

REGISTERED/IMMEDIATE

Heavy Industries Taxila
 ARDIC Taxila Cantt, Pakistan
 Tel : 051- 9315589
 Fax : 051- 9315151
 5646/ IT-48/Dev/Proc/ARDIC
 10 Mar 2022

To: M/s _____

Subject: **Tender Inquiry – Dev of Remote Weapon Station**

1. You are requested to please forward your offer for Development of remote weapon station as per the following:-

Ser	Part No	Nomenclature	A/U	Qty
1.	--	Remote Weapon Station for AAMG 12.7mm for Adv AFV Specifications: ARDIC intends to dev remote weapon station for advance AFV. Genuine sample will be provided along with drawings wherever available. Fitment / Functional test shall be performed on developed samples and qualification shall be as per ATPs. Vendor shall be liable for complete fitment / integration and functionality of the assemblies. The system consist of following major portions:- a. Weapon Jacket b. Weapon Station c. Weapon sighting & control systems	Nos	01

Instructions to Bidders

- Rates will be quoted on FOR basis. Offer best competitive price while submitting your quotation.
- Over writing and cutting of any nature in the quotation will not be accepted.
- Part-I and Part-II quotations will be enclosed in separate sealed envelopes for each tender inquiry. For identification purpose, the words “**TECHNICAL QUOTATION PART-I WITHOUT PRICE**” and “**COMMERCIAL QUOTATION (PART-II) WITH PRICE**” shall be written in **BLOCK CAPITAL LETTERS** on the respective sealed envelopes which will be placed in a large envelope bearing complete details of the tender inquiry as under :-

BID**REGISTERED****TENDER INQUIRY NO. 5646/IT- 48 /Proc/ARDIC dated 10 Mar 2022****TO BE OPENED ON 1100 Hours on 12 Apr 2022**

To: **DEPUTY ASSISTANT DIRECTOR (Procurement)**
ARDIC HEAVY INDUSTRIES TAXILA

FROM: M/s _____

Note: Forward your bids not later than at **1030 hours** on **12 Apr 2022** .

5. **Delivery of Tender.** The tender/bid will be enclosed in a sealed envelope which will be invariably marked with "Bid against Tender Inquiry No. **5646/IT-48/Proc/ARDIC dated 10 Mar 2022** and complete address. The tender if brought by hand, will be handed over to security staff on duty at ARDIC Gate for placing the same in the bid box (available at the gate). The bid will not be brought by hand by any firm while visiting the office of Assistant Director (Procurement). Moreover if required endorsements are found missing, the bid will be liable for rejection.
6. The bid must be dropped in the bid box, **latest by 1030 hours** on **12 Apr 2022** , at ARDIC Gate. **The bid will be opened same day at 1100 hours** in the presence of the available representative of the firms in Heavy Industries Taxila. No bid will be entertained / considered after **1030 hours**, on the aforementioned date.
7. All papers must be signed and stamped and items not quoted / quoted must be mentioned clearly.
8. All clauses/terms mentioned in this inquiry will be considered accepted by the bidding firms, even if no reference to them is given in the respective offers.
9. **Postal Order for Rs. 200/-** (Rupees Two Hundred) in favour of MD ARDIC, HIT Taxila Cantt, will invariably be enclosed with the technical offer, failing which the bid will be ignored.
10. Firms are instructed NOT to send Telex and Fax bids. Such bids/offers would not be accepted.
11. Please confirm receipt of the tender inquiry immediately and also intimate your participation or otherwise in this tender inquiry. In case any firm does not wish to bid, then it should return the tender inquiry documents at the earliest.
12. HIT reserves its right to cancel the bidding process with reason but without any obligation to justify such a reason.
13. **Delivery Period:** The system will be developed **within 12 months** after signing of contract.
14. The offered price quoted must be firm, final and inclusive of all taxes, packing, handling charges etc and delivery at HIT Taxila cantt.
15. **Offers must remain valid for 120 days** from the date of opening of the tender.
16. The store will be packed in standard grade, worthy of transportation by the means adopted.
17. This inquiry may not be taken as an indication of subsequent supply order and does not in any way commit HIT to purchase the items offered.
18. Warranty period will be 01 years from the date of Last CRV / CRC.

