



COCHIN SHIPYARD LIMITED
(A Government of India Enterprise)

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Invites

Expression of Interest (EOI)

For

**Empanelment of Indian Bidders for the Design, Development, Low Volume
Manufacturing, Supply and Integration of Power Electronics Systems &
Embedded Systems for Maritime Applications**

03rd October 2024

Enquiry No.: C-SAS/OTE/GEN/2024/002

Due Date for Submission of EOI: 05th November 2024

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1. INTRODUCTION, OBJECTIVE & INTERPRETATIONS

Cochin Shipyard Limited (CSL) is a premier Ship Building & Ship Repair company under Ministry of Shipping, Government of India incorporated in the year 1972. M/s. COCHIN SHIPYARD LTD, a company incorporated in India and having its registered office located at Cochin Shipyard Ltd, Perumanoor P.O., Kochi-682015, Kerala, India. (hereinafter referred to as the “CSL”).

The Bidder or The Prospective partner is an organization making a formal proposal against this EOI and comply with all the requirements of this EOI.

The objective of this Expression of Interest (EOI) is to identify qualified Indian Bidders for empanelment, in order to partner / associate for indigenously developing maritime products and services in the technical domains listed below. The Indian Bidders to be technically and financially competent with verifiable experience in the design, development, manufacture and integrating aspects with R&D facilities available in India. The supply of products and services in the technical domains listed below to Indian Tri services / Defense Research Organizations / CSIR / ISRO / Government Organizations / PSU or any other reputed National or International Organizations shall be considered. The technical areas / domains of interest are mentioned below.

- a) Design, development, low volume production, supply and integration of Power Electronics Systems.
- b) Design, development, low volume production, supply and integration of Embedded Systems.

The OEM Bidders shall participate & share response to the EOI if satisfying / confirming to any one of the conditions mentioned below, based on their domain expertise, experience & infrastructure capabilities.

- i. Eligible for (a) only
- ii. Eligible for (b) only
- iii. Eligible for (a) and (b)

During the assessment stage, the weightage of the bidders shall be determined based on their expertise, experience, proven track record and submission of verifiable evidence.

However, the Bidders engaged only in the trading business of the above-mentioned product domains shall not be considered eligible and hence shall not apply for the EOI. The requirements pertaining to the respective technical domains are detailed in the scope of association.

The Bidders response to the EOI shall be evaluated by CSL. The qualification of the Bidders shall be done after verification of the credentials and based on assessing the eligibility of the Bidders meeting the criteria specified in this document and its Annexures.

Based on evaluating the EOI responses, CSL reserves the right to shortlist and empanel the qualified Bidders. Subsequent to this EOI, during the project opportunities in the respective technical domains, the empanelled Bidders shall be considered for the limited tender procurements. The validity shall for a period of Three (03) years.

During the course of apt project requirements, NDA shall be signed with the empanelled bidders to enable swift exchange of information. Further through limited tender process the technically qualified L1 bidder of the project shall be identified. The L1 bidder shall enter into MoU and definite Agreement with CSL on project to project basis. CSL reserves the right to remove any Bidder from the empanelled list at any given time based on performance parameters. To this effect, CSL reserves the right to gather information on the Bidder's performance independently even after the qualification process is completed.

A pre-bid meeting is scheduled to take place on 16th October 2024, 15.00 HRS at CSL to facilitate further interaction with potential bidders and address any queries they may have. Prospective bidders are encouraged to attend the pre-bid meeting at the specified date and time. However, the participation to the pre-bid meeting is not mandatory. Interested bidders are kindly requested to notify CSL of their intention to participate in the pre-bid meeting by 14th October 2024 via email indicating the queries to be addressed at the following address: anish.s@cochinshipyard.in.

Please submit the soft copy of response to the Expression of Interest (EOI) no later than 05th November 2024 to Shri. Anish.S (Deputy General Manager, CSAS, CSL) at anish.s@cochinshipyard.in. Also, the hardcopy of the response shall be sent to the designated address as specified in the Eoi document.

The applicants who meet the eligibility criteria as in table-1 of section 4.1, shall be considered for assessment. Also, the Bidders are required to provide clause to clause compliance to the EOI paragraph references as shown in Annexure-10. The assessment shall be done on the eligible Bidders by evaluating the documents shared by the Bidder as per the table 2 of section 4.2 & Annexure 1.

Post evaluation, a maximum of five Bidders each in the respective domains shall be empaneled based on their merit during assessment.

2. SCOPE OF ASSOCIATION

CSL is in the process to empanel partner Firms for the Design, development, low volume production, supply and integration Power Electronics and Embedded Systems. Bidders should meet all the relevant national/international quality standards and the product/solutions should be cost competitive as per market levels.

The EOI responses submitted by the Bidders shall be scrutinized by CSL, techno-commercially evaluated and qualified Bidders shall be empaneled. The following are the technical domains of interest to associate with the Bidders.

- A. Design, development, low volume production, supply and integration of Power Electronics Systems
- B. Design, development, low volume production, supply and integration of Embedded Systems

The specific areas of interest pertaining to A & B technical domains are detailed in the Annexure-1.

