

HINDUSTAN SHIPYARD LIMITED
VISAKHAPATNAM-530005

**INVITATION FOR EXPRESSION OF INTEREST FOR
INDIGENISATION OF NON-WEAPON (SYSTEM) HYDROSTATIC LEVEL SENSORS
FOR USE IN SHIP BUILDING UNDER MAKE – II POLICY OF HSL**

1.	Department	DESIGN
2.	EOI Ref No.	16/Eoi/SB/322/2022
3.	EOI date	23 Mar 22
4.	EOI closing date & time	30 June 22
5.	Description	INDIGENISATION OF NON-WEAPON (SYSTEM) SENSORS FOR USE IN SHIP BUILDING

Introduction

1. HSL invites 'Expression of Interest (EOI)' from reputed Indian manufacturers/ Startups/MSMES for Indigenous Development & Supply of Non-Weapon (System) Sensors for use in ship building for upcoming projects.

2. The item (Sensors) shall be developed under Make II procedure at HSL. The cost of developing and testing of product is to be borne by the developing agencies (DA) in accordance with MAKE-II procedure. It gives opportunity to Indian Vendors {called as Development Agencies (DAs)} to develop import substitute or new product by developing prototype with an assurance from HSL of Purchase Order for the quantity specified in this EOI, in case of successful development, evaluation and type testing of prototype in specified time frame. HSL shall have no liability to place orders if item is developed beyond the specified time frame.

3. The item developed should have Indigenous content of not less than 50% by value and content both.

4. This item is reserved for startups recognized by DIPP under eligible Domain/Category and MSMEs registered under the current MSME Act. However if, no MSME/Startups expresses interest for proposal the same would be opened up for all, including industries.

5. Indigenous development, manufacture and testing of prototype of non-weapon (system) sensors for use in ship building to be as per technical specification placed at **Enclosure I.**

Qualification Criteria

6. The interested firms must fulfill the following minimum pre qualification criteria and shall necessarily submit the relevant documents to support their claim.

(a) **Technical Qualification:-**

(i) Company profile and valid shop & Establishment registration certificate, indicating Sensors/similar items as one of their products.

(ii) List of equipment held by them with model, year/ working status along with details of their manufacturing facilities and personnel with designation, qualification and experience to determine their capabilities suitable for development of sensors.

(iii) Extent & source of import content for the subject requirement if any. Firm shall also submit, more than one source for the import content, to ward off denial regime, in an unlikely eventuality.

(iv) Draft quality Assurance plan (QAP) indicating all referred documents for inspection criteria inclusive of any stage inspection. The QAP should contain all the activities necessary to develop and produce the item including the raw material and the quality checks to be conducted and their acceptance criteria/ values. The QAP will have to be approved by IRS and concurred by HSL.

(v) The proposed development of prototype & qualification of the sensors is to be completed within the period of 48 months from Go-ahead.

(b) **Commercial Qualification:-**

(i) The bidder shall be an Indian registered firm having its registered office & manufacturing facilities in India. Self-attested copy of the registration certificate to be submitted with EOI application.

(ii) The bidder shall be an original Indian designer, developer & manufacturer of defined sensors and similar item.

(iii) The entity has to be controlled by resident Indian citizens. Entity with excess of 49% foreign investment will not be eligible.

(iv) Copies of Audited / certified Balance sheet, Profit / Loss account for past 3 years and valid solvency certificate / Banker's opinion issued by Nationalized / reputed international / scheduled bank, should be submitted with EOI application.

(v) Traders / Agents / Dealers / foreign Bidders / Consultant shall not be considered.

Future Business Potential

7. Once the prototype is successfully developed and certified by IRS / suitable agency of Indian Navy in specified time frame, the developed Item may be considered for procurement from the Vendor for use in upcoming projects. The future requirement of sensors for the period of next 12 Months post successful development of prototype is envisaged to be approx. 65 per Ship. This quantity may vary based on projects on hand / upcoming.

Instruction to bidders responding to EOI

8. HSL reserves the right to consider placement of order / contract in part or in full against the quantity mentioned in scope of supply or reject any or all bids without assigning any reason. HSL also reserves the right to cancel this expression of interest without assigning any reason.

9 HSL reserves the right to make inquiries with any of the clients listed by the bidders on their previous experience record. Further HSL may ask the firm to make presentation to understand the capability of the firm w.r.t project planning, capability, experience, approach methodology etc.

10. Vendor should design, develop, manufacture prototype and undertake testing for Sensors based on Technical Specifications provided by HSL. Vendor may collect the additional technical information during Design & Development by examining the existing sensors installed on IN / ICG ships.

11. Sensors will be indigenized under Make-II procedure. As per Make-II procedure, no funding will be made available by HSL to Development Agency/s (DAs) for development of prototype (including testing & trials) but there will be assurance of orders on successful development & trials of the prototype.

12. (a) Shortlisted firms will be jointly inspected by HSL for ascertaining capacity and capability to undertake indigenous development of the item.

(b) In case of two vendors found suitable to develop the items during procurement phase, the indicated quantities may be split up in the ratio 70:30 between L1 and L2 vendor who have successfully developed the prototype provided the L2 vendor accepts to the price and terms & conditions quoted by L1 vendor.

