

**SUPPLEMENTARY REQUEST FOR INFORMATION : SNIPER RIFLE
FOR INDIAN ARMY**

1. Ministry of Defence, Government of India is desirous of procuring Sniper Rifle for the Indian Army. With the view to identify probable vendors who can undertake the said project, OEMs/ Vendors are requested to forward information on the product which they can offer.
2. This RFI must be read in conjunction with the “RFI for approximately Quantity 6,000 Sniper Rifle alongwith Telescopic Sight and accessories” hoisted on MoD website on 23 Feb 2018. **In the instant case the total quantity required is approximately 1800 Sniper Rifles alongwith telescopic sight and quantity 27 Lacs Sniper ammunition in one year.**
3. The RFI consists of two parts as indicated below:-
 - (a) **Part I.** The first part of RFI incorporates Operational parameters that should be met by the equipment and tentative date of the issue of the RFP and the quantity required to be procured.
 - (b) **Part II.** The second Part of RFI states the methodology seeking response of vendors. Submission of incomplete response format will render the vendors liable for rejection.

**PART – I : OPERATIONAL PARAMETERS AND
BROAD TECHNICAL REQUIREMENTS**

4. Indian Army seeks to procure a .338 Inch Sniper Rifle alongwith Telescopic Sight, accessories and ammunition to achieve following broad characteristics:-
 - (a) **Calibre.** 0.338 inch (8.6 mm).
 - (b) **Ammunition.** 338 inch (8.6mm) ammunition.
 - (c) **Effective Range.** Not less than 1200 metres.
 - (d) **Accuracy.** ≤ 1 MoA.
 - (e) **Service Life.** 10 years/ 5000 rounds whichever is earlier.
 - (f) **Weight (with Bipod, Empty Magazine and Telescopic Sight).** Not more than **9 kgs + 10%**.
 - (g) **Overall Length (incl Flash Suppressor / Muzzle Brake).** Not more than **1250mm + 10%**.

(h) **Telescopic Day Sight.** The Sniper Rifle must be provided with a Telescopic Sight mountable on Picatinny Rails and following characteristics:-

- (i) **Variable Magnification.** Not less than 12X.
- (ii) **Field of View.** Minimum four degrees.
- (iii) The Range Estimation should not be less than **1300 m.**

5. The Supplementary questionnaire is attached as per **Appendix 'A'**. The vendors are required to respond to the same. **This questionnaire is to be read in conjunction with questionnaire of RFI hoisted on MoD website on 23 Feb 18.**

6. **In additions to the queries posed in the Supplementary RFI, the Vendors may also update the response (where required) to the queries posed in the RFI of 23 Feb 18.**

PART - II : PROCEDURE FOR RESPONSE

7. In addition the vendors are required to furnish details as per Performa at **Appendix 'B'**.

8. Apart from the information as per the Appendices the vendors may also forward technical details/product brochures/literature etc pertaining to the item.

9. The vendor is required to provide disclaimer on commitment to procure the eqpt.

10. An Interaction with all desirous vendors has been scheduled at **1430hrs on 29 November 2019** at Sena Bhawan, New Delhi. All vendors desirous of attending the 'Vendor Interaction' are required to furnish requisite documentation by **20 November 2019** as per **Appendix 'C'**.

11. The required information / details may please be forwarded at the following addresses by **13 December 2019** :-

DIRECTOR GENERAL OF INFANTRY/INFANTRY - 8
GENERAL STAFF BRANCH
ROOM NO 403, D-1 WING, SENA BHAWAN
INTEGRATED HEADQUARTERS OF MINISTRY OF DEFENCE (ARMY)
DHQ PO, NEW DELHI – 110 011
FAX NO : +91-11-23018412
E mail ID : suresh1234@nic.in

