

**REQUEST FOR INFORMATION (RFI) FOR IMPLEMENTATION OF GOVERNMENT  
OWNED CONTRACTOR OPERATED (GOCO) MODEL IN CENTRAL ORDNANCE  
DEPOT, KANPUR**

RFI Ref No : A/26445/GOCO/MP/OS-20 dt 19 Dec 2019.

1. Integrated Headquarters, Ministry of Defence (Army) hereinafter mentioned as 'IHQ of MoD' intends to implement Government Owned Contractor Operated (GOCO) Model in Central Ordnance Depot (COD), Kanpur with an aim to streamline and modernize ordnance inventory management by adopting best business practices in warehousing and supply chain currently prevalent in the logistic sector.
2. The RFI aims to shortlist Service Providers of repute with experience in Warehousing, Logistics and Supply Chain Management. Interested Service Providers are required to provide their response to the RFI as per Proforma attached as Appendix to this RFI.
3. Additional suggestions/proposal/recommendations are also solicited by the IHQ of MoD (Army) for finalization of the GOCO Model.
4. The RFI consists of four parts:-
  - (a) Part I : Role and Functioning of COD Kanpur.
  - (b) Part II : Scope of Services.
  - (c) Part III : Eligibility Criteria.
  - (d) Part IV : Procedure for Response.
5. **The ensuing paras merit attention and will be binding on the selected Service Provider:-**
  - (a) **Infrastructure.** The selected Service Provider will take over present infrastructure and related services from COD Kanpur on "as-it-is-and-where-it-is basis". Maintenance of complete infrastructure will be thereafter the responsibility of the Service Provider.
  - (b) **Manpower Resources.** The existing civilian manpower/workforce will have to be absorbed by the selected Service Provider.
6. This information is being issued with no financial commitment and IHQ of MoD reserves the right to change or vary any part thereof at any stage. The IHQ of MoD also reserves the right to withdraw it, should it be so necessary at any stage.

## **PART-I : ROLE AND FUNCTIONING OF COD KANPUR**

7. **COD Kanpur.** Established in 1941, COD Kanpur is a premier institution for supply chain management of General Stores and Clothing items for the Indian Army. The supply chain of the Indian Army consists of Central Ordnance Depots which carry out central provisioning and procurement of a particular range of items and supply/distribute these to other stocking echelons/units.

8. **Inventory.** The total range of inventory of COD Kanpur is about 4045 items as on date.

9. **Warehousing.** COD Kanpur holds at an average approximately 70,000 Tons of stores at any given point of time. These stores are held in five Sub Depots, details of which are as under:-

- (a) **Clothing I Sub Depot.** Life Cycle and Hospital Clothing items.
- (b) **Clothing II Sub Depot.** Winter Clothing items, Footwear and Headgear.
- (c) **Camp Sub Depot.** Tentage items, Camping and Digging items.
- (d) **Barrack Sub Depot.** Cooking Utensils and Kitchen equipment.
- (e) **Transmat Sub Depot.** Saddlery and Supply Dropping Equipment.

10. **Storage Infrastructure.** The stocking facilities at COD Kanpur consist of 13 Warehouses with Automated Storage and Retrieval System, 11 Hangars and 243 Storage Sheds. The storage infrastructure and related facilities of the depot were partially modernized between 2001 to 2010.

11. **ERP.** The depot functioning is fully automated with ERP implemented in entirety. The fwg module of ERP are functional:-

- (a) Human Capital Management Module.
- (b) Logistics Module.
- (c) Advance Planning Optimiser Module.
- (d) Supply Relationship Module.
- (e) Master Data Governance Module.
- (f) File Lifecycle Mgt Module.
- (g) Sales and Distribution Module.
- (h) Planning and Production Module.
- (j) Document Management System.