(c) DA and HSL shall be co-owner of Intellectual property generated during the development of project and each of the co-owners will have independent right to exploit the IP rights, to their own benefit, without the consent of the other co-owner.

13. This invitation of EOI is not an assurance for order.

14. The items that are indigenously developed are to be jointly inspected by HSL and IRS / suitable IN representative as appropriate as per approved QAP. All tests required for certification by Class / IN representative as per Technical specification shall be carried out by vendor at his own cost.

Bid Rejection Criteria

15. HSL may at its sole discretion and at any time during the evaluation of proposal, disqualify any bidder, if:

(a) Bids have been received after due date.

(b) Bidder's failure to furnish sufficient or complete details for evaluation of the bids within the given period.

(c) Incomplete / misleading / false / ambiguous proof of eligibility requirements.

(d) Failed to produce timely clarifications related thereof, when sought.

(e) Declared ineligible by the Government of India. / State govt. / Public sector undertaking / IN.

(f) Bids with technical requirement and or terms not acceptable to HSL.

(g) Information relating to the evaluation; clarification and recommendation for pre-qualification shall not be disclosed to bidders or any other persons not officially concerned with such process until the pre-qualification process is completed. Any effort by the bidder to influence HSL pre-qualification process may result in rejection of his EOI.

(h) Conditional bidding and the material alterations in the Bid document will be liable for disqualification.

16. In case of any queries/clarifications please contact
Mr. Rajesh Pandey, Deputy General Manager (Design),
Mob: +919493792436
E-mail - dgmmdo@hslvizag.in

OR

Capt. GV Krishna, Technical Services,
Tel: 7981511722
E-mail: indg-consultant@hslvizag.in

17. **Submission of response to EOI**

The EOI proposal document duly completed and signed should be sent to:-

Sr, Manager (Commercial)
Hindustan Shipyard Limited
Gandhigram
Visakhapatnam-530005
Tel: 9493792052
E-mail: smpurchase@hslvizag.in

(a) As an advance copy, e-mail may be sent to above email IDs and later on Hard copy of EOI response may be sent to above address with mention of EOI reference on envelope.

(b) The due date for submission of EOI proposal is 30 June 2022 @ 1500 Hrs IST.

**TECHNICAL SPECIFICATION AND QUALITATIVE REQUIREMENTS FOR
HYDROSTATIC LEVEL SENSORS**

1. Introduction. The “Hydrostatic level Transmitters” to be submersible level transmitters along with a cable of minimum 5 mtrs length along with a JB, to terminate near the tank and or SS tube extension, to continuously measure the level in tanks, void space, Bilges, etc. The transmitters to be available as fixed range (FR) units, or with adjustable zero and span. All transmitters to be fully temperature compensated, and to be equipped with strong flush mounted diaphragms to ensure perfect long term stability. The Hydrobar pressure and level transmitters shall also be supplied with a flanged process connection alongwith accessories like suitable valves, flanges etc.

2. Qualitative Requirements (QRs).

- (a) Measuring ranges : 0,1 bar to 10 bar
- (b) Output signal : 4-20 mA, 2-wire
- (c) Adjustment : Zero and span internally (not for FR type)
- (d) Overall accuracy : 0.2% of adjusted span
- (e) Power supply : 230 V AC / 24 V DC
- (f) Electrical connection : PG9, 1/2" NPT or M20 x1.5
- (g) External load (max.) : 550 Ohm/24 V to 1400 Ohm/40 V DC
- (h) Protection grade : IP68 (cable/SS tube)
- (i) Diaphragm material : AISI 316L(Option: Gold or Titanium or Hastelloy C)
- (j) Process temperature : -10°C to +70°C
- (k) Cable material : Polyethylene (PE), option: Hytrel / Arnitel (for oil)
- (l) Intrinsically safe : ATEX II

3. Operational functionalities and capabilities expected.

- (a) Compact, rugged & corrosion resistant
- (b) Easy to install, transport & handle
- (c) High precision & stability

4. Technical Parameters & Attributes:

- (a) **Weight constraints**, if any – Weight shall be as less as possible.
- (b) **Power Supply:** 230V AC / 24V DC
- (c) **Environmental Conditions:**
 - (i) System expected to function between - 10 degree to + 70 degree Celsius

(ii) It should function in Fresh water, Seawater, Bilges, Lubes and Fuel oil mediums.

(d) **Reliability**

(e) **Compatibility constraints:** Shall be compatible to be integrated with ships AMS / IPMS controls.

f) **Dimensional Constraints,** if any - Shall be easily installed, the fittings shall be easily removable

g) **Design Constraints:** Shall be suitable for side mounted and top mounted.

h) **Specific Maintainability Guidelines & Expectations,** if any – Shall be easily repaired, maintained, removable and reusable.

i) **Material of construction:** SS316 / SS316L (Option: Gold plated, Titanium or Hastelloy C)

j) **Type of Mounting:** Top mount, Side mount

5. **Test and trial requirements:** Type Testing of each type of sensor by any IACS Class and JSS 55555 specs for flood sensor.

6. **Applicable QA Standards** need to be approved by Class.

7. Offered Test Sites, Labs & Technical Infrastructure
