

EOI No. STC/GID/BALLISTICS/2013-14

Dated 02.09.2013



**THE STATE TRADING CORPORATION OF INDIA LTD**  
JAWAHAR VYAPAR BHAWAN, TOLSTOY MARG, NEW DELHI – 110 001  
GENERAL IMPORTS DIVISION

**INVITES**

**EXPRESSION OF INTEREST**

**For Empanelment of Original Manufacturers of Body Armouring Solutions viz. Bullet Proof Jacket, Bullet Resistant Helmet, Patka for supplies to Indian Armed Forces, Paramilitary Forces, State Police, Special Forces and State Government Departments on behalf of STC.**

**Website : [www.stc.gov.in](http://www.stc.gov.in)**

## Invitation for Expression of Interest

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### 1. GENERAL

The STC of India Limited is a Government of India Enterprise (under the administrative control of Ministry of Commerce and Industry) registered under The Companies Act, 1956, having Corporate Office at Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi-110 001 (hereinafter called 'STC'). STC is a Premier International Trading Organisation of India with experience of handling international and domestic business for over five decades and has been handling import and export of various kinds of products and commodities. STC achieved a business turnover of around Rs. 20,000 crores in 2012-13.

For making supplies to Indian Armed Forces, Paramilitary Forces, State Police, Special Forces and State Government Departments, STC intends to empanel Original Manufacturers of Body Armouring Solutions, as per details mentioned below and conforming to the following specifications :-

- Bullet Proof Jackets (NIJ Level III, III+ & IV )
- Commando & Concealable Vests (NIJ Level III A)
- Bullet Resistant Helmets (NIJ Level II & III A)
- Patka (Protection from 9mm and from AK-47 (MS) - in front only)

(List is only indicative and not exhaustive)

### 2. OBJECTIVE

There is a huge requirement of Body Armouring Solutions like Bullet Proof Jackets, Bullet Resistant Helmets, Patkas, etc., in the Indian Armed Forces, Paramilitary & State Police Forces and other Government Departments/Undertakings.

STC has been supplying Body Armouring Solutions to Security Forces during the past 3-4 years and in order to strengthen its supply base, is Inviting the Expression of Interest from leading Original Manufacturers of Body Armouring Solutions for empanelment as back up supplier with STC for supplies to various end user departments.

### **3. SCOPE OF WORK**

- i. The Applicant Manufacturer (OEM) shall accept all the terms and conditions of End-user Departments and in case of order shall, on a back to back basis, deliver the products and commodities to the Customers in the manner required at the nominated end destination. The Manufacturer (OEM) shall furnish Interest free EMD/Bid bond and Performance Bank Guarantees (PBG)/Performance bond (as required) to STC.
- ii. STC would quote the rates to end-user departments (Indian Armed Forces, Paramilitary Forces, State Police, Special Forces and Central / State Government Departments/Undertakings) on the basis of rates offered by the shortlisted Original Manufacturer to STC after adding Trading Margin of STC. The amount of trading margin would be decided by STC at their sole discretion and the same shall not be contested by the supplier. The basic terms of order received by STC from end-user department shall mutatis mutandis apply in the back-to-back contract to be finalized between STC and the Original Manufacturer (OEM). The payment to supplier shall be only released after satisfactory supply of goods and receipt of payment to the extent received by STC from the respective End-user Departments.
- iii. It is to be expressly understood and agreed by the applicant Manufacturer (OEM) that STC shall be making the purchases on behalf of its end Customers based on their specific indents. Accordingly in case any deductions are made from the bills of STC by end-user department on account of deviations in the specifications, late/delayed supplies, pilferage or due to short-landing at destination point etc., the amount so deducted will be recovered from the Original Manufacturer.

#### **4. PRE-QUALIFICATION CRITERIA OF APPLICANTS**

- i. The Applicant Manufacturer (OEM) should have minimum 3 (Three) years of experience of Manufacturing & supply of items (for which empanelment is sought) directly or through PSUs to any end-user department/agency in India and/or outside India. (Past Performance Certificate to be attached)
- ii. The offered product should have been successfully type tested as per relevant International/Indian standard. Copy of latest Test Certificates / Reports for each item conducted at Govt. approved Testing Laboratories – TBRL/CFSL/DGQA,etc., shall be submitted. Certificate should be dated on or after 31.07.2012.
- iii. Offered Item should have Valid Registration with Ministry of Defence (DGQA).
- iv. The OEM should have valid ISO Certifications for the manufacturing process and production unit.
- v. The prospective OEM should have production capability for all NIJ Defined Protection Levels & Indian Threat Levels of Body Armouring Solutions i.e. Bullet Proof Jacket, Bullet Resistant Helmets, Patka etc.,.
- vi. The prospective OEM should have manufacturing and R&D facilities for the development of customized solutions and quality control.
- vii. The OEM should have valid Raw Material Assurance Certificates (RMAC) from the Original/Proprietary Manufacturers of Soft & Hard Armour Solutions.