12. An early response is requested.

DRAFT SUPPLEMENTARY RFI QUESTIONNAIRE

<u>Ser No</u>	<u>Question/ Specification</u>	<u>Reply</u>
<u>Sniper Rifle</u>		
1.	<p><u>Sniper Rifle Variants and Type of Ammunition</u></p> <p>(a) Provide the details of variants of the Sniper Rifle (.338 inch / 8.6 mm / 8.6 x 70mm / any other variants) available with you? Enclose the detailed specifications of each variant being offered?</p> <p>(b) Provide the details of ammunition fired by each variant? Enclose the specifications of each type of ammunition.</p> <p>(c) Details of telescopic sight being offered with each variant? Enclose the specifications of each type of telescopic sight being offered with the weapon.</p>	
2.	<p><u>Production Capability</u></p> <p>(a) Specify annual / monthly production capability of Sniper Rifles.</p> <p>(b) Specify the annual / monthly production capability of Telescopic sights on offer with the Sniper Rifle(s)?</p>	
3.	<p><u>Delivery Capability</u></p> <p>(a) Specify the annual/ monthly delivery capacity of Sniper Rifles alongwith telescopic sights.</p> <p>(b) Will you be able to deliver qty 1700 Sniper Rifles alongwith telescopic sight in one year?</p>	

<u>Ser No</u>	<u>Question/ Specification</u>	<u>Reply</u>
4.	<u>In-Service Status</u> Provide details of your Sniper Rifle variant (s) that is/ are 'In-Service' with the Defence / security forces of any country?	
5.	<u>Picatinny Rail.</u> (a) What is the length of the Picatinny rail at 6 O' Clock in the Sniper Rifle on offer. (b) How many picatinny rails are on offer ie 6, 9, 12 and 3 O' Clock?	
6.	<u>Night Sight.</u> The IA doesn't intent to procure Night Sight in the instant procurement case of Sniper Rifle (alongwith Telescopic Sight) and Ammunition. (a) What type of Night Sight (s) do you recommend for procurement for ensuring effectiveness of the Sniper Rifle (as per performance parameters mentioned at Para 4 of the Supplementary RFI) on offer. (b) Please give detailed specifications of the suggested night sights.	
<u>Sniper Ammunition</u>		
7.	<u>Original Equipment Manufacturers (OEM) of Ammunition</u> (a) Are you an ammunition manufacturer? (b) If yes, what are the types of .338" Sniper ammunition are being manufactured by your firm? (c) Provide the technical and performance specifications of the Sniper ammunition being offered with the Sniper Rifle?	

<u>Ser No</u>	<u>Question/ Specification</u>	<u>Reply</u>
	<p>(d) What is the annual/ monthly production and delivery capability of ammunition being offered with the Sniper Rifle?</p> <p>(e) Will your firm be able to deliver qty 27 Lacs Sniper ammunition in one year ?</p>	
8.	<p>If you are not the OEM of ammunition, which firm supplies ammunition to you?</p> <p>(a) What are the types of .338” Sniper ammunition on offer with the Sniper Rifle?</p> <p>(b) Provide the technical and performance specifications of the Sniper ammunition being offered with the Sniper Rifle?</p> <p>(c) What is the annual/ monthly delivery capability of ammunition being offered with the Sniper Rifle?</p> <p>(d) Will your firm be able to deliver qty 27 Lacs Sniper ammunition in one year ?</p>	
<u>Cost of Sniper Rifle and Ammunition</u>		
9.	<p>(a) What is the cost of each Sniper rifle with telescopic sight ?</p> <p>(b) What is the cost of the telescopic sight being offered with the weapon?</p> <p>(c) What is the tentative cost of product support package and training?</p> <p>(d) Please provide the details of additional accessories along with cost of each accessory?</p>	

<u>Ser No</u>	<u>Question/ Specification</u>	<u>Reply</u>
	(e) What is the cost of the .338” ammunition per round (list out all variants and their costs) ?	
10.	Tests What is the mechanism used by your company to ascertain/ determine maximum effective range with open sight and telescopic sight, respectively? Please give detailed methodology.	
11.	<p><u>For Indian Vendors Only</u></p> <p>(a) Does your Firm have a licence to manufacture Sniper Rifle and ammunition from Government of India?</p> <p>(b) If No, has your Firm applied for obtaining licence to manufacture Sniper Rifle and ammunition in India?</p> <p>(c) If you are an Indian Firm, do you have a Joint Venture with any foreign OEM or in-house proven expertise? If yes, please specify and give details of the same.</p> <p>(d) If you are an Indian vendor, are you capable of Indigenous Design and Development of the Sniper Rifle. If yes, what are the terms and conditions and timelines envisaged for the same? Do you have the patent and/or Intellectual Property Rights (IPR) documents/ Patents/ Design registrations/ copyright wrt systems/ sub-systems for the indigenous design? Please give details.</p> <p>(e) What is the level/percentage of indigenization in terms of :-</p> <ul style="list-style-type: none"> (i) Cost. (ii) Technology. (iii) Raw Material. (iv) Overall content. 	