3. GENERAL REQUIREMENTS

The Bidders empanelled shall be capable of performing the following activities:

- Generate customized design solutions for the CSL based on the given requirements.
The Bidder shall collaborate with the CSL to generate customized design solutions that meet the requirements of the CSL. The Bidder shall take inputs from the CSL to develop design solutions that are innovative, feasible, and cost-effective.
- Provide necessary technical support during the bidding of prospective projects
The Bidder shall provide necessary technical support during the bidding process of prospective projects. This shall not be limited to developing concept designs, preparing budgets to be used during the bidding process.
- Prepare detailed technical documents
The Bidder shall prepare the detailed technical documents viz, comprehensive concept of operation documents, system design documents, Bill of Materials, Firmware design document. Collaborate with stakeholders to ensure alignment and continuously update documents throughout the design process. The documents shall provide a clear understanding of how the design works and shall be used as a reference during the design, testing, manufacturing and integration phases.

- Conduct analysis & simulation of the design using appropriate software tools

The Bidder shall conduct analysis and simulation of the design generated using appropriate software tools. This shall in general but not limited to

 - Analysis of electrical performance, thermal, stress, Electromagnetic Compatibility, fault analysis and reliability prediction.
 - For embedded systems utilize specialized software to model and simulate the behavior of embedded system designs.

The simulation shall be used to validate the design and ensure that it meets the performance and reliability requirements.

- Prepare budgetary estimates of the design work

Prepare budgetary estimates for the design, development, low volume production, supply and integration of items pertaining to respective domain. The estimates shall be based on the scope of work defined and shall include costs for design, analysis, simulation, documentation, and reports.

- Consent for co-development & Joint ownership concept

In the context of joint development, the Bidder shall agree that any design or solution co-developed pursuant to the agreement shall be jointly owned (IPR/patent/copyrights etc.), and each party shall be considered a co-author, co-inventor, or joint creator for purposes of patents, copyrights, trademarks, trade secrets, or any other intellectual property rights. Both parties shall have an equal and undivided interest in the said IP Rights, and neither party shall, without the express written consent of the other, transfer, license, or assign their interest in the IP Rights to a third party.

- Consent for “work made for hire” concept

During the work engagements under “work made for hire” category, any IPR developed in or produced under or in connection with this EOI / subsequent tender, by issuing relevant purchase order for the respective product / service the IPR/patent/copyrights etc. will be the sole property of the CSL. The Bidder will have to give the technical know-how, transfer the design data and manufacturing data of the deliverable item to CSL. However, CSL will give the first right to refusal to the Bidders for manufacturing.

Based on the bidders’ performance in CSL projects, quality, prompt delivery & service; CSL in its business interest might be open to discuss long-term partnerships with the empanelled bidders through a range of collaboration modes including, but not limited to the following.

- Strategic equity partnerships
- Strategic alliances through MoUs

4. ELIGIBILITY CRITERIA

The details regarding eligibility requirements are detailed below:

4.1 GENERAL

The Bidder shall be Single entity.

Note:

Joint ventures and Consortiums are not allowed for applying to the EOI. It is also not allowed post the empanelment and when executing the subsequent tender / order in connection with this EOI.

Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State Govt. / Public Sector Undertakings etc. A Self-declared Compliance certificate shall be submitted under the firm's letter head in this regard. Submission of any falsified information in this declaration, if brought to the notice of CSL during any period of time shall be treated as breach of trust and the contracts with the Bidder shall be terminated and Bidder shall be removed by CSL with/without any prior notice to the Bidder. The Bidder shall be a fully owned Indian Company.

The Bidder must satisfy the Pre-qualification criteria mentioned in table: 1.

Sl. No.	Criteria	Document to be submitted for verification
a)	Legal Entity: The Bidder should be a registered company under Companies Act 2013 or under the previous laws governing companies in India, and have a valid DPIIT registration with Ministry of Commerce and Industry.	Certificates of incorporation and valid DPIIT Registration Certificate.
b)	Indian National: The promoters/owners of the Indian company shall be Indian National(s). The entity must be a wholly-owned Indian company. The bidder should have its own office/work place in India (with a majority stake) to fully indigenously develop engineering equipment suiting marine applications.	Certificate of registration or any other relevant documents. Latest Annual Return filed with the Registrar of Companies.
c)	Experience: Only Indian Bidders are eligible, whom possess verifiable 5 years' experience with regard to indigenous design, development, low volume manufacture, supply and integration of products in the technical domains listed in Annexure-1, to Government Organizations, PSU, Indian Tri-Service	Notary Vetted copy of Purchase Order (PO)/Work Order along with Completion Certificate issued by the client as relevant stating the above

