

**REQUEST FOR PROPOSAL (RFP) FOR
DEVELOPMENT OF DEFENCE TESTING INFRASTRUCTURE (DTI) FOR MECHANICAL AND MATERIAL TESTS UNDER THE
DEFENCE TESTING INFRASTRUCTURE SCHEME (DTIS)
REPLIES TO PRE-BID QUERIES OF THE BIDDER**

Reply to Pre-Bid Queries – Mechanical & Material

S.No	Clause No	Tender clause description	Query	Response
1	-	-	We are already a Section 8 SPV having more than five members, do we need to form a fresh SPV ?	The bidder is required to form new SPV/ IA specifically for this project as mention in Section-I, clause 1.4 (c).
2	Annexure – M, Schedule H (Contract Agreement)	List of Tests	<p>As per schedule H Please clarify the following for Mandatory Tests:</p> <p>2a. Pt. Nr 11 “ Fastners” : What mandatory tests you want to be done for fastners. Fastner is a product group and not a test parameter, please clarify.</p> <p>2b. What materials are to be covered as part of infrastructure setup . There are numerous materials and many equipments are specific for different type of materials.</p> <p>2c. What is the Range of Test Equipments required. Please clearly specify as this is critically required for correct equipment selections.</p>	<ol style="list-style-type: none"> 1. The bidders are requested to go by the list of tests, both mandatory and additional, given in the Appendix-P. The proposed facility must include all the mandatory tests listed in Appendix-P. 2. The materials are not finalized upfront and bidders can choose any materials – ferrous, Ferrous, Non Ferrous Metals, Plastics, Rubbers, Papers, Ceramics, Insulators etc – in which they say high demand for testing. Its upto the bidder to choose the materials for which they want to setup the DTI facility, given those materials have demand for testing. 3. The bidders are requested to propose test equipment with highest range, capacity and capability. There is no cap on the range. All the bidders will be evaluated basis the range, capacity and capability proposed by them. The marking will be done as explained in Clause 17.3 of the RFP.
3	-	-	The Test facility is supposed to have Mechanical, NDT, Metallurgical, Spectral, Chemical test facility clubbed in to one.	Yes, the proposed test facility should include all mandatory tests.

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4	General	-	For Material testing type of materials to be covered under scope has to be clearly specified as equipments required for different materials like Ferrous, Non-Ferrous Metals, Plastics, Rubbers, Papers, Fire Safety, Ceramics, Insulators etc would be very different and unless at least the type of materials to be tested are clearly mentioned selecting equipment and preparing bid would be very difficult.	The materials are not finalized upfront, and bidders can choose any materials – ferrous, Ferrous, Non Ferrous Metals, Plastics, Rubbers, Papers, Ceramics, Insulators etc – in which they say high demand for testing. Its upto the bidder to choose the materials for which they want to setup the DTI facility, given those materials have demand for testing.
5	Appendix -P, Pg-168	List of Tests, Test Equipment and Standards	In Mandatory Tests sl. Nr 63 page 168 , the test mentioned is “ Advanced Failure Analysis” , this is not test but process to be adopted, please provide test details to be conducted for the same and any reference Indian /International standard if any.	“ Advanced Failure Analysis” tests refer to material failure tests which may include premature breakage, discoloration or even an unexpected odor. The test involves analyzing the sample as it currently exists and extrapolating from that data what may have caused the failure.
6	Appendix-P, Pg-168	List of Tests, Test Equipment and Standards	In Test Equipment page 169 pt. 12 “ Test Setup for IMO Fire Test Protocol for all fire standards including A60” , we could not find any such Test equipment , please clarify as to what is this equipment.	The test apparatus includes thermocouples, specimen holders, photometric cameras and furnaces. The test must be carried out as per IMO fire test protocols.
7	Section-I, Clause 5.1 Schedule of Bidding Process	Last date of submission: 24-01-2022	As the proposal involves legal formation of 5-member consortium and wide range of testing machines quotations and evaluations, it is practically very difficult to submit bid by January 24, 2022. Considering the process complexity, we request you to extend the bid submission date until March 15, 2022.	Please refer Corrigendum-1 issued on 29 th December 2021 extending the last date of submission from 24 th January 2022 to 7 th February 2022.

