such reasons could include serious breach of contractual terms, unsatisfactory progress of the project, serious design deficiencies, repeated failures during testing, demanding higher prices/ erratic supply/ poor quality during the production stage, etc.

13. Deficient Delivery:

13.1. In case the successful DA (L-1) does not supply the production quantity in accordance with the contract, the pending quantity will be taken up for procurement as follows:

- If two DA's are involved in supply at L-1 rate & terms as per a quantity distribution arrangement, the DA other than the one in default will be requested to take up the pending quantity in addition to his own.
- Else, a fresh Tender can be issued to the other DA(s) who met the success criteria at the development stage but did not get the Production Order. The prices and terms can be negotiated afresh with the lowest bidder/bidders.

13.2. The DA in default should transfer Tools, Test Equipment, etc. used in production and ROH to HAL free of cost to continue production.

13.3. The balance portion of the cost of D&D as part of amortization will also not be paid to the Vendor in default. No further punitive action other than imposition of LD should be taken against the DA in default.

14. Multiple technological Solutions. Not Applicable

15. Number of DA's to be shortlisted:

15.1. There is no restriction on number of DA's to be selected for the project.

15.2. DA's will be selected based on Technical Evaluation only.

15.3. Nil Value Project Sanction Order will be placed on all the successful DA's based on Technical Evaluation of their responses. However, after successful development of item, only the lowest bidder (L1) will be considered for ordering at the production stage.

PART-II: TECHNICAL REQUIREMENTS

16. Scope of Project:

The scope of work for "**Development of 11-Types of Flat Seal for HS748 aircraft**" is as follows:

The response under this EoI is invited for following units:

I: 11-Types of Flat Seals for HS748 aircraft

Basic technical requirements of 11-Types of Flat Seals for HS748 aircraft are detailed in **Annexure-A**.

a. Project entails Development of 11-Types of Flat Seals for HS748 aircraft.

b. **Vendor's responsibility:**

- Prototype development (qty. 05 nos. for each item) and supply as per approved drawings.
- Carrying out Qualification testing as per QTS & QAP.
- Certification of prototype by CEMILAC/RDAQA (military airworthiness).
- The complete development process of subject equipment will be done in co-ordination with CEMILAC and DGAQA. The qualification requirements suggested by regulatory authority at any stage of development shall be binding to the vendor and shall be demonstrated to CEMILAC/DGAQA.
- It is to be noted that vendor is required to incorporate minor changes/deviation (if any) in prototype, which may emerge during testing or RCMA discussions/approval/LTCC stage/ PDR / CDR stage.

c. **HAL's responsibility:**

- Providing Samples / Drawing/QTS/QAP
- Conducting ground testing and flight trial as applicable.

d. Basic technical requirements of **11-Types of Flat Seals for HS748 aircraft** are detailed in **Annexure-A**.

e. **Bulk Production Clearance:** Initially vendor shall supply prototype (qty. 05 nos.) free of cost for trial testing and RCMA/DGAQA approval. RCMA/DGAQA will give bulk production clearance of the units post successful First Article Inspection Report (FAIR) and issue of Letter of Approval (LoA) / LTCC/Mod. approval by CEMILAC/RCMA and ensuring adequate approval of ATP for production.

f. **Documentation:** The details of documents / publications that should be provided by DA at the time of QT/flight trials must include and not restricted to the following:

- a. Qualification test reports.
- b. Material test report/OEM report
- c. Manufacturing process or layout
- d. Certificate of Conformity (COC)/Form-1

Part-III: DELIVERABLES

17. Deliverables from the Vendor/DA to HAL during the development stage shall include the following:

- i). Prototype qty. 05 nos. for each part.
- ii). All Test results and Certification documents.
- iii). Associated Engineering documents as required by RCMA/RDAQA.

Part-IV: TIME FRAME

18. The important time frames and critical activities for the project are as follows: -

Sl. No.	Activity	Time in weeks
(a).	EoI Response Submission due date	To
(b).	EoI response evaluation	To + 04
(c).	Issue of project sanction Order	To + 10 =T1
(d).	Development of Prototype	T1 + 20
(e).	Qualification Testing	T1 + 32
(f).	Solicitation of Commercial Offer	T1 + 40
(g).	Commercial Negotiation and Award of Contract	T1 + 48

18.1 Time Overrun:

- a. Any extension to the above timelines may be granted based on Indigenization Cell's recommendations and approval of Head of Division. However, any extension to the above time line will be considered only if all selected DAs ask for the same.
- b. Not more than two timeline extensions will be granted during development.
- c. In case only one vendor has offered the prototype within timeline stipulated in Project Sanction Order, the case will be progressed as resultant Single Vendor Case (SVC).