	/ Defense Research Organizations / CSIR / ISRO or any other reputed National or International Organizations. However, the Bidders engaged only in the trading business of products pertaining to the referred technical domains shall not be considered eligible.	or any other relevant documents.
d)	Annual Sales Turnover: Annual Sales Turnover during each of the last three financial years (as per the last published Balance sheets), should be at least INR 05 Crores.	Certificate from the statutory auditor
e)	Quality Assurance: Should have ISO 9001:2015 or higher equivalent certification as on the date of submission of bid	Copy of certificate valid on the date of submission of the EOI response
f)	Blacklisting: The Bidder should not be blacklisted by Central / State Government or any undertaking/ institution under government control in India.	Certificate by authorized signatory
g)	Declaration: The bidder is required to provide a declaration stating that critical technologies/software will not be sourced from countries sharing a land boundary with India. Additionally, the bidder must submit a declaration ensuring that the software solution utilized contains no malicious content.	Self-Declaration or any other relevant documents
h)	The bidder should have prior experience of successfully delivering projects of value worth INR 50 lakhs or above as a single order.	PO copy to be provided
i)	The bidder must be willing to share intellectual property and jointly apply for patents for products co-developed with CSL.	Self-Declaration

Table 1: Pre-qualification Criteria

Note:

In line with the experience criteria, bidder shall submit the Notary Vetted copy of Purchase Order (PO)/Work Order along with Completion Certificate issued by the client as relevant stating the above.

4.2 TECHNICAL AREAS, REQUIREMENTS & EXPERIENCE

The technical eligibility criteria to be met by the Bidder is shown in Annexure-1.

Also, the bidders are required to satisfy the criteria as per Table: 2., in order to get qualified in the EOI.

Sl. No.	Criteria	Document to be submitted for verification
a)	The Bidder should have at least 5 years of experience in product design, analysis, development, manufacture, integration & successful delivery of products in the respective domains as per Annexure-1.	Orders executed, Orders in progress, Products delivered to marine industry, Project Portfolio, MVP & Prototypes realised, Certifications, Client Testimonial.
b)	The Bidder should have its own office/work place in India with in-house R&D center to fully indigenously develop engineering equipment suiting marine applications. The Bidder should possess technical infrastructure/in-house facilities.	Documents to prove in-house R&D capability, technical infrastructure/in-house facilities, IP, Patents, Copyrights.
c)	The Bidder should have proven technical expertise, infrastructure and human resources for design, manufacture, testing and integration of engineering equipment. The Bidder should have proficiency in software design and development, pertaining to the equipment.	Documents to prove Team expertise & experience in relevant fields.
d)	Detailed presentation to prove technical capability of the Bidder.	The presentation shall be conducted in offline or online mode.
e)	The Bidder should produce documents pertaining to the percentage of indigenous content in the previously developed products.	Document proof as applicable to be provided.
f)	Documents to prove the financial capability / stability of the Bidder.	Financial Statements for the past three years, ITR files of last three years, Resource

		Allocation Plan, Long-Term Strategic Plan
g)	Documents to verify the regulatory compliance and standards followed by the Bidder.	Regulatory compliance, certificates, Quality Management system documentations.
h)	The Bidder should collaborate /co-develop with CSL for developing new products and systems as per CSL requirements. The Bidder should be committed to innovation, research, and continuous improvement in compliance with industry standards and legal requirements.	Self-Declaration or relevant documents

Table 2: Documents/ details to be submitted

Note:

- i. *Certificate of Incorporation of the company in this regard shall be submitted. The certificate should be notary attested in case of Indian bidders. In case the bidder is an LLP the notarised certificate of registration / incorporation by the Registrar of Firms / Registrar of Companies or notarised deed of partnerships should be furnished.*
- ii. *In line with the experience criteria, bidder shall submit the Notary Vetted copy of Purchase Order (PO)/Work Order along with Completion Certificate issued by the client as relevant stating the above.*

Bidders shall submit relevant documents mentioned in Table-2 & Annexure 1 for the evaluation.

4.3 FINANCIAL CAPABILITY

The financial eligibility criteria to be met by the Bidder is shown below:

Sl. No.	Criteria	Document to be submitted for verification
a)	The Bidder should have a positive cash flow, consistently profit making and should have adequate working capital.	See note i & ii below

b)	The Bidder should have prior experience of successfully delivering individual projects worth Rs 50 lakhs and above.	See note i & ii below
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Table 3: Financial Criteria

Note:

- i. *The Bidder shall enclose a certificate issued by its Statutory Auditors with their seal and signature, stating its net worth & revenues for the past 03 financial years along with the bid. The bidder shall also produce audited balance sheets and profit& loss statements for the past 03 years. Certificate shall be as per the format enclosed at **Annexure-3**.*
- ii. *Present Order Book position of the bidder shall be submitted.*
- iii. *After the pre-qualification process and subsequent issue of limited tender enquiry to the short-listed Bidders, CSL shall at its own discretion and costs opt for obtaining credit information report of these bidders through credit rating Bidders like M/s Dun & Bradstreet, MNS etc. during the techno-commercial evaluation of offers.*
- iv. *Bidders shall meticulously take notice that each of the aforesaid report is very critical for this tender and any wrong submission or submission with inadequate supporting documents or any mismatch in the documents will result in summarily rejection / disqualification of the submitted offer or even at any point of time whatever may be the status of the process.*

5. EVALUATION METHOD

Pre-bid meeting shall be conducted as part of inviting the response from competent Bidders. The initial / preliminary screening of the bidders / applicants shall be based on the pre-qualification / eligibility criteria as shown in Table.1 of section 4.1. Also, the Bidders are required to provide clause to clause compliance to the EOI paragraph references as shown in Annexure-10.