19. In case of failure to supply the stores within the stipulated periods, liquidated damages at the rate of 2% but not less than 1% of amount involved per month and maximum value not more than 10% of contracted store value or a part there-of will be levied.

20. **Payment Terms**

- a. Payments will be made by either by CMA (DP), Rawalpindi/HIT, through cheque against pre-receipted bills (duly affixed with revenue stamps) along with professional tax certificates (attested photocopies) of the suppliers after delivery and acceptance of stores.
- b. Partial payments against partial deliveries will be not allowed.
- c. The payment to the registered person is linked with active taxpayer status of the supplier as per FBR data base. If any registered supplier is not on active Taxpayer list, his / her payment will be stopped till he / she files his / her mandatory returns and appears on ATL of FBR.

21. HIT reserves the right to increase / decrease the quantity of items, placed on the tender without any reference to the firm.

22. The supplier shall furnish a 5% performance bank guarantee within one month from the date of signing of the contract from scheduled bank in Pakistan against the total value of contract excluding taxes/duties. This bank guarantee must remain valid for 1x years after the issuance of last CRV/CRC. Bank guarantee will be released after completion of warranty period of store.

23. All Firms participating in the tender will deposit maximum up to 2% bid security and not more than Rs.1.0 Mn of total quoted value in the shape of CDR / bank guarantee addressing to MD (ARDIC) Heavy Industries Taxila. The bid security will be provided in Original by the firms in commercial envelope and clear mentioning of the same in the technical quotation without amount will be ensured by the firms, failing which the bid will stand rejected. The bid securities will be returned as under:-

- a. **Unsuccessful Bidders**. Within 15 days of completion/announcement of the bid evaluation result.
- b. **Successful Bidders**. Upon submission of 5 % PBG.

24. The net offered price will be inclusive of GST as imposed by Government of Pakistan. The offers without mentioning of GST will not be considered. The GST will always be mentioned separately to the base price.

25. Integrity pact will invariably be involved/invoked when the total value of the contract exceed 10 Million as specified in PPRA Rule 2002-2004.

26. In case of any dispute regarding the terms and conditions and the quality of stores, the decision of the Chairman HIT will be considered as final and binding on the suppliers/firms.
27. In case, the contracted firm fails to execute the order within the stipulated time and does not materialize the supply of ordered stores, the supply order/contract would be cancelled at the firm's risk and expense. Expenditure incurred on the re-purchase of offered stores will be recovered from the defaulting firm, under existing procedures.
28. Inspection of the store will be carried out at HIT Taxila Cantt.

Eligibility Criteria

29. Firms should not be blacklisted or defaulted anywhere within or outside Pakistan. In this regard firm should provide **“No Blacklisting” (affidavit on judicial stamp as per Annexure ‘A’, duly attested by Notary Public, to be provided)**.
30. Only FBR registered suppliers / persons who are on Active Taxpayer List (ATL) of FBR are eligible to supply goods/services to government departments. Thus the bidders will submit a certificate to this regard along with the technical bid.
31. Country of Origin: All countries except India, Israel, Taiwan.
32. In case of indigenously / locally manufactured item, the firms should have relevant experience and capacity of manufacturing these parts and should be duly qualified by Quality Control Department of ARDIC HIT. Capacity for manufacturing of parts will be verified by a team ex ARDIC during technical scrutiny of offer.
33. Confirmation of the part numbers and nomenclatures of required parts along with soft copy of same in MS Excel, MS WORD & PDF format. The confirmation to fulfil the technical specifications related to each item must be highlighted in the technical bid.
34. In the case of FOR imported items, the firms are responsible to provide evidence of the agency agreement/certificate of conformance, principal Performa invoice (in original and without price) and OEM certificates of all the items being quoted against this tender inquiry along with countries of origin. The firms will clearly indicate that all the parts used in the manufacturing (in case of assembling) are brand new from current production. Confirmation to fulfil technical specifications related to imported items on FOR basis must be highlighted in the technical bid.
35. Confirmation of the validity period of the quote, delivery period and warranty period.
36. **Bid Evaluation Criteria.**