18.2 Stage at which RFQ will be issued:

- All DAs which will successfully cross the milestone of prototype development (will be stated in the Project Sanction Order) would be short listed as technically qualified and the commercial offers would be solicited from them.
- RFQ for bulk procurement will be issued to those Development Agencies/ Vendors only, which will submit the prototype and associated engineering documents within the timeline defined at Para IV above and will also be stated in Project sanction Order.
- If a Development Agency/ Vendor is not able to submit the prototype and associated engineering documents within defined timeline, that DA will be treated as un-successful and will not be considered for commercial solicitation.
- RFQ will be issued after successful trial, testing and approval of prototype from RCMA Kanpur to all successful DAs/vendors.

PART-V: ELIGIBILITY CRITERIA

19 All the entities satisfying all of the following criteria shall be considered as an eligible Indian Vendor for evaluation of EOI:

- a. Public limited company, private limited company, partnership firms, limited liability partnership, one Person Company, sole proprietorship registered as per appropriate Indian laws. In addition, such entity shall also possess or be in the process of acquiring a license/ development of products if the products under project require license as per DIPP's licensing policy.
- b. The entity has to be owned and controlled by the resident Indian citizens; entity with excess of 49% foreign investment will not be eligible to take part in the project.

20 Criteria for Start-Ups / MSMEs:

- a. Start-ups recognized by Department of Industrial Policy & Promotion (DIPP) under the eligible Domain/ Category as per **Appendix-II**, shall be eligible to participate.
- b. MSMEs registered as per provisions of Micro, Small & medium enterprises development (MSMED) Act, 2006.

PART-VI: ASSESSMENT PARAMETERS

The assessment of the EoI responses would be based on following criteria:

- 21** This project is earmarked for MSMEs/Start-ups. However, if no MSME /Start-up expresses interest for the proposal, the same may be opened up for the general category of vendors. **MSME Certificate should be submitted by the vendor.**
- 22 Indigenous Content:** In accordance with Para 21 of Chapter 1 of DAP 2020 products indigenously designed, developed and manufactured (IDDM) should have minimum of 50% Indigenous. **DA should submit duly filled & signed Appendix-I** (Indigenous Content Proforma) in support.
- 23 Technical Capability:** The project requires sound knowledge of development and manufacturing of similar type of items/equipment for aerospace application. DA shall have prior experience in development & manufacturing of aerospace equipment and should provide documentary evidence for the same.
- 24** The respondent to this EoI are required to give details of company and their technical capabilities as per **Appendix-III**. HAL TAD Kanpur may carry out capability assessment of the DA prior to the placement of development order.
- 25 Quality Management System:** The vendor shall have its Quality Management System certified to AS9100 D and certificate of the same to be submitted. In case vendor doesn't possess AS9100 D certification, vendor should indicate intent and timeline to acquire the same. HAL TAD Kanpur may carry out QMS audit before placement of bulk supply/order.
- 26** The vendor shall have appropriate test equipment for trial & testing of unit at vendor's work place/ on-site. In case the vendor do not own a test facility, the plan for progressing such testing at approved test facilities like HAL/DRDO labs/ NABL accredited labs is to be indicated in the response. **List of testing facilities or**

consent to carry out testing at HAL/DRDO labs/ NABL accredited labs should be submitted along with the response.

- 27 Life Cycle Management:** Vendor should be in a position to provide product support in terms of maintenance materials and spares for a minimum period of 15 years. Even after the said mandatory period, vendor would be bound to give at least two years notice prior to closing the production line so as to enable a Life Time Buy of all spares before closure of the said production line. Further, all upgrades and modification required to be carried out on the equipment during its life cycle must be intimated.
- 28** Company giving false/ misleading information will be barred from participation in the project (Submit duly filled & signed Appendix-IV).
- 29 Evaluation Criteria:** The response to this EoI will be evaluated based on the assessment parameters as enumerated in **PART-VI** para 21-28 of EoI. Vendor should submit documentary evidences as per Part VII of EoI.