#### **5. Additional Requirements**

- i. The prospective OEM shall submit a satisfactory Credit Rating Report (not more than one year old) from any of the following International Credit Rating agencies:-
  - a) Dun & Bradstreet
  - b) Moody's
  - c) Standard & Poor
- ii. The prospective OEM should not have been debarred/delisted/ blacklisted / banned for participation in

Tender by Government of India including Indian Armed Forces, Paramilitary Forces, State Police, Special Forces and State Government Departments or by any Government Undertaking for supply of Body Armouring Solutions or otherwise for any of their manufactured product range. The supplier shall have to submit an UNDERTAKING to this effect on their letterhead at the time of application for pre-qualification as well as each time while participating in a Tender. In case of submission of false declaration (found at any stage), such supplier shall be disqualified.

- iii. The prospective OEM shall fulfill all the above terms and conditions individually and no joint venture/consortium is permissible /acceptable.
- iv. The prospective OEM can also be asked to furnish additional information /confirmation in connection with verification of the documents submitted by the supplier, if deemed necessary.
- v. The above terms and conditions shall have to be considered by the supplier in totality and the EOI containing incomplete documents & not complying with the above conditions shall be summarily rejected.

#### 6. **INSTRUCTIONS TO APPLICANTS:**

The Applicant should submit the following information /documents to facilitate empanelment of OEMs :-

- i. Application Format duly filled in, signed and stamped, as per Annexure-I.
- ii. Expression of Interest documents in original/ downloaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions with e.mail, phone and fax nos.
- iii. Various information/documents as per pre-qualification criteria and S.No.5 above.
- iv. Following additional documents :-
  - a) Company Brochure
  - b) Audited Balance sheets of last three years
  - c) Details of installed capacity & brief manufacturing process.
  - d) CE / ISO or other accreditation certificates (if any).
  - e) Registration certificates with various tax authorities or Government Departments, etc.
- v. A non refundable fee of Rs.10,000/- in the form of a demand draft favouring "The State Trading Corporation of India Ltd." Payable at New Delhi, must be submitted to cover processing charges. The processing fee cannot be exempted for any applicant.

**All pages of the EOI document have to be numbered consecutively and signed.**

## **7. LAST DATE/TIME FOR SUBMISSION OF EXPRESSION OF INTEREST**

The due date and time for submission of the Expression of Interest is 1500 Hours of 27<sup>TH</sup> September, 2013.

## **8. PLACE FOR SUBMISSION OF EXPRESSION OF INTEREST:**

The Expression of Interest should be addressed to Chief Manager(Marketing), General Imports & Ballistics Division, Jawahar Vyapar Bhavan, 1 Tolstoy Marg, New Delhi – 110001 along with duly filled in enclosed Annexure-I & requisite enclosures should be put in a cover/envelope and dropped in the Box placed on the reception of STC, New Delhi before the due date and time. This cover/envelope should also be super-scribed with the EOI No. and Date, Item, Description and the date of EOI Opening. EOI sent by Speed Post or Registered Post should reach STC before the due date and time positively. STC will not be responsible for any postal delays. STC will **NOT** accept facsimile, internet or email responses. Any EOI received by STC after the due date & time would be summarily rejected.

## **9. GENERAL TERMS & CONDITIONS:**

- i. STC reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- ii. Final selection of Manufacturer (s) (OEM), from the EOIs received will be done by STC at its sole discretion and the decision of STC shall be final and binding on all the empanelled parties.
- iii. Selection in the panel at no point of time guarantees any award of work by STC through this empanelment and the OEM who fails to get the opportunity shall not have any right to claim any damages whatsoever from STC.
- iv. The OEM may clearly note that terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen Manufacturer will have to enter into back to back contract(s) with STC, which shall be based on the terms of order received by STC from end-user department, which shall apply on mutatis and mutandis basis.
- v. The prospective Manufacturer (OEM) can also be asked to furnish additional information/confirmation in connection with verification of the documents submitted by the supplier, if deemed necessary.

