

EXPRESSION OF INTEREST: MOBILE INTEGRATED NETWORK TERMINAL (MINT)

The objective of this invitation of Expression of Interest (Eoi) is to seek willingness of Indian Vendors to participate in the Make-II project listed below, in accordance with provisions of DPP-2016 (reference Chapter- IIIA as amended). Indian Vendors meeting the Technical, Commercial and Project Requirements laid out in the Eoi will be, as the next step, issued a 'Project Sanction Order' to develop a prototype on NCNC (No Cost No Commitment) basis. All trials of the project will be on NCNC basis.

Project Basic Information

1. **Nomenclature.** Mobile Integrated Network Terminal (MINT).
2. **Sponsor Directorate.** Directorate General of Signals.
3. **Brief Description.** Mobile Integrated Network Terminal (MINT) is proposed as a lightweight, portable and easy to configure communication system with integral satellite backhaul and Field Wireless System (FWS) for employment in mountainous/ semi mountainous/ high altitude terrain. The FWS would be based on a wireless access system (4G equivalent or better). At user end, a single hand held device with support for voice, video and data services is proposed. The system is required in a maximum of five transportable ruggedised cases, to include the following:-
 - (a) FWS system and handsets.
 - (b) Satellite backhaul.
 - (c) IP exchange with support for at least 16 ports.
 - (d) Power system.
 - (e) Antennae assembly.
4. **Categorisation.**
 - (a) **Prototype Phase.** Make II (Industry Funded) in accordance with Para 6, Chapter III A of DPP 2016.
 - (b) **Procurement Phase.** Buy (Indian - IDDM) with minimum 40% Indigenous Content (IC) in accordance with Para 5 of Chapter III A of DPP 2016.
5. **Quantities of Prototype Required for Field Evaluation Trials (including Ancillary Equipment and Accessories).** One complete MINT system with accessories and technical infrastructure for satellite link. No civil infrastructure for satellite hub is to be provided at this stage by shortlisted Development Agencies (DA(s)).
6. **Likely Quantities Required over Next Five Years (where applicable).** Quantity One Hundred and Twenty Nine (129) MINT systems with satellite hubs as per proposal.
7. **Tentative Timelines.** Tentative timelines for the project are given at **Appendix A.**



8. **Details of Chairman of Project Facilitation Team (PFT).**

Brigadier Tactical Communication Systems,
Room No 611A, A Wing,
Sena Bhawan, New Delhi 110011
Tele No - 01123019076
Mail – root.tech613@nic.in

9. Successful development under this scheme would result in acquisition, from successful Development Agency/ Agencies (DA/ DAs), through 'Buy (Indian-IDDMM)' category with indigenous design and development, and a minimum 40 % Indigenous Content (IC), by inviting Commercial bid which is to be submitted prior to commencement of User Trials.

Technical Requirements

10. **PSQR.** PSQR related instructions are enclosed at **Appendix B** and the PSQR will be issued to respondents of this EoI on receipt of 'Confidentiality Agreement'. Will be trial evaluated post Commercial RFP as per detailed Trial Directive that will be provided to successful vendors once PSQR is frozen.

11. **Minimum Indigenous Content (IC) Req.** Minimum 40% percent on cost basis.

Commercial Requirements

12. Commercial requirements as given in Chapter - IIIA of DPP 2016 will be applicable for evaluation of Indian commercial entities. Salient aspects are given as under:-

(a) Public limited company, private limited company, partnership firms, limited liability partnership, one Person Company, sole proprietorship registered as per applicable Indian laws. In addition, such entity shall also possess or be in the process of acquiring a license / development of products (if the product under project requires license as per DIPP's licensing policy).

(b) The entity has to be owned and controlled by resident Indian citizens; entity with excess of 49% foreign investment will not be eligible to take part in 'Make-II' category of acquisition.

(c) The entity needs to be registered for minimum five years; three years in the case of MSMEs. For start-ups, these need to be recognized by DIPP.

(d) The entity should have a minimum Long Term credit rating 'BBB' issued by any Rating Agency registered with SEBI such as CRISIL/ ICRA. In case of MSMEs, the minimum rating should be 'SME-4'.

(e) The entity should have a positive 'Net Worth'.

(f) Average Turnover in the last three financial years greater than Rs 14.25 Crores.



Project Requirements13. **Time.**

(a) **Upto Prototype Assessment**. 12 months from issue of Project Sanction Order (PSO).