PART-VII: DOCUMENTS TO BE SUBMITTED BY RESPONDENTS

- 30** Following documents are required to be submitted by respondents
- a. MSME Certificate
 - b. Indigenous Content Performa: Appendix I
 - c. Documents pertaining to Technical Capability
 - d. Duly filled Appendix III
 - e. AS9100 D certificate
 - f. List of test Equipment and consent letter for carrying out QT in NABL accredited laboratory.
 - g. Appendix IV
 - h. Duly filled Declaration in Appendix V
 - i. Compliance Statement: Appendix-VI
- 31 Guidelines for submitting responses:**
- a. The responses should be submitted strictly as per the formats given in respective appendices.
 - b. All response appendices should be submitted in a single file/ folder. Supporting documents/ additional reference should be submitted in a separate folder with proper reference mentioned against each parameter/ sub parameter in respective appendices.

- c. Any supporting document/ evidence without any reference to specific parameter of criteria will not form part of the assessment.
- 32** The responses to this EoI must be submitted by 1500 hrs on T0+28 days. T0 being date of EoI floating on HAL website.
- 33** A company can submit only one response.
- 34** HAL at its discretion can extend this deadline for the submission of responses to EoI and the same shall be notified in writing.
- 35** Vendor should submit response to following mail id on or before due date & time:
- purchase.knp@hal-india.co.in**
- 36** In case of hard copy submission, vendor should submit the response to following address on or before due date & time:

**Dy. General Manager (IMM)
Transport Aircraft Division
Hindustan Aeronautics Limited
PO Box 225, Chakeri
Kanpur 208008 (India)
+91-(0)-512-2457332**

PART VIII: QUERIES AND CLARIFICATIONS

- 37** Companies may submit written queries/ clarification/ amplifications on specific issues. Consolidation and examination of the queries received will be carried out by the Indigenization Committee and clarification will be given to all the industries during the pre-response meeting.
- 38** **Pre-Response Meeting.** Based on the nature of queries, a pre-response meeting may be conducted at HAL TAD Kanpur to clarify the issue/ queries raised to facilitate submission of response.
- 39** If deemed necessary, a written reply may be given to all respondents after the meeting.

PART-IX: MISCELLANEOUS

- 40** This EoI is being invited with no financial commitment on part of HAL. HAL reserves the right to withdraw or change or vary any part thereof at any stage. HAL also reserves the right to disqualify any company should it be so necessary at any stage on grounds of national security.
- 41** Respondent would be disqualified if they make false, incorrect, or misleading claims in their response to this EoI. A certificate as per the format at **Appendix-IV** would be furnished as part of the response, including respective consortium partners, where applicable.

Appendix-I

FORMAT FOR CERTIFICATION OF INDIGENOUS CONTENT

This is to certify that we, _____(Name of Prime/Main Vendor) have achieved/are offering the following IC in the accompanying delivery under contract/equipment being offered for trials/prototype, as defined under the Defence Acquisition Procedure and as required under the EoI (tick whichever is applicable) No. _____dated _____.

Description of Supplies and Indigenous Content Therein:

Sl. No.	Description of Supplies	IC Achieved / being offered	IC required to be achieved/ offered as per DAP and as per EoI
			>50%

Signed by:

Responsible Designated official
(Signature, Name & Seal of Vendor)

Date

Appendix-II

Categories & Domains of startups eligible for participation in Make-II

Sl.No	Category
(i)	Engineering
(ii)	Manufacturing
(iii)	Research
(iv)	Government
Sl. No	Industry Domain
(i)	Aeronautics/Aerospace &Defence
(ii)	Analytics
(iii)	Augmented/Virtual Reality
(iv)	Automotive
(v)	Computer Vision
(vi)	IT Services
(vii)	Telecommunications and Networking
(viii)	Green Technology
(ix)	Internet of Things
(x)	Nanotechnology
(xi)	Renewable Energy
(xii)	Robotics
(xiii)	Security Solutions
(xiv)	Technology Hardware

