

PRE BID QUERIES & RESPONSE : RFP FOR PROCUREMENT OF 12,730 NOS OF BALLISTIC HELMET FOR SIKH TROOPS

Ser No	Para/ Clause No of RFP & RFP Parameter	Query of Bidder	Response by Empowered Committee (EC)
M/s IS Trading Co, Bathinda (E-mail dated 09 Jan 23)			
1.	<p><u>Appendix H, Ser No 1 (b) (ii): Experience in Related Field.</u> Minimum two (02) years experience in broad areas like manufacturing/ engineering. If not, then cumulative experience of at least three (03) year in above areas, resulting in gaining of competence for manufacturing the proposed product.</p>	<p>We have supplied Bullet Proof items i.e Bullet Proof Morcha/ Watch Tower/ Sentry Post etc to Indian Army which are similar in nature. We want to bring to your kind attention that it has been long time since Sikh helmets were purchased by the government organization as in last eight years no such tender has been published for the purchase of these helmets. We are a MSME registered company, as government is supporting and is providing exemption to the year of experience to MSME's we request you to please exempt us for the same as we are very much confident that our product will match all the requirements as asked in the RFP.</p>	<p>If the firm has supplied bullet proof items or similar equipment related to ballistics, then the same will be considered for qualifying in the ibid case. Supporting documents be provided with the bid.</p>
2.	<p><u>Appendix H, Ser No1 (d) (i): Industrial License (IL).</u> Vendor should be either holding a valid defence industrial license or should have applied for the same before responding to RFP. In any case the vendor must confirm holding of IL before commencement of 'Demonstration' (Items requiring IL will be as per DIPP Press Note 3 of 2014 as amended from time to time).</p>	<p>Please note due to the prevalent rules and regulations, an Industrial License can only be applied and availed by a private limited company, as we are a sole proprietorship concern we cannot be allotted the same and hence making it a mandatory requirement is against the interest of equal competition and opportunity and hence hampering the best chances for competitive product and pricing for the Indian armed forces. Request you to please resolve this gross injustice.</p>	<p>Refer para 2 (b), Annexure I of Press Note No 1 (2019 Series) of DIPP, Ministry of Commerce & Industry dated 01 Jan 19 and Press Note No 2 (2019 Series) dated 11 Sep 19, Department for Promotion of Industry & Internal Trade, Ministry of Commerce & Industry (Available in open domain). Industrial Licence is not applicable as NIJ IIIA is of lower specifications than NIJ III as per conditions of para 2 (b) of the ibid Press Note.</p>



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3.	M/s ASL Protective Private Limited (E-mail dated 09 Jan 23)	<p>(a) We at ASL Protective Private Limited are a registered defense entity in MSME, DIPP and start up India and have been actively doing business in India since 2015.</p> <p>(b) We have under startup India set up facility for production and supply composite hard armour plates and helmets, we have specifically designed helmets for our brave Sikh soldiers in order to protect them during all times.</p> <p>(c) With respect to the above RFP, we have gone through the eligibility criteria, the same has been restricted to only players having previous experience of sale of Sikh helmets hence discouraging new players who might be able to bring in better technology and better & competitive price and hence giving the ultimate benefit to the Indian army as well as government of India. We further wish to bring to your kind attention that this is the first time such kind of helmets are being procured and equal opportunity should be given to MSMEs and start-ups for the said order as we are confident that our product will match all the requirements of your esteemed office and the RFP as such issued.</p> <p>It is our humble request to allow exception of start up India DIPP registered defence companies to be allowed to participate in the tender and be considered for further supply.</p>	<p>Being part of critical security operations & equipment, there is no relaxation of norms for startups/ MSEs in prior experience (Refer MoF, Department of Expenditure, Procurement Policy Division OM dated 20 Sep 2016).</p> <p>All exemptions for startups/ SMEs have been incorporated in the RFP.</p> <p>As per Appendix H of RFP.</p>



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M/s MKU Limited, Kanpur (E-mail dated 09 Jan 23)			
4.	<p>Para 2 (b) of Annexure I to Appendix C of RFP: Ballistic Evaluation at NFSU (N). Ballistic Evaluation will be carried out at NFSU, Gandhinagar, Gujrat as per Test Protocol of NFSU.</p>	<p>Kindly provide NFSU Test Protocol.</p>	<p>Test details will be informed prior to 'Demonstration'</p>
5.	<p>Para 31 of RFP : Demonstration. The Bidder is requested to confirm his willingness to provide only one model variant of the equipment of quantity total eight (08) Numbers (four (04) of 'Large' and four (04) of 'Extra Large' size) of Ballistic Helmets for Sikh Troops i.e two (02) for Ergonomic Evaluation and six (06) for Ballistic Evaluation along with all accessories within a period of Ten (10) days from submission of bids at the BUYER designated location at Gandhinagar on a 'NCNC' basis to the BOO nominated by the EC under Bidder's arrangements to confirm compliance to the Operational Characteristics and Features (as given in Appendix A to this RFP) when so requested as per Demonstration Methodology given at Appendix D. The Bidder, at his own expense, will depute its representatives for the demonstration. Demonstration methodology is attached as Appendix D to this RFP.</p>	<p>Usually, only 3 sizes of Helmet have been asked by the forces i.e small, medium and large, this is the first time that extra large size is being included in the requirement. For extra large sizes Dies and Mould needs to be developed which will take not less than 2 months, hence requested please allow to submit the sample of large size only for ballistic testing as the material, construction of all the sizes are same. Extra large Size helmet will be supplied, if contract placed.</p>	<p>Sample submission as per para 31 (Page 11), para 49 (b) (Page 15) & para 2 (Page 20) of RFP i.e both Large & Extra Large Size Ballistic Helmets for Sikh Troops to be submitted</p>