- a. **Qualification Criteria.** Performance and Technical Evaluation will be used as qualification criteria with 50% passing marks in each group / main head. Out of qualified bidders, best evaluated bid will be ascertained having

Cat	Mks	% Weight age	Remarks
Performance Evaluation	50	70	• Minimum 50% to qualify in each Group / Main head.
Technical Evaluation	50		
Price Evaluation	100	30	

(i) **Marks Distribution Qualification Matrix**

Ser	Description	Maximum Points
a	Performance Evaluation	
	1) Financial Soundness	15
	2) Past Experience/ Previous Record	15
	3) Past Performance	20
b	Technical Evaluation criteria	50
Total		100

- (ii) **Financial soundness.** Credit marks for financial soundness of the firm shall be on the basis of following qualifications:-

Ser	Description	Max Points	Explanation for Marks Obtained	Remarks
(1)	Annual turnover of last 3 x Financial Years	5	Marks will be calculated as per the formula:- Formula Score = $\frac{(Y1+Y2+Y3)}{3X} \times 5$ *(Y1,Y2,Y3 respective annual turnovers of last three years) X= Last purchased rate / estimated value of the quoted items available with HIT.	Third Party generated verifiable audit reports for last three financial years to be provided for minimum of up to Rs.5 Min. Bank Statement showing transactions of equal amount will be applicable for these reports.
(2)	Working Capital of last 3 x Financial years	5	Marks will be calculated as per the formula:- Formula Score= $\frac{(Y1+Y2+Y3)}{3(x/2)} \times 5$ Y1, Y2 and Y3 being respective working capitals of last three years. X/2= Half of the last purchased rate / estimated value of the quoted items available with HIT.	
(3)	Bank Credit Line	5	Full marks will be given to the bidders whose Bank credit lines will be equal to or higher than X. Marks of remaining bidder will be calculated as per given formula:- Score= $\frac{X1}{X} \times 05$	

			X1= Bank Credit Line X = Last purchased rate / estimated value available with HIT.	
(4)	Litigation History where decision went against the firm	-	Marks for firms with no litigation history. One mark will be deducted for each litigation where decision went against the firm.	
		15		

- b. **Past Experience/ Previous Record.** Credit marks for experience shall be awarded on the basis of following qualifications:-

Ser	Description	Max Points	Explanation for Marks Obtained	Remarks
(i)	Projects of similar nature and complexity in last 3 years.	10	3 years (1.3 marks per contract Maximum 3.3 marks per year)	Attested and verifiable copies of related contracts / Purchase orders with Government / Semi Government / Defence organization be attached.
(ii)	Status of enlistment with Government Organizations (Attested copies of Registration certificates to be enclosed).	5	Not registered firms be awarded 2.5 gratis Marks	
Total		15		

- c. **Past Performance.** Credit Marks for past performance shall be awarded on the basis of following criteria:-

Description	Max Points	Maximum Points	Remarks
(i) Contracted store supplied within DP in last 3 years (data will be attached duly verified from the concerned procurement agency).	20	5 Mark for each successfully completed contract.	½ marks for each weak response/not attending any conference /delayed response
Total	20		

36 (d). **Project's Technical Evaluation criteria**

Credit Marks on technical specification parameters will be granted as per following:-