Appendix-III

INFORMATION PROFORMA: AN ILLUSTRATIVE LIST OF ELEMENTS

1. Name of the Company:
2. Name of CEO with Designation:
3. Address of the Registered Office:
4. Address of the Factory/Factories:
5. Company Website(s):
6. Date of Incorporation:
7. Brief History of the Company:
8. Category of Industry (Large Scale/Medium Scale/Small Scale):
9. Nature of Company (Public Limited/Private Limited):
10. Details of Current Products
 - (a) Type/Description
 - (b) Licensed/Installed Capacity
 - (c) Annual Production for Preceding 3 Years
11. Details of Foreign Collaborations (if any)
 - (a) Product
 - (b) Name and Address of Collaborator
 - (c) Year of Collaboration
 - (d) Current Status of the Collaboration (whether expired or current)
12. Technology Received from Abroad and Assimilated (if any)
13. Technology Transfer MoUs Signed/Under Negotiation (if any)
14. Products Already Supplied
 - (a) To Indian Army/Air Force/Navy
 - (b) PSUs
 - (c) DRDO and its Laboratories
 - (d) Any other Defence Organisation
 - (e) To other Principal Customers
15. Details of Registration Certification held (along with product details)
 - (a) DGQA
 - (b) DGAQA
 - (c) CEMILAC
 - (d) DGCA

- (e) Other Defence Departments
- (f) Other Government Department
- 16. Details of AS9100 D Certification (Attach certificate, if any)
- 17. Latest Certificate of Incorporation by the Registrar of Companies (RoC), if any
- 18. Details of Patent/IPR certificates (Attach certificate, if any)
- 19. Details of Permanent Man Power (with the details of qualifications)
 - (a) Technical
 - (b) Administrative
- 20. Total Area of Factory
 - (a) Covered (sq. mtrs)
 - (b) Uncovered (sq. mtrs)
 - (c) Bonded Space Available (sq. mtrs)
- 21. Details of Important Facilities
 - (a) Production (including Heat Treatment, Dies, jigs and Fixtures)
 - (b) CAD, CAM, ROBOTS and Other Advanced Technology Tools
 - (c) Environmental Test Facilities.
 - (d) Tool Room, Metrology and Test Equipment and Facilities
- 22. Details of Developmental Facilities
 - (a) R&D Facilities Available
 - (b) Number of Technical Manpower
 - (c) Inspection and Quality Control of Raw Material, Components and Finished Products.
 - (d) Assistance from Central Agency/Agencies for Testing/Calibration
 - (e) Laboratory and Drawing Office Facility
 - (f) Percentage of Total Turn-Over Spent on R&D during the Last Three Years
- 23. Area of Interest for Future Expansion/Diversification (please provide adequate details)
- 24. Turn-Over during the last three Financial Years (Attach relevant documents)
- 25. Present Net Worth of the company (Attached relevant documents)
- 26. Contact details of the executive nominated to co-ordinate with the assessment team

CERTIFICATE

It is certified that information submitted in the documents as part of the response to Expression of Interest/ RFP for Indigenous Development of **11-Types of Flat Seals for HS748 aircraft** is correct and complete in all respects. It is acknowledged that the company will be disqualified from further participation if any information provided is found to be false/incorrect.

Signature with Company Seal

DECLARATION

I _____ (name) an applicant for **Development of 11-Types of Flat Seals for HS748 aircraft** of _____ (company name) Located at _____ hereby declare that:

I shall provide product support in terms of maintenance materials and spares for a minimum period of 15 years. Even after the said mandatory period, I shall be bound to give at least two years notice prior to closing the production line so as to enable a Life Time Buy of all spares before closure of the said production line. Further, all upgrades and modification required to be carried out on the equipment during its life cycle shall be intimated.

Signature:

Designation & Stamp:

Place:

Date:

VI		TITLE: TECHNICAL COMPLIANCE STATEMENT		APPENDIX-
TITLE: DEVELOPMENT OF 11-TYPES OF FLAT SEALS FOR HS748 AIRCRAFT				
Tender Ref: HALK/HS748/MK-II/79				
Ref para No.	Requirements	COMPLIANCE (YES/ NO/ INFORMATORY)	DA / Vendor Remarks	
	PART-II: TECHNICAL REQUIREMENTS	HEADING		
16.	Project entails indigenous development of prototype of 11-Types of Flat Seals for HS748 aircraft. Prototype quantities as indicated in para 1.6 for each of are to be developed.	INFORMATORY		
	Vendor's responsibility	HEADING		
16.b	<p>Carry out complete development of 11-Types of Flat Seals for HS748 aircraft which includes following:</p> <ul style="list-style-type: none"> • Prototype development (qty. 05 nos. for each item) and supply as per approved drawings. • Carrying out Qualification testing as per QTS & QAP. • Certification of prototype by CEMILAC/RDAQA (military airworthiness). • The complete development process of subject equipment will be done in co-ordination with CEMILAC, DGAQA and DGCA. The qualification requirements suggested by regulatory authority at any stage of development shall be binding to the vendor and shall be demonstrated to CEMILAC/DGAQA/DGCA. • It is to be noted that vendor is required to incorporate minor changes/deviation (if any) in prototype, which may emerge during testing or RCMA discussions/approval/ LTCC stage. 	YES/ NO		