Appendix 'B' to Chapter II
(Refers to Para 7 and 15 (a) and
15 (b) of Chapter II)

INFORMATION PROFORMA (INDIAN VENDORS)

1. **Name of the Vendor/Company/Firm.**

(Company profile including Share Holding pattern, in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacture (OEM)	Yes/No
Authorised Vendor of foreign Firm	Yes/No (attach details, if yes)
Others (give specific details)	

3. **Contact Details.**

Postal Address :

City : _____ **State :** _____

Pin Code : _____ **Tele :** _____

Fax : _____ **URL/Web Site :** _____

4. **Local Branch/ Liaison Office in Delhi (if any).**

Name & Address : _____

Pin code _____ **Tele :** _____ **Fax :** _____

5. **Financial Details.**

(a) **Category of Industry (Large/Medium/Small Scale) :** _____

(b) **Annual turnover :** _____ (in INR)

(c) Number of employees in firm : _____

(d) Details of manufacturing infrastructure : _____

(e) Earlier contracts with Indian Ministry of Defence/ Government agencies :

<u>Contract Number</u>	<u>Equipment</u>	<u>Quantity</u>	<u>Cost</u>

6. **Certification by Quality Assurance Organisation.**

<u>Name of Agency</u>	<u>Certification</u>	<u>Applicable from (Date & Year)</u>	<u>Valid till (Date & Year)</u>

7. **Details of Registration.**

<u>Agency</u>	<u>Registration No</u>	<u>Validity (Date)</u>	<u>Equipment</u>
DGS&D			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. **Membership of FICCI/ASSOCHAM/CII or other Industrial Association.**

Name of Organisation

Membership Number

9. **Equipment/ Product Profile (to be submitted for each product separately).**

(a) Name of Product : _____

(IDDM Capability be indicated against the product)

(Should be given category wise for e.g. all products under night vision devices to be mentioned together)

(b) Description (attach technical literature) :- _____

- (c) Whether OEM or Integrator : _____
- (d) Name and address of Foreign collaborator (if any) : _____
- (e) Industrial Licence Number : _____
- (f) Indigenous component of the product (in percentage) : _____
- (g) Status (in service/design & development stage) : _____
- (h) Production capacity per annum : _____
- (j) Countries/ agencies where equipment supplied earlier (give details of quantity supplied):

- (k) Estimated price of the equipment _____

10. Alternative for meeting the objectives of the equipment set forth in the RFI.

11. Any other relevant information : _____

12. **Declaration**. It is certified that the above information is true and any changes will be intimated at the earliest.

Note : Para 44 and Appendix F to Chapter II may be referred.

(Authorised Signatory)

INFORMATION PROFORMA (FOREIGN VENDORS)

1. **Name of the Vendor/Company/Firm.**

(Company profile in brief, to be attached)

2. **Type (Tick the relevant category).**

Original Equipment Manufacture (OEM)	Yes/No
Government sponsored Export Agency	Yes/No (Details of registration to be provided)
Authorised Vendor of OEM	Yes/No (attach details)
Others (give specific details) _____	

3. **Contact Details.**

Postal Address :

City : _____ **Province :** _____

Country : _____ **Pin/Zip Code :** _____

Tele : _____ **Fax :** _____

URL/Web Site : _____

4. **Local Branch/ Liaison Office/Authorised Representative, in India (if any).**

Name & Address : _____

City : _____ Province : _____

Pin code _____ Tele : _____ Fax : _____

5. **Financial Details.**

(a) Annual turnover : _____ USD

(b) Number of Employees in firm _____

(c) Details of manufacturing infrastructure available _____

(d) Earlier contracts with Indian Ministry of Defence/Government agencies :

Agency	Contract Number	Equipment	Quantity	Cost

6. **Certification by Quality Assurance Organisation.**

Name of Agency	Certification	Applicable from (Date & Year)	Valid till (Date & Year)

7. **Equipment/ Product Profile (to be submitted for each product separately).**

- (a) Name of Product : _____
(Should be given category wise for e.g. all products under night vision devices to be mentioned together)
- (b) Description (attach technical literature) :- _____
- (c) Whether OEM or Integrator : _____
- (d) Status (in service/Design development stage): _____
- (e) Production capacity per annum : _____
- (f) Countries where equipment is in service: _____
- (g) Whether export clearance is required from respective Government :
- (h) Any collaboration/joint venture/co-production/authorized dealer with Indian Industry (give details):
Name & Address _____
Tele : _____ Fax : _____
- (j) Estimated price of the equipment _____

8. Alter natives for meeting the objectives of the equipment set forth in the RFI.

9. Any other relevant information : _____

10. **Declaration.** It is certified that the above information is true and any changes will be intimated at the earliest.