Ser	Evaluation Factor Sand Description	Rang	Max Points	Remarks
(a)	<u>Human Resources:</u>		10	
	(i) Number of PhDs on payroll in relevant field	1 Mark for each PhD, Maximum 3 Marks	3	
	(ii) Strength of Engineers (BSc) on payroll in relevant field	10 - 20 20 - 30 30 - 40 >40	4 5 6 7	
(b)	<u>Firm's Technical Capability/ Past Experience:</u>		5	
	Team ex ARDIC will be visit firm's premises to witness on ground facilities / setups of R & D of firm.			
(c)	<u>Monitoring of R&D activities/ Hardware/ Software Design</u> Qualification of technical proposal shall be assessed to ensure the efficacy of developed Test Benches (as per Anx-A of IT) in order to determine its viability. Assessment of the development approach by bidder will be carried out on following criteria:-		80	
	(i) Bidder shall identify the material of Test Bench Hardware.		5	
	(ii) Development plan of Test Benches methodology.		10	
	(iii) Proposed indigenous design / Block Diagram of hardware and software to be developed.		10	
	(iv) Teflon wire/cable for internal wiring be used to cater for fire hazards		10	
	(v) Use of internal / external certified Mil grade metallic connector.		10	
	(vi) Conformal coating of cards be ensured.		5	
	(vii). Firm commitment to provide BOM of relevant product/ assembly including list of components along with data sheet, PCB Gerber files, software/firmware/ programme of programmable ICs/ microcontrollers and processors, component layout diagram, device drivers, schematic diagrams, design diagram of casing, ICDs and complete data set if any		15	

	machine learning algorithm is used. Any false information should be liable for disqualification of bid/ tender/ contract, if found at later stage. (3x marks will be deducted for each item discarded). (viii). Firm's commitment to provide training / trouble shooting/ diagnostics support in documented form i.e TDPs (Technical Data Package) and submit along with product.		15	
(d)	ISO Certificate: - Any firm have ISO valid certificate.		5	
Grand Total (a+b+c+d)			100	
Score in Technical evaluation = $\frac{X}{100} \times 50$				
Marks Obtain out of 100 = X				
Note: Newly participated firm or the firm having no past performance record with HIT will be given 50% marks in each category.				

37. Only affidavits and third party (having no conflict of interest with either HIT or the bidder) generated / verified documents may be treated as credible evidences for scoring.

38. **Logistic Support:** It is also expected that the contracting firm will provide the sureties for the 20 years logistic support in the future. The undertaking from the contracting firm will be the part of the contract to provide logistic support in the following areas:-

a. **Training:** The comprehensive training free of cost will be given by the developer firm regarding operation, fault location and trouble shooting of developed Testers. This will also encompass the use of field and base level test equipment.

b. **Test Equipment.** The developer firm should be able to provide Test Jigs for Tester and for card/PCB level repair, after final product acceptance, through separate contract if required.

39. **TDPs.** A complete set of TDPs including detailed technical documents will be provided by the developer on completion of the development. HIT will consider the copyright protection and same will be discussed later in contracting phase with the successful bidder.

The documents to be provided should contain the following:-

- a. Technical Manual with detailed description.
- b. Drawings, Process Sheets & Schematic diagram, PCB Layout
- c. Acceptance Test Procedures.
- d. Performance parameters.
- e. Dimensional details.
- f. Codes for programmable IEs.

- g. Installation details.
- h. Trouble Shooting, fault diagnoses, Repair and Maintenance Manuals.
- i. Life expectancy of components.

40. Contracts will be awarded to **best evaluated bidder** with highest overall score based on **weightage based on quality cost method:-**

- | | | | |
|----|------------------------------------|---|------------|
| a. | Qualification Criteria (Technical) | - | 70% |
| b. | Commercial offer / Price | - | 30% |

Note: Technical / Commercial quotation must conform to IT parameters specified in this tender. The offer will be rejected there in if the said parameters are not complied with.