8	Section-II, Clause 3.2 (Implementation Agency)	The Implementing Agency will have to arrange the land for the DTI facility to be built. The IA may not necessarily be the owner of the land but should have access to the land via lease for at least 30 years from the date of response to RFP at the time of submitting the bid and shall provide documentary evidence for the same. The Bidder shall note that the proposed land should be encumbered free, freehold and mortgage free at the time of bidding.	<p>It is mentioned in RFP that bidder shall submit proof of encumbrance free land availability either lease or own in the bid. However, bidder who has own land which may be under hypothecation will take time to clear the documents. Furthermore, without having any sign of winning the bid, it may be risky for the bidder to release mortgage.</p> <p>Hence, we request you to relax this clause allowing eligible bidders to submit proof of land either lease or own during bid. As soon as the technical evaluation is completed, DGAQA may ask the qualified bidders to submit encumbrance free documents within a stipulated time. In the event not submitting proof of encumbrance free, bidder may be disqualified on these grounds.</p>	RFP conditions prevail.
9	Section-I, clause 4	Details of Bid Security	As discussed in the pre-bid meeting, we were given for understanding that filling EMD is not mandatory, provided bidder submits bid declaration form. Please re-confirm.	Appendix -I Bid security stands deleted. The Bidders are required to submit Bid Securing Declaration as per Appendix -T.
10	Section – II, clause 14, Financial Parameters	The bidder shall demonstrate the financial competency with	All expert MSMEs in the field of Material testing may not have turnover beyond 20 Cr (as this facility is classified as medium or large category), which will discourage them to submit	The Average Annual turnover sis required to be aggregate of all the JV/ consortium members) and to be equivalent to 100% of the Project cost. RFP Conditions prevail

		<p>the help of documentary evidence the following:</p> <ul style="list-style-type: none"> The Average Annual turnover of the bidder in the last three financial years (i.e. 2017-18, 2018-19 & 2019-20) (Combined of all the JV/ consortium members) shall be equivalent to 100% of the Project cost. 	<p>bid. Please consider waiving/relaxing this clause, so as to allow experienced and expert MSMEs in the field of material testing to participate in the bid process, who can serve the DTI purpose with confidence.</p>	
<p>11</p>	<p>Section-II, Clause 13, Work Experience</p>	<p>The Bidder shall demonstrate the technical competency with the help of documentary evidence (Combined of all the JV/ consortium</p>	<p>We assume it would be very difficult for any bidder to get qualified with the given qualification criteria of work experience as 3 works equal to 40% of project cost / 2 works of 50% of project cost / 1 work of 80% of project cost. This clause also prevents any manufacturing or R&D concerns from submitting bid, as they may not have testing line experience.</p>	<p>RFP Conditions Prevail</p>

		<p>members) the following:</p> <ul style="list-style-type: none"> • Three completed works costing not less than the amount equal to 40 (forty) percent of the project cost or, • Two completed works costing not less than the amount equal to 50 (fifty) percent of the project cost or, • One completed work costing not less than the amount equal to 80 (eighty) percent of 	<p>Also, the expert MSMEs in the testing line may not have completed a job of value equal to 40% or above as a single order. Bidder might have completed several projects catering various testing needs.</p> <p>Please relax this clause to invite wider competition from all experienced and expert MSMEs.</p>	
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		the project cost		
12	Section: I, Clause: 1.4, Page No: 10	Eligibility of the Bidder	1.4 (c) The IA/ SPV will be incorporated as a Section 8 company under the Companies Act 2013 Can different legal entities owned by the same holding qualify as constituent members of the JV?	Please refer clause 3.2, para 3. RFP conditions are self-explanatory
13	Appendix-P	List of Tests, Test Equipment and Standards	We like to bring to your notice that Some of the above standards are not part of Mechanical and Material test	The standards listed includes 810 G/H as the material are required to be tested for environmental tests also. The Bidders can propose tests with additional standards to the one listed in Appendix-P of the RFP document.
14	Section-II, Clause 3.2 (Implementation Agency)	The Implementing Agency will have to arrange the land for the DTI facility to be built. The IA may not necessarily be the owner of the land but should have access to the land via lease for at least 30 years from the date of response to RFP at the time of submitting the bid and shall provide documentary evidence for the same. The Bidder	Providing documentary evidence of land purchase at the time of bidding will be too early. We will be happy to procure/lease the land and submit documentary evidence at the time of signing mutual agreement.	RFP Conditions prevail

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		shall note that the proposed land should be encumbered free, freehold and mortgage free at the time of bidding.		
15	General	General	Kindly clarify what is the minimum guaranteed business for testing from GOI?	Please refer clause 10 of the RFP document, wherein the bidders are requested to carry out self-assessment of the market, which shall include technical as well as commercial study of the market, current gaps in mechanical and material testing, current demand & supply, future risk etc. Basis the same, the bidder is required to submit a Detailed Project Report supporting their business case for the proposed testing facility.
16	Section: II- Instruction to Bidders, Clause 8: Preparation and Submission of Bids	Bid Submission	-	In addition, to the original Technical and Financial bid being submitted by the bidders. The Bidders are required to submit one "COPY" of the Technical Bid along with one CD consisting the scanned copy of the Technical Bid.
17	Section II, Clause 15.10	Conflict of Interest	-	The bidders are requested to submit an Undertaking that "We and all our consortium members do not have any Conflict of Interest in pursuant to clause 15.10 of the RFP" duly signed and stamped by the authorized representative of the bidder on the letterhead of the lead member of the bidder.