The bidders qualifying in the preliminary screening shall be considered for further assessment by evaluating the documents shared by the Bidders as per the table 2 of section 4.2, 4.3 & Annexure 1. The evaluation shall be done based on the document proofs submitted by the Bidders substantiating the company credentials, technical expertise, financial status, work experience and product / service delivery completed

with regard to their respective technical domain. Detailed technical presentation, product demonstrations by the Bidders and factory visit by CSL shall be done if required as part of the evaluation. Thus, during the assessment stage the total weightage value of the bidders shall be determined based on their expertise, experience, proven track record and submission of verifiable evidence. And, a grace weightage shall be applicable to the bidders' eligible for (a) and (b), in accordance with their proven track record and submission of verifiable evidence. However, the Bidders engaged only in the trading business of products pertaining to the referred technical domains shall not be considered eligible.

Post evaluation, a maximum of five Bidders each in the respective domains shall be empaneled based on their merit during assessment. And, the empaneled Bidders shall be considered for the limited tender enquiry for participating in the project opportunities pertaining to the respective technical domains, subject to the acceptance of CSL's General Terms & Conditions relating to purchase of materials / services. However, the decision of CSL shall be final in this regard.

6. INSTRUCTION TO APPLICANTS

- a) The information contained in this Expression of Interest (EoI) document provided to the prospective partner, by or on behalf of CSL or any of its employees or advisors, is provided to the prospective partner on the terms and conditions set out in this EoI document and all other terms and conditions subject to which such information is provided.
- b) The purpose of this EoI document is to provide the prospective partner with information to assist the formulation of their Proposal. This EoI document does not purport to contain all the information each prospective partner may require. This EoI document may not be appropriate for all persons, and it is not possible for CSL, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each prospective partner who reads or uses this EoI document. Each prospective partner should conduct his own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EoI document and where necessary obtain independent advice from appropriate sources.
- c) CSL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EoI document.

- d) CSL may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this EoI document.
- e) The issue of this EoI does not imply that CSL is bound to select and shortlist any or all the prospective partner. Even after selection of suitable prospective partner CSL is not bound to proceed ahead with the prospective partner and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
- f) The prospective partner shall bear all costs associated with the preparation, technical discussion/presentation and submission of EoI. CSL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EoI process.
- g) Multiple proposals from the same prospective partner should not be submitted.
- h) The participating bidder shall abide by the terms & conditions, as applicable, of the EoI.
- i) All pages of the EoI shall be duly signed by the authorized signatory.
- j) CSL reserves the right to verify all statements, information and documents submitted by the applicant in response to the EoI. Any such verification or lack of such verification by CSL shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of CSL.
- k) Canvassing in any form by the prospective partner or by any other agency on their behalf shall lead to disqualification of their EoI.
- l) The EoI process shall be governed by, and construed in accordance with, the laws of India and the Courts at Ernakulam (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the EoI process.
- m) Any past performance in executing similar defense-related projects and meeting delivery timelines would be a significant advantage. The bidder should have a clean legal record and adhere to ethical business practices.
- n) Since defense-related projects involve sensitive information, the bidder may need to demonstrate its ability to adhere to strict security protocols and maintain confidentiality.
- o) The documents / certificates submitted by the bidder will be verified with source directly by CSL. Misleading or false representations in the forms, statements and attachments submitted in proof of eligibility requirements will result in summarily rejection / disqualification of the submitted offer at any point of time whatever may

be the status of the process. Also, the Bidder will not be considered for further tendering for a period of three (3) years henceforth.

- p) CSL reserves the right to proceed with disqualification of the bidder for submission of any falsified information without providing any prior/post written notice to the Bidders of such disqualification of their offers.
- q) CSL reserves the right to visit the premises of the bidder's client to obtain clarifications or confirmation directly from the bidder's clients. The Bidder shall furnish necessary contact details and co-ordinate for obtaining approval / consent for the above-mentioned visit whereas travelling and all other expenses for the same shall be borne by CSL. Final acceptance of the offer is subject to the receipt of satisfactory feedback from the clients as mentioned above.
- r) CSL shall also visit the Bidder's premises, if necessary, to verify the data submitted by the Bidder during the bid submission stage and to check the capability of the Bidder, with short notice to the Bidder. Any glaring discrepancy observed during such visits shall result in disqualification of the offer without any written notice to the bidder.
- s) Any participating bidder which has been debarred/blacklisted or given tender holiday by Central/State Governments or by any entity controlled by Central/State Governments from participating in any of their project, as on date of submission of EoI, shall not be eligible to submit response to the EoI.
- t) Bidder shall satisfy the prequalification/eligibility criteria, mentioned in tables 1 of sections 4.1 for qualifying the EoI.

7. RIGHT TO ACCEPT PROPOSAL

CSL reserves the right to modify, expand, restrict, scrap this proposal or reject any Expression of Interest without assigning any reason during or after the completion of the EoI process if it is found that there was a material misrepresentation by any such applicant or if the applicant fails to provide, within the specified time, supplemental information sought by CSL.

8. CLARIFICATIONS

During evaluation stage of the Expression of Interests, CSL may, at its discretion, ask bidders for clarifications on their proposal. The bidders are required to respond

within the time frame prescribed by CSL. CSL reserves the right to make inquiries with any of the bidder's clients.