41. Contracts will be finalized after confirmation and availability of funds quoted by successful bidder.

42. Technical assistance will be provided by the firm on requirement basis.

43. After successful conclusion of development contract including qualification of the prototype / 1st Article, following "Yes Obligations" for the qualified firms will be applicable for bulk supply / series procurement contract(s) after approval by HITB as under: -

- a. Award of "Sole Manufacture Right" for HIT or procurement "Proprietary" status for minimum 3 years, subject to timely development, contract execution performance, quality, cost rationalization and value additions (if any) of development / 1st contract.
- b. Extension of "Sole Manufacture Right" for HIT or procurement "Proprietary" status beyond 3 years' subject to timely completion, contract execution performance, quality consistency, cost rationalization and value additions (if any) in previous contract(s).
- c. Where operationally, financially and technically possible / viable, HIT (developing or procurement agency) may provide estimated required quantities to qualified firm(s) for subsequent needs.
- d. Qualified firm will not be allowed to participate in any tender of similar items elsewhere (inland and abroad) without prior permission of HITB.

44. Firm(s) will submit commercial offer with "Estimated Itemized Cost (EIC)" of the item including following: -

- a. Material Cost.
- b. Manufacturing Cost (including tooling, labour, die, overhead charges etc).
- c. R&D Charges.
- d. Service Charges (including transportation, tests/trials, profit etc).

45. After successful development and qualification of final product, the firm will submit the "Final Itemized Cost (FIC)" along with supporting documents / verification proofs for subsequent series / bulk procurement contract(s) of the same item(s). FIC will be mutually negotiated /

finalized before conclusion of the development contract. Same will remain valid for one year.

FIC will be finalized under following heads: -

- a. Material Cost
 - (1) Imported material with details (specifications, source, cost).
 - (2) Local material with details (specifications, source, cost).
 - b. Manufacturing Cost
 - (1) Tooling cost with details.
 - (2) Labour cost with details of man-hours.
 - (3) Die, jigs and fixture cost with details.
 - (4) Overhead charges including cost of utilities etc.
 - c. Service Charges (including transportation, in-house tests / trials, profit etc).
 - d. R&D Charges. This will be will be amortized in series / bulk procurement contracts, in case of No Cost No Obligation and No Cost Yes Obligation only. Same must be covered under following heads: -
 - (1) Material characterization.
 - (2) Modelling and simulation.
 - (3) Formulation of drawing and process sheets.
 - (4) Software development.
46. FIC will remain negotiable for series / bulk procurement contract(s) after one year based on inflation rate and overall cost variations etc.
47. Final contract would be signed after availability of funds.

Annexure 'A'
IT No.5646/IT- /Proc/ARDIC
Dated Mar 2022

AFFIDAVIT

NO BLACK LISTING CERTIFICATE

It is certified that M/s _____ have never been blacklisted with any Govt / Semi Govt / Defence Organization / PPRA / KPK PPRA / Punjab PPRA / Sindh PPRA within or outside Pakistan.

(Designation, Signature & Stamp)

(Signature & Stamp of Notary Public)

Qualification Criteria. Performance and Technical Evaluation will be used as qualification criteria with 50% passing marks in each group / main head. Out of qualified bidders, best evaluated bid will be ascertained having Performance/Technical Evaluation weithage 70% & Price Evaluation weithage 30%.-

Cat	Mks	% Weight age	Remarks
Performance Evaluation	50	70	<ul style="list-style-type: none"> Minimum 50% to qualify in each Group / Main head.
Technical Evaluation	50		
Price Evaluation	100	30	

AFFIDAVIT

NO LITIGATION CERTIFICATE

It is certified that M/s _____ have no litigation history where decision went against the firm anywhere within or outside Pakistan.

OR

It is certified that M/s _____ have following litigation history:-

- a.
- b.
- c.

(Designation, Signature & Stamp)

(Signature & Stamp of Notary Public)