12. **Functions.** Main activities carried out by COD Kanpur are as enumerated below:-
- (a) **Provisioning and Procurement.** Provisioning and procurement of GS&C items including introduction of newly scaled items and Product Improvement of existing range of inventory.
  - (b) **Receipt of Stores.** Stores are received from PSUs and Trade. As on date stores are being received from the following PSUs/Ordnance Factories:-
    - (i) Ordnance Equipment Factory Kanpur.
    - (ii) Ordnance Parachute Factory Kanpur.
    - (iii) Ordnance Clothing Factory Shajahanpur.
    - (iv) Ordnance Equipment Factory Hazratpur.
    - (v) Ordnance Clothing Factory Avadi.
  - (c) **Receipt Inspection.** Stores received through various source of supply are physically checked for correctness of quality and quantity as per Supply Order.
  - (d) **Bulk Breaking and Warehousing.** In case required, bulk breaking of stores is carried out and the stores are binned.
  - (e) **Accounting.** Stores received are taken on charge through ERP and physical records/Bin Cards updated.
  - (f) **Issue.** Issue of stores is carried out to dependent units on basis of demands received. Issue action includes bulk breaking of stores, repacking, marking and segregation for dispatch.
  - (g) **Stock Taking.** Stock Taking of stores for stock verification and audit is carried out in predefined intervals.
  - (h) **Security and Fire Fighting (FF).** COD Kanpur is spread over an area of 889 acres and has a perimeter of 11.38 Kms. Its inventory comprises of 4045 items which are warehoused in more than 250 Store Houses. Guard Posts and Watch Towers along the perimeter which are manned 24 hours provide security to the depot. Three Fire Stns manned by fire staff and adequate minor FF equipment cater to the FF requirement of the depot.
13. **Average Monthly Transactions.** Complete receipt and issue activities i.e loading/unloading of stores is carried out by the Depot manpower. Average monthly transactions are as under :-
- (a) Receipt of Stores : 140 Civil Hired Trucks (CHTs).
  - (b) Issue of Stores : 130 CHTs.
14. **Transportation of Stores.** COD Kanpur dispatches stores to roughly 100 destinations. The annual turnover of stores in COD Kanpur is around 25,000 Tons which includes receipt and issue of stores. List of destinations will be provided with the RFP.

## **PART-II : SCOPE OF SERVICES**

15. The following functions of COD Kanpur are envisaged for outsourcing under the GOCO Model.

(a) **Warehousing Operations.** All warehousing activities at COD Kanpur will have to undertaken by the selected Service Provider in totality. Details of warehousing operations which will have to be undertaken are as under:-

- (i) Receipt of stores recd ex PSUs/Trade as per Supply Order including inspection of stores for quantity and quality.
- (ii) Binning of stores received and updation of stock details in ERP.
- (iii) Issue of stores on 'First In First Out' basis against existing demands. This will entail breaking of bulk packages, selection of required quantities, packing, marking and segregation for dispatch to Consignee.
- (iv) Care, preservation and regular turnover of stores.
- (v) Safety and stock taking of stores in regular predefined intervals.
- (vi) Reverse Logistics i.e. receipt of rejected stores from Consignee and action for replacement/disposal as the case may be.
- (vii) Co-ordination with Supply Agencies (PSUs/Trade) and Consignee.

(b) **Transportation of Stores.** Dispatch of issued stores to various Consignees i.e. Regional Ordnance Depots, Divisional Ordnance Depots, Training Centres and Units/Sub Units of Indian Army as per requirement. COD Kanpur as on date dispatches stores to approximately 100 destinations across the country through various modes of transportation. However, the bulk of dispatches are through Civil Hired Trucks (CHTs). The selected Service Provider will be at liberty to utilise all convenient/available modes of transportation keeping in mind the security and safety of stores and timelines within which the stores have to be delivered to the Consignee.

(c) **Area Maintenance.** The importance of area maintenance in store holding depots need not be emphasized. As on date area maintenance activities including security and fire fighting is being catered by COD Kanpur. However, as part of the outsourcing on GOCO- Model, security of warehouses, arrangement for minor fire fighting in and around the warehouses and area maintenance of complete technical and administrative area of COD Kanpur will be undertaken by the selected Service Provider. Overall security and responsibility of major fire fighting arrangements will continue with COD Kanpur as per existing arrangements.