(b) **For Production of Quantity 129 MINT Systems and Satellite Hubs as per Proposal.** As per Commercial RFP.

14. **Project Milestones.** Major activities in the procurement process will be as under:-

<u>Ser No</u>	<u>Activity</u>	<u>Remarks</u>
(a)	Pre Eol response meeting.	3 Weeks (tentative) after the issue of Eol to clarify the issues/queries raised by DAs/ participating firms to facilitate submission of Eol response.
(b)	Evaluation of Eol Responses.	By PFT.
(c)	Issue of Project Sanction Order for Development of Prototype.	To shortlisted Development Agencies (DAs) meeting evaluation criteria.
(d)	User Trial Readiness Review.	(i) To confirm completion of Design & Development of prototypes as per PSQR prior to commencement of User Trials. (ii) More than one review may be conducted, as required. Dates will be promulgated by the PFT as per progress of the project.
(e)	Solicitation of Commercial Offers.	Commercial RFP will be issued to DA(s) for submission of Commercial Offers prior to commencement of User Trials.
(f)	Conduct of User Trials on No Cost No Commitment (NCNC) basis and GS Evaluation.	To validate the performance of the system against the specifications of approved GSQRs after the development of prototype.

Response Submission

15. Response to this Eol will be furnished as per Format given at **Appendix C** by **1500 hours 03 August 2020.**

16. The Eol respondent shall submit three (03) copies of response to the Eol, clearly marking one copy as 'Original Copy' and second and third as 'Duplicate Copy and Triplicate Copy'. In the event of any discrepancy between them, the original copy shall govern/ prevail. Each page of the response will bear the signatures of the authorised signatory of the company. The envelopes shall be addressed as under:-



Secretary PFT,
Project MINT, Directorate General of Signals,
Room No 613, 'A' Wing, Sena Bhawan, New Delhi
Telephone – 011- 23019076
Mail – root.tech613@nic.in

17. **Queries.** Companies may submit written queries / clarifications/ amplifications on specific issues within 10 days (**06 July 2020**) of the issue of Eol. A pre-response meeting will be held within 03 weeks (tentative) after the issue of Eol to clarify the issue/ queries raised by the participating firms to facilitate submission of response. Date of pre-response meeting will be promulgated by the PFT.

Conditions

18. Important conditions regarding this invitation for Eol are as under:-

(a) Quantities for five years as given above will not be reduced in case of successful development and field trials of the prototype. A Commercial Request for Proposal will be issued to all such successful vendors.

(b) All possible & reasonable assistance from a user's perspective including access to similar equipment held by Indian Army, provision of trial locations, etc, as applicable, will be provided by the PFT upto the Field Evaluation stage.

(c) Details of tools, accessories, literature, training etc required at the procurement stage will be specified in the Commercial RFP.

(d) Policy on IPRs will be governed strictly as per provisions given at Paragraph 47 of the Make-II Procedure.

(e) Indigenous Content (IC) on cost basis will be certified by the vendor before formulation of GSQR.

(f) The Company will be required to sign and honour the 'Confidentiality Agreement' with Ministry of Defence, Government of India. The 'Confidentiality Agreement' will be furnished by each Eol respondent at the time of submission of Eol responses as per format given at **Appendix D**.

(g) Guidelines for penalties in business dealings with entities as promulgated by Government from time to time, will be applicable on procurement process and bidders.

(h) Respondent would be subject to disqualification if they make false, incorrect or misleading claims in their response to this Eol. A 'Correctness Certificate' as per the format at **Appendix E** will be furnished as part of the response.

19. Please acknowledge the receipt of this invitation for Eol.

Dated: **22** June 2020




Brigadier
Chairman PFT

Appendix A
(Refer Para 7 of EoI)

**TENTATIVE TIME LINES FOR PROJECT
MOBILE INTEGRATED NETWORK TERMINAL (MINT)**

Ser No	Activity	Time in Weeks from Collegiate Discussions (T₀)
1.	Issue of EoI	T ₀
2.	EoI Response Submission	T ₀ + 6
3.	EoI Response Evaluation	T ₀ + 11
4.	Issue of Project Sanction Order	T ₀ + 13
5.	Design & Development of Prototype	52*
6.	Conversion of PSQR to SQRs / Solicitation of Commercial Offer	04
7.	User Trials & Staff Evaluation	08-26
Total		77-103 Weeks

Note :- *Acceptance of 52 weeks for Design and Development timeline for prototype development as against tentative timelines of 12-30 weeks, as mentioned at Appendix B to Chapter - IIIA of DPP 2016, has been granted by the Competent Authority.