9. LANGUAGE

The proposal and all associated correspondences shall be in English. All supporting document or printed literature submitted along with the offer shall also be in English. Supporting documents, which are not translated to English, will not be considered for pre-qualification.

10. CONFLICT OF INTEREST

Prospective partner shall not have a conflict of interest. Any/All prospective partner found to have a conflict of interest shall be disqualified. A prospective partner may be considered to have a conflict of interest, if:

- a) Prospective partner has been engaged by CSL to provide consultancy services for the EoI/ tender preparation related to this Project or similar projects.
- b) Prospective partner is an associates/affiliates (inclusive of parent firms) of a firm or an organization mentioned in subparagraph (a) above; or
- c) Prospective partner lends, or temporarily seconds its personnel to or utilizes services of personnel of Bidders or organizations which are engaged by CSL in consultancy services for preparation of tender document or implementation of this project or any other similar project

11. DISQUALIFICATIONS

CSL may at its sole discretion and at any time during the evaluation of proposal, disqualify any bidder, if they have:

- a) Submitted the Proposal documents after the response deadline.
- b) Not submitted satisfactory documentary evidence and proof as per eligibility criteria mentioned in table -1 of section 4.1.
- c) Made misleading or false representations in the forms, statements and attachments submitted in proof of eligibility requirements.
- d) Submitted a proposal that is not accompanied by required documentation or is non-responsive.
- e) Failed to produce clarifications related thereto, when sought.
- f) Submitted more than one proposal.
- g) Based on any adverse feed backs received from previous clients approached by CSL during the assessment.
- h) Failed to prove technical competency / infrastructure availability as per table-2 of section 4.2.
- i) Declared ineligible by the Government of India / State Govt. / Public Sector Undertaking.

- j) Applied for Corporate Debt Restructuring (CDR)/S4A or other debt resolution process or insolvency processes in three years viz., 2021-2022, 2022-23,2023-24 and till the due date for submission of EOI.
- k) Not meeting any other applicable criteria / clauses in the current EOI.

12. PROFORMA FOR SUBMISSION OF EXPRESSION OF INTEREST SHALL CONSIST OF:

- a) Technical Areas, Requirements & Experience as per **Annexure-1**
- b) Power of Attorney- **Annexure -2**
- c) Certificate regarding financial capability as per format placed at **Annexure -3** stating net worth & annual turnover during the past three (3) years.
- d) Covering letter indicating interest to undertake CSL project (as per Format for application attached as **Annexure – 4**).
- e) Company profile with legal status, date of establishment, organization chart including permanent manpower and contract manpower available with qualification, Certificate of incorporation etc. as per format for Structure and Organization placed at **Annexure-5**.
- f) Solvency certificate as per **Annexure-6**.
- g) Capabilities with respect to infrastructure facilities.
- h) Normal Execution plan with scope & methodology followed by the bidder for manufacturing work.
- i) Quality assurance procedure/methodology.
- j) An ISO 9001:2015 or higher equivalent certificate is desired.
- k) Technical Experience details as per **Annexure-7** with supporting documentary evidence.
- l) Documents regarding present order book position as per **Annexure-8**.
- m) Details of personnel (Project Management Team) including designation, qualifications, and experience to assess their capabilities.
- n) All pages of the EOI document, including amendments if any shall be duly signed and sealed by the authorized representative of the bidder as a token of the acceptance of all terms and conditions stated therein the document and note deviations, if any.
- o) Work completion certificate from previous clients, as applicable.
- p) Disqualification Criteria **Annexure-9**.
- q) The Bidder should submit a compliance matrix as per **Annexure-10**.

13. GENERAL

- a) CSL reserves the right to accept or reject any of the EOI without assigning any reason anytime or incurring any liabilities towards the Bidders. Submission of the EOI shall not

automatically make the applicant eligible to receive documents of further proceedings of this EOI.

- b) CSL will treat the completed EOI forms as confidential. Documents submitted by the Bidders will not be returned. Information relating to the examination, clarification, evaluation and comparison of Eoi and recommendations shall not be disclosed to prospective partner. Any effort by prospective partner to influence CSL processing of Eoi or selection decisions may result in the rejection of the Eoi.
- c) All corrigenda, addenda, amendments and clarifications to the request for Expression of Interest will be hosted only in the website www.cochinshipyard.com and not published in the newspapers or any other media. Bidders shall keep themselves updated with all such developments till the last date and time of submission of EOI.
- d) To ensure the successful execution of the project, the participating bidder must adhere to the following technical requirements:
 - i. The technology if any possessed by participating bidder must be non-infringing while delivering the desired performance and it must be clear from third-party IP infringement claims.
 - ii. The participating bidder must show willingness on its letter head to achieve more than 50% local content in above mentioned projects in line with Gol policies amended from time to time.
 - iii. The partner should be able to provide accurate and comprehensive documentation throughout the manufacturing process, including manufacturing records, test reports, quality assurance documents.
 - iv. Design Ownership: CSL and the partner retains joint ownership on the design provided to the partner. The partner shall not reproduce, distribute, or disclose the design to any third party without prior written consent from CSL.
 - v. Design Confidentiality: The partner must maintain strict confidentiality of the design information provided by CSL. This includes implementing appropriate measures to prevent unauthorized access, disclosure, or use of the design or any related documentation.
 - vi. Design Verification: The partner should collaborate closely with CSL to conduct design verification activities, ensuring that the product meets the specified design requirements. This may include design reviews, simulations, or prototype testing as deemed necessary by CSL.
 - vii. Design Feedback: The partner is encouraged to provide constructive feedback to CSL regarding any design aspects that may affect manufacturability, assembly, or performance optimization. This feedback will assist CSL in refining the design for future iterations