### **PART-III : ELIGIBILITY CRITERIA**

16. The Service Provider should meet the following qualification criteria:-
- (a) The 3 PL Service Provider should be an Indian registered company with majority share holding and having full management control. The Service Provider should not be a consortium of companies but can participate along with its group company (documentary proof to be provided). No work will be offloaded by the Service Provider to a third party.
  - (b) The Service Provider can either be an asset based or management based 3 PL Service Provider. The asset based service provider should provide details of assets like warehouses, trucks and equipment etc owned. In case of management based company, the company should provide documents for lease signing deed with the various logistics companies.
  - (c) The Firm / Agency should have at least 10 years of working experience in imparting 3 PL services. The firm / agency should have delivered at least one Contract in handling integrated logistics solutions covering inbound, intra and outbound logistics including warehousing and inventory management operations with IT capabilities, warehouse management system, electronic data interchange solutions.
  - (d) The Firm/Agency should be capable of integrating with the existing ERP/SAP platform in COD Kanpur.
  - (e) The Service Provider should have delivered atleast one Contract worth Rs Five Crores in Government/ PSU organizations in similar areas or one Contract of Rs Ten Crores and above with private organizations in similar areas. The details of these contracts may be enclosed in the response document.
  - (f) The Firm/ Agency will enclose a certificate of satisfactory performance from its existing clients as an evidence of having met the requirement as a Service Provider. The details of issuing authority should be included in the certificate.
  - (g) The Firm/ Agency should have experience in Warehousing and Logistics Management and be currently in business of managing warehouses with minimum area of one lakh sq ft (on cumulative basis after adding all warehouses being managed in India). The applicant should provide documents to prove their experience of managing such warehouses with integrated management solution. The complete address of such facilities should be provide for visit by the MoD technical team, if required.
  - (h) The Firm/ Agency should have Indian/ Global experience for handling similar operations. The details of the experience along with documentary proof and relevant certificates from clients may kindly be submitted.
  - (j) The Firm/ Agency should have an average annual turnover of Rs 50 Crores for each of the last three financial years. A copy of the annual report/ balance sheets for last three financial years may be submitted.
  - (k) The Firm / Agency should be managing transportation of stores across the country through its own or leased trucks. The total annual business handled in terms of trips per year in the last three years may be specified in the response to this RFI.

- (l) The Firm/ Agency should have a minimum of 1000 employees on its permanent role. A certificate this effect from the HR head / authorized signatory may be provided.
- (m) The Firm/ Agency should be ISO : 9001 certified. Details of other significant certifications held by the company may be provided along with response to this RFI.
- (n) Copy of Company Registration Certificate issued by the statutory authority and copy of memorandum and article of association may also be provided.

#### **PART-IV : PROCEDURE FOR RESPONSE**

17. Interested Service Providers are required to submit their response to the RFI giving two options:-

- (a) **Option-I.** Proposal to include outsourcing of all services i.e. Warehousing, Transportation of Stores and Area Maintenance Services.
- (b) **Option-II.** Proposal to include outsourcing of Warehousing and Area Maintenance Services only.

18. Service Providers desirous of participating in the RFI should fill the Proforma for reply to the RFI attached as Appendix to the RFI.

19. **Vendor Interaction.** Vendor interaction with interested Service Providers will be held four weeks after the day the RFI is hosted at CPP Portal by COD Kanpur. Participating Service Providers will be taken around the Depot for familiarisation with the layout, warehousing infra and requirement on the day of the Vendor interaction. In case of Holiday/Sunday the interaction will be held on the next working day.

20. **Last Date of Submission.** The last date for submission of response will be six weeks from the date of posting of the RFI on the CPP Portal (e-procurement site of MoD). In case any clarification is required, the same may be forwarded in writing/e-mail/fax not later than one week before the scheduled Vendor interaction.

- (a) After receipt of the response, a presentation/discussion may be sought with the Service Providers to seek clarification, if any.
- (b) Service Providers will abide by all applicable clauses of the DPM 2009.

21. **Place of Submission.** Responses in prescribed format and with all supporting documents should be dispatched to the following address:-

- (a) **Postal Address.** Commandant  
COD Kanpur  
PIN-900273
- (b) **e-Mail id.** [comdt-codkr-army@nic.in](mailto:comdt-codkr-army@nic.in)
- (c) **Contact Number.** 0512-2423380-2425