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6.	<p><u>Para 5 of Appendix A of RFP : Size and Weight.</u></p> <p>(a) <u>Size (Excluding Accessories).</u> The size (to fit the head sizes given below) and weight of complete helmet (excluding accessories) be as under:-</p> <p>(i) Large Size - 59 to 64 cms (Weight not more than 1.6 Kg + 50 gm).</p> <p>(ii) Extra Large Size – 62 to 66 cms (Weight not more than 1.75 Kg + 50 gm).</p> <p>(b) Weight of accessories should not exceed 350 gm.</p>	<p>We understand that there is some typographical error while mentioning the sizes of the Helmet as large Size is overlapping the extra-large size. It should be as under wrt sizes:-</p> <p>(i) Large Size – 56 to 60 cms.</p> <p>(ii) Extra Large Size – 60 to 64 cms.</p> <p>(b) Also requested to allow the tolerance of +20 gms weight in accessories.</p>	As per para 5 (Page 16) of RFP
7.	<p><u>Para 11 of Appendix A of RFP : Accessories.</u> Shroud and tactical side rails be provided to facilitate attachment of various accessories as under:-</p> <p>(a) <u>Shroud.</u> Be fitted on front side of Helmet bootlessly and allow accommodating the interface of Night Vision Devices.</p> <p>(b) <u>Tactical Side Rails.</u> Be provided on both side of the Helmet to</p>	<p>As per RFP the Helmet and shroud should be manufactured with bolt free technology, we understand that tactical side rails should also be bolt free attached to the Helmet. Please Clarify.</p>	As per para 4(c) of the Appendix A of RFP



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	accommodate IR torch & Visor with appropriate mounting. Must conform to MIL STD 1913.		
M/s ODC OCFAV (E-mail dated 10 Jan 23)	8.	The height and coverage area of the Helmet was not specified in the RFP. Further with regard to sample submission, it is requested to extend sample submission period for 03 weeks being an Unique item, tools to be designed and to process the manufacturing of the samples as per specification requirements.	<ul style="list-style-type: none"> • Refer para 5 (a) of Appendix A for Size & Weight of RFP. • Sample submission period as per para 4 (Page 3), para 31 (Page 11), para 49 (b) (Page 15) & para 4 (Page 20) of RFP i.e within 10 days from submission of bids
M/s SMPP Pvt Ltd New Delhi (Letter No SMPP/Mod/Sikh/23/01/10 dated 10 Jan 23)	9.	Appendix H - Vendor Selection/ Pre-Qualification-Clause C Financial. (a) (i) <u>Point C (i) Credit Rating</u> . Long term credit rating equivalent to CRISIL rating on Corporate Credit Scale as CCR-BBB or better and SME-04 or better for SMEs issued by credit agencies recognized by SEBI. Credit rating should be as on 31 st March of the previous financial year. (ii) <u>Point C (ii) : Average Annual Turn Over</u> . Minimum Average Annual Turnover for last three (03) financial year, should not be less than 30% of estimated cost of the project. (b) Also Point C (iii) is missing the main financial criteria as was given in BP jacket case as given below from that tender:-	As per Appendix H of RFP



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		<p>C (iii) Net Worth : Net worth of entities, ending 31 March of the previous financial year should not be less than 5% of estimated cost of the project.</p> <p>(c) Further more since this procurement is being done under Emergency Procurement therefore the financial exemptions given in point 2 for Appendix H for MSME should not be given as in Emergency Procurement delivery as early as possible is desired thus only Bid Guarantee exemption as per rules is given as mentioned in RFP clause 8.1 (b) under Annexure I to Appendix G.</p>	
10.	Technical Specification	<p>As we understand, the current threat perception is not from 9mm pistol bullets but instead our soldiers require protection from rifle bullets like 7.62 Hard Steel Core fired from AK47, 5.56 bullets fired from INSAS rifles etc. This has been acknowledged in the recent RFP floated for the 15,000 Ballistic Helmets under emergency procurement where the similar Helmets have been asked for with Enhanced protection attachment which then allows protection from 7.62 hard Steel Core ammunition.</p> <p>However, the current RFP requires Helmets offering protection from 9mm pistol rounds only.</p> <p>We request you to kindly reconsider the protection level and add the very same Enhanced protection attachment to the instant case as the same can be easily fitted on the proposed SIKH Helmets as well. We find no reason for not offering the same level of protection to the Sikh soldiers when the same can be done easily. Without this protection, the Sikh soldiers will be left vulnerable and</p>	As per Operational Characteristics & Features at Appendix A of RFP



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11.		unprotected as most of the terrorists/adversaries are using rifles only. Since this is a new concept being procured for the first time, we request you to kindly allow us to bid with three different designs in order to offer different options to our soldiers.	Only one model/ variant per bid of the equipment as per para 31 (Page 11), para 49 (b) (page 15) and para 2 (Page 20) of RFP
	<u>Miscellaneous</u>		
12.	Compliance Table	Emphasis on correct filling up of Compliance Table with cross-references with sample Compliance Table shown to the participants	
13.	Number of Samples & Tests	Total eight samples (02 for ergonomic & 06 for ballistic @ 03 per size) to be provided Distribution 03 helmets/ size for Ballistic Evaluation – 01 each for temperature conditioning at (-) 20° C & (+) 45° C and one for Wet Test prior to evaluation	
14.	Reiteration of Important Dates	Dates of submission, offer opening and commencement of Demonstration were re-emphasised	



File Ref : 71626/SH/EP-IV/CE-5(A)

Date : 16 Jan 23

(S P Pradhan)

Colonel

Member Secretary, Empowered Committee

For

Chairman, Empowered Committee