14. SUBMISSION OF RESPONSE TO THE EXPRESSION OF INTEREST

The sealed proposals (Original + One Duplicate hard copy + One soft copy) super-scribing the enquiry number, last date for receipt of EOI and title "Response to the Expression of Interest for the Empanelment of Indian Bidders for the Design, Development, Low Volume Manufacturing, Supply and Integration of Power Electronics Systems & Embedded Systems for Maritime Applications, for CSL-Strategic and Advanced Solutions Division, Cochin shipyard Ltd.", along with supporting credentials shall be addressed to the point of contact / correspondence address mentioned below:

Shri. Anish S
Deputy General Manager
CSL-Strategic and Advanced Solutions Division
Cochin Shipyard Limited
Perumanoor Post, Kochi -682015
Kerala, India

- Enquiry No. & Date : **C-SAS/OTE/GEN/2024/002, 03rd October 2024**
- Last date and time of Receipt of EOI: **05th November 2024, IST 1500 hrs.**

15. LIST OF ANNEXURES

- Annexure – 1: Technical Areas, Requirements & Experience.
- Annexure – 2: Format for Power of Attorney
- Annexure – 3: Format for Financial capability
- Annexure – 4: Format for Application
- Annexure – 5: Format for Submission of Structure and Organization
- Annexure – 6: Format for solvency certificate
- Annexure – 7: Format for submission of Experience: Relevant Projects
Completed
- Annexure- 8 : Format for submission of Present Order book position
- Annexure- 9 : Disqualification Criteria
- Annexure- 10: Compliance Matrix



Chief General Manager (C-SAS)

DEEPU SURENDRAN
मुख्य महाप्रबंधक
Chief General Manager
കോച്ചിൻ ഷിപ്പ്യാർഡ് ലിമിറ്റേഡ്
Cochin Shipyard Ltd.
കോച്ചി / Kochi - 682 015

TECHNICAL AREAS, REQUIREMENTS & EXPERIENCE

Slno	Technical domain	Qualification Required	Documents to submitted for verification
A)	<p><u>Design, development, low volume manufacturing, supply and integration of Power Electronics Systems</u></p> <p>Regulated & switch mode power supplies, power amplifiers, power conversion systems - AC/DC, DC/DC, DC/AC, AC/AC, power topologies using IGBT, IGCT, SiC, GaN, MOSFET etc., power conditioning systems, power distribution units, chargers, motor controllers, PWM & SVM controls etc.</p>	<p>Minimum 5 years of proven experience in the design, analysis, development, manufacture, supply and integration of Power Electronic systems pertaining to the technical domain and as per the criteria mentioned in section 4 of the document. Proven track record of successful marine products if any. Copies of previously executed purchase orders.</p>	<p>Purchase Orders, Project Portfolio, client testimonials, certifications</p>
B)	<p><u>Design, development, low volume manufacturing, supply and integration of Embedded Systems</u></p> <p>Microprocessor / Microcontroller based low & high speed system design and interfaces, Single board computers, System on Chip based on ARM, x86, RISC V etc., Logic Ware FPGA RTL -Xilinx, Altera etc., PCI, CAN, High speed Back-plane architectures, Embedded Software & Operating Systems -Linux, Android, Windows, Bare metal etc., Embedded Linux Device Drivers, Real-Time Operating Systems,</p>	<p>Minimum 5 years of proven experience in the design, analysis, development, manufacture, supply and integration of Embedded systems pertaining to the technical domain and as per the criteria mentioned in section 4 of the document. Proven track record of successful marine products if any. Copies of previously executed purchase orders.</p>	<p>Purchase Orders, Project Portfolio, client testimonials, certifications</p>

	Application Software, Internet of Things, Embedded AI.		
C)	<p>However, the below mentioned technical requirements are common and hence shall be applicable to the technical domains A and B mentioned above.</p> <ul style="list-style-type: none"> ➤ In house availability of the test & measurement equipment for analysis, and simulation software packages like MATLAB as applicable, development / In circuit Debugger / emulators, verification and validation tools and accessories as applicable for developing the product pertaining to the respective technical domain. ➤ Electronic circuit simulation softwares, Pspice, signal & power integrity analysis, thermal analysis & management, electromagnetic interference reduction, circuit design and multi layered printed circuit board design -Cadence / Altium etc., & board assembly. ➤ Mechanical enclosure design (SolidWorks / AutoCAD etc.), thermal & structural analysis, ruggedization of the product to meet the environmental and electromagnetic compatibility test requirements as per the applicable maritime standards and MIL standards. ➤ Failure Mode Effect Analysis, obsolescence management, product life cycle support and documentation. ➤ The percentage of indigenous content shall be greater than 50%. ➤ Sound knowledge on the standards and regulations applicable to the respective technical domain. ➤ The willingness to associate with CSL to co-develop the maritime product by progressive development and validation from the proof of concept to prototype to minimum viable product to certified product. ➤ To provide guarantee support and aftersales technical support for the product. 		