**PROFORMA FOR REPLY TO RFI**

1. **Name of the Service Provider/Company / Firm.**  
\_\_\_\_\_  
\_\_\_\_\_
2. **Company profile** including Share Holding pattern, Board of Directors in brief.
  - (a) Core background history, structure and business.
  - (b) Year of incorporation and number of years of operations in India.
3. Details of assets (company owned / managed) with documentary proof.
  - (a) Warehouses : \_\_\_ Sq ft (Owned and Leased separately).
  - (b) Trucks : \_\_\_ (Owned and Leased)
4. No of years of operations in Warehousing / Supply Chain Management.
5. Number of employees in the firm with breakdown of full time employees and other employees employed by the firm in India.
6. Details of inherent IT capability ie Warehouse Management System, Electronic Data Interchange, Track & trace.
7. Certification - Type of activities/ areas in which certified, certification level and validity.
8. **Address / Contact Details :**  
Postal Address : \_\_\_\_\_  
City : \_\_\_\_\_ State : \_\_\_\_\_  
Pin Code : \_\_\_\_\_ Tele : \_\_\_\_\_  
Fax : \_\_\_\_\_ URL/Web Site : \_\_\_\_\_
9. **Local Branch / Liaison Office in Delhi and Kanpur (if any)**  
Name & Address: \_\_\_\_\_  
Pin Code : \_\_\_\_\_ Tele : \_\_\_\_\_ Fax : \_\_\_\_\_
10. **Financial Details.**
  - (a) Category of Industry (Large / Medium / Small Scale).
  - (b) Annual turnover (last three years details to be provided).
  - (c) Net profit during last three years.

11. **Past Experience in Similar Projects (in Last Five Years).** Projects related to handling integrated logistics solutions covering in-bound, intra and out-bound logistics including warehousing and inventory management operations with IT capabilities like WMS, EDI (Electronic Data Interchange) solutions, web portals for order booking with an established web-based 'Track & Trace toll' as a prime contractor in Govt/PSUs/Private Organizations executed in preceding five years.

<b><u>Name of Client (Including contact details of reference person)</u></b>	<b><u>Name and Brief Overview of the Project</u></b>	<b><u>Total Contract Value</u></b>	<b><u>Period / Duration of Execution</u></b>	<b><u>Man hours and other resources employed</u></b>

12. Projects over Rs Five Crores related to working with Central/State Governments/ PSUs in warehousing, transportation, inventory management executed in preceding five years.

<b><u>Name of Client (Including contact details of reference person)</u></b>	<b><u>Name and Brief Overview of the Project</u></b>	<b><u>Total Contract Value</u></b>	<b><u>Period / Duration of Execution</u></b>	<b><u>Man hours and other resources employed</u></b>

13. Indian Projects above Rs Ten Crores related to working with private sector in warehousing, transportation, inventory management and transportation executed in preceding five years.

<b><u>Name of Client (Including contact details of reference person)</u></b>	<b><u>Name and Brief Overview of the Project</u></b>	<b><u>Total Contract Value</u></b>	<b><u>Period / Duration of Execution</u></b>	<b><u>Man hours and other resources employed</u></b>

14. Indian/Global projects related to warehousing, inventory management / transportation executed in preceding five years.

<b><u>Name of Client (Including contact details of reference person)</u></b>	<b><u>Name and Brief Overview of the Project</u></b>	<b><u>Total Contract Value</u></b>	<b><u>Period / Duration of Execution</u></b>	<b><u>Man hours and other resources employed</u></b>

15. **Transportation Business handled in last Three Years.**

<b><u>S No</u></b>	<b><u>Criteria</u></b>	<b><u>2016-17</u></b>	<b><u>2017-18</u></b>	<b><u>2018-19</u></b>
(a)	No of outstation trips handled			
(b)	Tonnage shipped for outstation trips			
(c)	No of Local trips			
(d)	Tonnage handled for local trips			

16. **Quality Certifications / Awards (last five years) held by the firm.**

<b><u>Name of agency</u></b>	<b><u>Certification</u></b>	<b><u>Applicability from</u></b> <b><u>(Date &amp; Year)</u></b>	<b><u>Valid till</u></b> <b><u>(Date &amp; Year)</u></b>

17. **Details of Registration.**

<b><u>Agency</u></b>	<b><u>Registration</u></b>	<b><u>Validity (Date)</u></b>	<b><u>Equipment</u></b>
DGS & D			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government agency			

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

Name of Organisation :

Membership Number :

Member since \_\_\_\_ years

19. Detailed plan for taking over the functions of the COD as listed in the scope with timelines (max permitted time is six months). The plan should be such that it has minimal impact on day to day functioning of the Depot. (The scope of task at hand would be amply clear at the time of interaction at COD Kanpur prior to submission of response to the RFI).

20. Any other suggestions for deployment of GOCO in COD Kanpur.

21. Any other relevant information : \_\_\_\_\_

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

**(Authorised Signatory)**  
**Company Stamp**