- vi. The selected OEM(s) shall ensure compliance of all the Government regulations/ conventions / policies /guidelines /orders etc. in force related to any or all of the above activities. OEM shall undertake to abide by the statutory requirements of the Indian Government from time to time.
- vii. Based on the response to the EOI, STC can draw Product Category-Wise panel of OEM's. Whenever there will be any invitation for Expression of Interest/enquiry from any end user department for supply of Body Armouring Solutions, STC will seek offer from OEM's inviting limited tender enquiry from amongst the panel, for shortlisting the OEM, at STC's sole discretion.
- viii. The OEM, whose quotation/offer is accepted by STC for quoting further against tenders of its customers, shall not submit offer directly/indirectly or through any other PSU in the same Tender.

#### 10. **REQUEST FOR STATUS UPDATE ON EVALUATION PROCESS**

STC will not accept or respond to Proponents' requests for information on the status and progress of the EOI evaluation process. Additional information regarding the EOI process may be posted on STC's website [www.stc.gov.in](http://www.stc.gov.in), GOI's websites [www.tenders.gov.in](http://www.tenders.gov.in) & [www.eprocure.gov.in](http://www.eprocure.gov.in) from time to time.

#### 11. **OWNERSHIP OF EOI DOCUMENTS AND INFORMATION THEREIN**

All Expression of Interest documents will become the property of STC upon submission. Where the prospective OEM believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect OEM's business affairs, notice is to be given at the time of delivery of the information or documents by clearly marking such information 'confidential'. In so far as is practicable STC will give effect to the prospective Supplier stated wishes, and requests for access to such information will be determined under the RTI Act.

#### 12. **NO CONTRACTUAL OBLIGATION:**

STC is not bound contractually or in any other way to any prospective OEM to this Expression of Interest. STC is not liable for any costs of compensation in relation to the consideration of this Expression of Interest or any Expression of Interest, incurred by the prospective OEM to this Expression of Interest whether or not STC terminates, varies, or suspends the Expression of Interest process or takes any other action permitted

under this Expression of Interest, including consideration of concepts proposed in future developments.

13. **SHORT-LISTING OF MANUFACTURERS/SUPPLIERS:**

Prospective OEM who qualifies as Associate OEM to STC would be individually notified after the evaluation process is complete. The validity of EOI's received shall be initially for a period one year from the date of acceptance by STC, which may be renewed further for a period of one year, at the sole discretion of STC.

14. **DISCLAIMER:**

The issue of this document does not in any way commit or otherwise obliges STC to proceed with all or any part of an EOI process. The EOI Request is not the subject of any process contract or any contractual obligations between STC and prospective OEM. STC may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the prospective suppliers.

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**ANNEXURE- I**

FORMAT (TO BE FILLED UP BY PROSPECTIVE MANUFACTURER (OEM)  
PARTICULAR DETAILS

<p>1. Company Name :</p> <p>Owner /Director(s) :</p> <p>Registered Address :</p> <p>Date of Establishment :</p> <p>Telephone/Fax/E.Mail:</p>				
<p>2. NAME OF ITEMS for which empanelment is requested</p>				
<p>3. Annual Manufacturing Capacity (item-wise)</p>				
<p>4. Quantity supplied (item-wise) (Documentary Proofs to be attached)</p>	<p>IN INDIA (Domestic)</p>		<p>OUTSIDE INDIA (Exports) (Exports</p>	
	<p>Quantity Supplied</p>	<p>Value (Rs.in Crores)</p>	<p>Quantity Supplied</p>	<p>Value (inUS\$)</p>
<p>In the year 2010-11</p>				
<p>In the year 2011-12</p>				
<p>In the year 2012-13</p>				

. Attach supporting documents as per prequalification Criteria (Sr. No. 4 & 5 of EOI) i.e.		
(a) As per Sr. No 4(i)	Attached	Not attached
(b) As per Sr. No 4 (ii)	Attached	Not attached
(c) As per Sr. No 4 (iii)	Attached	Not attached
(d) As per Sr. No 4 (iv)	Attached	Not attached
(e) As per Sr. No 4(vii)	Attached	Not attached
(f) As per Sr. No 5 (i)	Attached	Not attached
(g) As per Sr. No 5 (ii)	Attached	Not attached
(h) Other Supporting documents of supplier such as Company Brochure, Audited Balance sheets of last three years, ISO or other accreditation certificates (if any), Registration certificates with various tax authorities or Government Departments, etc.	Attached	Not attached
6. Acceptance of all Terms and Conditions of the EOI	Accepted	Not Accepted
7. Details of clients to whom supplies during the last three years both in terms of value & volume		
8. Any other document	Attached	Not attached

\*Please use extra sheets, if more space is required.

Certified that the above information is true and we confirm that all information given in the Expression of Interest are correct and if at any point of time the information is found to be incorrect our EOI will be liable for rejection by STC.

Dated:

Signatures

Name & Designation:

Place:

Company Seal