Table 4: Technical requirements

FORMAT OF POWER OF ATTORNEY

Mr. / Mrs. /Ms. _____ (Name of the Person(s), domiciled at acting as _____(Designation and name of the company), and whose signature is attested below, is hereby appointed as the Authorized Representative and authorized on behalf of _____ (Name of the company) to provide information and respond to enquiries etc. as may be required by the Employer for the project of _____ (Project title) and is hereby further authorized to sign and file relevant documents in respect of the above.

(Attested signature of Mr. _____)

For _____
(Name & designation of the member of Firm/ joint venture/Consortium)

Note:-

1) Person or persons signing the tender shall state in what capacity he/she or they is/are signing the tender, eg., as Sole Proprietor of the annexure concerned or as Managing Director or Director or Secretary or Manager of a Limited Company. In the case of partnership firm, the names of all the partners should be recorded and the tender shall be signed by all the partners or their duly constituted attorney, having authority to bind all the partners in all matters pertaining to the contract as accorded in the deed of Power of Attorney or in the partnership deed. In such a case, a registered copy of the "Partnership Deed" should be furnished along with the tender. It shall be obligatory on the part of every partner of the firm, which enters into agreement, to fulfill the conditions of agreement during the currency thereof, notwithstanding the dissolution of the partnership in the meantime. In the case of a Limited Company, the tender shall be signed by a person mentioned supra empowered to do so by the company. A copy of the Memorandum of Association and Articles of Association of the

Company and the letter empowering the person mentioned supra shall be attached to the tender.

The person signing the tender form on behalf of another or on behalf of a firm, shall enclose to the tender, a Power of Attorney or the said deed duly executed in his favour or the partnership deed giving him such power showing that, he has the authority to bind such other persons or the firm, as the case may be, in all matters pertaining to the contracts. If the Person so signing the tender, fails to enclose the said Power of Attorney, his tender shall be liable for being summarily rejected. The Power of Attorney shall be signed by all partners in the case of partnership concern, by the Proprietor in the case of a proprietary concern, and by the person who by his signature can bind the company in the case of a Limited Company.

FORMAT FOR FINANCIAL CAPABILITY

Sl. No.	Last three Financial Year	Annual Turnover	Net worth as at the end of the financial year
1			
2			
3			

To be signed by the Authorized Signatory of the Applicant / ~~Consortium Member~~ with Name, Designation, seal and date.

Certificate from the Statutory Auditors:

This is to certify that _____ (name of the Applicant) has received the payments shown above against the respective years and that the net worth is as computed.

Name of the Authorized Signatory representing Auditing firm:

Designation:

Name of firm (Statutory Auditor):

Signature of the Authorized Signatory:

Seal of Audit firm

**FORMAT FOR APPLICATION FOR
QUALIFICATION**

Letter of Proposal / Bid-Covering Letter
(On Applicant's Letter Head)

(Date and Reference)

To

General Manager
Strategic and Advanced Solutions
Cochin Shipyard Limited
Perumanoor PO
Kochi - 682015

Dear Sir,

Sub: Expression of Interest for Development Partner for Cochin shipyard Ltd.

With reference to your Request for EOI referred above, We, (name of the applicant) having examined all relevant documents and understood their contents, hereby submit our Proposal for Development Partner and state that:

1. All information provided in the Proposal and in the Appendices is true and correct.
2. We shall make available to CSL any additional information it may find necessary or require to supplement or authenticate the Proposal.
3. We are not under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings.
4. We have not applied for Corporate Debt Restructuring (CDR)/S4A or other debt restructuring processes or insolvency processes in the last three financial years and till the time of submission of the EOI.
5. We agree and undertake to abide by all the terms and conditions of the Request for EOI Document.

Thanking you,
Yours faithfully,

(Signature of the Authorized Representative)
(Name and designation of the Authorized
Representative) (Name of the Applicant / ~~Consortium~~
leader)

FORMAT FOR SUBMISSION OF STRUCTURE AND ORGANIZATION

1. Name of Applicant :
Address :

Phone :
Fax :
Email :

Contact details of designated representative :

Registered office
Address :
2. Description of company detailing various activities dealt by the firm:
3. Legal status:
4. Date of establishment:
5. Number of years' experience:
6. Please indicate here or attach an organization chart showing the company structure including the positions of directors and key personnel, if relevant along with manpower details and their qualifications.

(Signature of the Authorized Representative)
(Name and designation of the Authorized Representative)
(Name of the Applicant)
Seal of the company

Note: Applicant to attach Certificate of Incorporation, notary vetted in case of Indian bidders.

FORMAT FOR SOLVENCY CERTIFICATE

Certified that to the best of our knowledge and information (Insert name of applicant), a customer of our bank is respectable and can be treated as capable for executing the work up to a limit of Rs.(Rs.....).