	HAL's responsibility:	HEADING	
16.c	<ul style="list-style-type: none"> • Providing Samples / Drawings/QTS/QAP for the item. • Conducting ground & flight testing. 	INFORMATORY	
16.e	<ul style="list-style-type: none"> • Bulk Production Clearance: Initially vendor shall supply prototype free of cost for trial testing and RCMA/DGAQA approval. DGAQA will give bulk production clearance of the units post successful First Article Inspection Report (FAIR) and issue of Provisional Clearance by CEMILAC/ RCMA/DGAQA and ensuring adequate approval of ATP for production. 	YES/ NO	
16.f	<p>Documentation: The details of documents/ publications that should be provided by DA at the time of QT/flight trials must include and not restricted to the following:</p> <ul style="list-style-type: none"> • Qualification test reports. • Material test report/OEM report • Manufacturing process or layout • Certificate of Conformity (COC)/Form-1 	YES/ NO	
	Part-III: DELIVERABLES	HEADING	
17	<p>Deliverables from the DA to HAL during the development stage shall include:</p> <ul style="list-style-type: none"> • Prototype qty. 05 nos. for each part. • All Test results and Certification documents. • Associated Engineering documents as required by RCMA/RDAQA. 	YES/ NO	
	PART-VI: ASSESSMENT PARAMETERS	HEADING	
	The assessment of the EoI responses would be based on following criteria:		
21	This project is earmarked for MSMEs/Start-ups. However, if no MSME /Start-up expresses interest for the proposal, the same may be opened up for the general category of vendors. MSME Certificate should be submitted by the vendor.	YES/ NO	
22	Indigenous Content: In accordance with Para 21 of Chapter 1 of DAP 2020 products indigenously designed, developed and manufactured (IDDM) should have minimum of 50% Indigenous. DA should submit duly filled & signed Appendix-I (Indigenous Content Proforma) in support.	YES/ NO	

23	Technical Capability: The project requires sound knowledge of development and manufacturing of similar type of items/equipment for aerospace application. DA shall have prior experience in development & manufacturing of aerospace equipment and should provide documentary evidence for the same.	YES/ NO	
24	The respondent to this EoI are required to give details of company and their technical capabilities as per Appendix-III . HAL TAD Kanpur may carry out capability assessment of the DA prior to the placement of development order.	YES/ NO	
25	Quality Management System: The vendor shall have its Quality Management System certified to AS9100 D and certificate of the same to be submitted. In case vendor doesn't possess AS9100 D certification, vendor should indicate intent and timeline to acquire the same. HAL TAD Kanpur may carry out QMS audit before placement of bulk supply/order.	YES/ NO	
26	The vendor shall have appropriate test equipment for trial & testing of unit at vendor's work place/ on-site. In case the vendor do not own a test facility, the plan for progressing such testing at approved test facilities like HAL/DRDO labs/ NABL accredited labs is to be indicated in the response. List of testing facilities or consent to carry out testing at HAL/DRDO labs/ NABL accredited labs should be submitted along with the response.	YES/ NO	
27	Life Cycle Management: Vendor should be in a position to provide product support in terms of maintenance materials and spares for a minimum period of 15 years. Even after the said mandatory period, vendor would be bound to give at least two years notice prior to closing the production line so as to enable a Life Time Buy of all spares before closure of the said production line. Further, all upgrades and modification required to be carried out on the equipment during its life cycle must be intimated.	YES/ NO	
28	Company giving false/ misleading information will be barred from participation in the project (DA shall submit Appendix-IV).	YES/ NO	
29	Evaluation Criteria: The response to this EoI will be evaluated based on the assessment parameters as enumerated in PART-VI to identify companies with proven capabilities.	YES/ NO	
Signature: Designation & Stamp:			