Appendix B
(Refer Para 10 of EoI)

PRELIMINARY SERVICES QUALITATIVE REQUIREMENT (PSQR)
FOR
MOBILE INTEGRATED NETWORK TERMINAL (MINT)

PSQR contains pages 06 to 12 and will be issued to respondents of this EoI on receipt of 'Confidentiality Agreement'



**RESPONSE TO EXPRESSION OF INTEREST:
PROJECT MOBILE INTEGRATED NETWORK TERMINAL**

1. I / We, the authorized signatory do confirm that I/we understand all the conditions laid out in the ibid Eol and furnish the succeeding information to the best of my / our knowledge and commitment. In all sincerity I / we do commit to meet all the technical parameters listed out in the NCNC prototype to be fielded for Field Trials and adhere to all provisions of DPP 2016 and other guidelines on the subject by Ministry of Defence, Government of India.

2. Technical Requirements from Indian Vendor.

(a) Compliance to PSQR. PSQR will issued to respondents of Expression of Interest (Eol) on receipt of 'Confidentiality Agreement'.

<u>S</u> <u>No</u>	<u>Compliance to Technical Specifications</u>	<u>Vendor Claim Value</u>	<u>Remarks (if Any)</u>

(b) Compliance to Indigenous Content (IC) Requirement. - Yes / No

3. Commercial Requirement from Indian Vendor. I / We furnish the following commercial details regarding my / our entity:-

(a) Company Type.

<u>Public Limited Company</u>	<u>Private Limited Company</u>	<u>Partnership Firm</u>	<u>Limited Liability Partnership</u>	<u>One Person Company</u>	<u>Sole Proprietorship Registered as per applicable Indian Laws</u>

(b) License and GSTIN.

<u>Held / Not Held</u>	<u>License No, if held alongwith GSTIN</u>	<u>Details if License applied but not Received yet</u>



(c) Share Holding Pattern.

Owned by Resident Indians	Within Maximum Limit of 49% Foreign Investment	Remarks, if any

(d) Incorporation Details.

Incorporated for more than five years on last day of Response Submission (For Non-MSMEs Only)	Incorporated for more than three years on Last Day of Response Submission (For MSMEs Only)

(e) Credit Rating.

For Non-MSMEs Only	For MSMEs Only
Long Term Credit Rating of BBB or Better issued by any Rating Agency registered with SEBI such as CRISIL/ ICRA	Not required

(f) Net Worth.

For Non-MSMEs Only	For MSMEs Only
Net Worth is Positive as on 31 Mar 20	Not required

(g) Average Turnover last Three Years. Rupees __ Crores.



4. Additional Information.

- (a) Technologies indigenously designed and developed.
- (b) Technologies not indigenously designed and developed.
- (c) Technologies planned to be obtained from foreign OEMs.
- (d) Technologies from foreign OEMs already owned.
- (e) Type of Foreign collaboration arrangements and with whom.
- (f) Tie-ups with Indian companies.
- (g) IPRs Owned.
- (h) Amount and type of value addition.
- (j) Estimated time for fielding of prototype for evaluation.
- (k) Estimated time for setting up of production lines.
- (l) Estimated production capacity and delivery schedule.

Dated : 2020

(Authorised Signatory)



Appendix D
(Refer to Para 18 (f) of EoI)

CONFIDENTIALITY AGREEMENT

1. It is certified that Expression of Interest document for the Project of Mobile Integrated Network Terminal (MINT) will not be shared with any agency in part or full with any other agency. Only relevant details, as applicable, will be shared with technology partners including foreign technology partners. Further, the EoI document itself will not be shared with any technology partners.
2. The company understands the security sensitivity of such an operational systems and any information pertaining to deployment and usage of the system including system scaling will not be discussed with third party without a written permission from the Project Facilitation Team. The company understands that failure to observe this agreement will lead to disqualification from the project.

Signature with Company Seal



Appendix E
(Refer to Para 18 (h) of EoI)

CORRECTNESS CERTIFICATE

It is certified that information submitted in the documents as part of the response to Expression of Interest for the project of Mobile Integrated Network Terminal (MINT) 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 incorrect.

Signature with Company Seal