It is clarified that this certificate is issued without any guarantee or responsibility on the bank or any of the officers.

Signature

Manager,

Bank

Note: This certificate may be issued on the letter head of the bank and addressed to the General Manager (C-SAS), Cochin Shipyard Ltd.

FORMAT FOR SUBMISSION OF EXPERIENCE: RELEVANT PROJECTS COMPLETED

Please fill in information about the relevant projects completed during the last fifteen years:

Name of company:

Sr. No.	Name of Client	Contract value and date	Year of Completion of deliverables	Details of documentary evidence provided
1				
2				
3				
4				
5				

Table.5 Format of details of relevant projects

I/ We hereby solemnly certify that the above furnished information is correct and true to the best of my / own knowledge and records available in the company.

Signature of authorized signatory

Name:

Designation:

Date:

(Company seal)

FORMAT FOR SUBMISSION OF PRESENT ORDER BOOK POSITION

Name of company:

Give information about all ongoing projects in progress, including those where the company has received a letter of intent, but a formal contract has not been awarded.

Sl. No.	Name of Client	Project type	Contract value	Scheduled date of completion of work	Name of Classification Society /QC involved	Status of the Project
1						
2						

Table.6 Format for submission of present order book position

We hereby solemnly confirm and certify that the above information is true as per audited records of our organization and liable to furnish any additional information if CSL demands.

Signature of Statutory Auditor:
Name & Address

(Company Seal)

DISQUALIFICATION CRITERIA

Cochin Shipyard Limited (CSL) reserves the right to disqualify any bidder at its sole discretion during the evaluation process if any of the following conditions are met:

1. Submission Issues:

- a) Late Submissions: Bids received after the designated due date and time will be rejected.
- b) Incomplete Information: Failure to provide sufficient or complete details for bid evaluation within the specified timeframe will lead to disqualification.

2. Bid Content:

- a) Inaccurate or Misleading Information: Bids containing incomplete, misleading, false, or ambiguous information regarding eligibility requirements will be rejected.
- b) Untimely Clarifications: Failure to provide timely clarifications for requested information during the evaluation process may result in disqualification.
- c) Non-Compliance with Qualification Criteria: Bids that do not meet the qualification criteria outlined in Section 4 will be disqualified.

3. Multiple Submissions or Ineligibility:

- a) Duplicate Proposals: Submitting more than one proposal for a single specialization area is prohibited and will lead to disqualification.
- b) Government Ineligibility: Bids from companies declared ineligible by the Government of India, State Government, or Public Sector Undertakings will be rejected.

4. Technical Requirements and Improper Conduct:

- a. Unacceptable Technical Specifications or Terms: Bids with technical requirements or terms deemed unacceptable by CSL will be disqualified.
- b. Confidentiality and Integrity: Information pertaining to the evaluation, clarification process, and pre-qualification recommendations will be kept confidential and not disclosed to bidders or unauthorized individuals. Any attempt by a bidder to influence the pre-qualification process will result in disqualification of their Expression of Interest (EOI).

COMPLIANCE MATRIX**Annexure-10****xx/xx/2024****Ref: EOI (C-SAS/OTE/GEN/2024/002 dtd.03.10.2024)**

S No.	EOI paragraph reference	Offered Reference	Compliance	Remarks, if any
1.	INTRODUCTION,OBJECTIVE & INTERPRETATIONS	e.g. Same as the EOI Paragraph	YES	Nil, fully complied
2.	SCOPE OF ASSOCIATION	e.g. Mention the deviation aspect	NO	Not complied / Partially complied
3.	GENERAL REQUIREMENTS			
4.	ELIGIBILITY CRITERIA			
5.	EVALUATION METHOD			
6.	INSTRUCTION TO APPLICANTS			
7.	RIGHT TO ACCEPT PROPOSAL			
8.	CLARIFICATIONS			
9.	LANGUAGE			
10.	EVALUATION			
11.	CONFLICT OF INTEREST			
12.	DISQUALIFICATIONS			
13.	PROFORMA FOR SUBMISSION OF EXPRESSION OF INTEREST SHALL CONSIST OF			
14.	GENERAL			
15.	SUBMISSION OF EXPRESSION OF INTEREST			
16.	LIST OF ANNEXURES			
17.	ANNEXURES (1 TO 10)			

Authorised Signature & Seal

DISCLAIMER

1. CSL, its employees, and advisors make no representation or warranty and shall incur no liability under any law, statute, rules, or regulations as to the accuracy, reliability, or completeness of the Eol document.
2. CSL may, in its absolute discretion, but without being under any obligation to do so, modify, amend, or supplement the information in this Eol document.
3. The issuance of this Eol does not imply that CSL is bound to select and shortlist any or all participating bidders. Even after the selection of a suitable participating bidder, CSL is not obligated to proceed with them, and shall not be responsible or liable for any commercial or consequential liabilities in any manner whatsoever.
4. The participating bidder shall bear all costs associated with the preparation, technical discussions/presentations, and submission of the Eol. CSL shall not be responsible or liable for these costs, regardless of the conduct or outcome of the Eol process.
5. Canvassing in any form by the participating bidder or by any other agency on their behalf shall result in disqualification of their response to the Eol.