Note : Para 44 and Appendix F to Chapter II may be referred.

GUIDELINES TO ATTEND VENDOR INTERACTION

1. Vendors interaction on Supplementary RFI for Sniper Rifle is scheduled on **29 November 2019** at **1430hr**.
2. Vendore are requested to forward the following documents/ details in respect of representatives attending the subject Vendors' intection for security clearance by **20 November 2019** positively as under :-
 - (a) Details as per format attached (Annexures I, II & III).
 - (b) Photocopy of passport/ Aadhaar Card.
 - (c) Photocopy of visa, if foreign agents (VISA only business purpose is accepted).
3. Laptop, Pen drive and other storage devices are not allowed within the Defence Headquarters. Only CDs can be carried if required.
4. You are also requested to intimate number of CDs (containing presentation) and details of other materials being carried by your representative for the subject interaction.
5. The above documents may please be delivered at the undermentioned address :-

Directorate General of Infantry/ Infantry-8
Room No 403, D-1 Wing,
General Staff Branch
Integrated HQ of MoD (Army)
DHQ PO, New Delhi-110 011
Tele/ Fax No :+91 (11) 23012243
E-mail : suresh1234@nic.in
6. Documents received in this Directorate after **20 November 2019** **will not be entertained**.
7. Representatives of desirous vendors are requested to be present at Reception Office, Sena Bhawan by **1330 hrs 29 November 2019**.

ANNEXURE-I**SECURITY CLEARANCE FOR HOLDING MEETING WITH REPRESENTATIVES
OF FOREIGN FIRMS / THEIR AGENTS***(As per Appx A to Para 8 of MI Dte (MI-10) Note No A/36001/MI-10 dt 09 Nov 2000)*

1.	Sponsoring Branch / Dte	:	
2.	Has the meeting been approved by respective PSO	:	
3.	Level at which the meeting is to take place giving particulars of own offrs participating in it	:	
4.	Purpose and likely duration of the meeting	:	
5.	Particulars of the representatives of Foreign Firms and their local agents	:-	
(a)	<u>Name</u>	<u>Nationality</u>	<u>Details of Passport</u>
			<u>Place of Issue</u>
			<u>Validity Period & Date of Issue</u>
(b)	Particulars of the Firm	:	
(c)	Status of the representatives or agents :		
(d)	Address in foreign country :-		
(e)	Whether previously visited India, if so give details :-		
6.	Any additional information	:	

ANNEXURE-II

ADDITIONAL DATA REQUIRED FROM FOREIGN FIRMS / VENDORS

(As per Appx B to Para 8 of MI Dte (MI-10) Note No A/36001/MI-10 dt 09 Nov 2000)

1.	Details of Branch / Offices in India :-		
	(a) Name of firm / subsidiary	:	
		:	
		:	
		:	
		:	
	(b) Place and address	:	
	(c) Name and appointment of head of firm / subsidiary	:	
	(d) Tele, Fax and E-mail	:	
2.	Particulars of employees (Indians include ex-servicemen)	:	
	(a) Name	:	
	(b) Appointment	:	
	(c) Official / residential address	:	
	(d) Contact point (Tele, Fax & E-mail)	:	
	(e) Brief nature of job	:	
	(f) In case related to any personnel serving in Def Service. Details of personnel related to and his appt	:	
	(g) In case of ex-serviceman following additional details be provided :-	:	
	(i) Rank and Arm / Serive	:	
	(ii) Appointment last held	:	
	(iii) Date of retirement	:	
	(iv) Date of employment with the firm	:	
	(v) If related to any personnel serving in Def Service. Details of serving personnel and his present appointment.	:	

ANNEXURE-III**PARTICULARS FOR SECURITY CLEARANCE IN RESPECT OF
INDIAN AGENTS / REPRESENTATIVE OF FOREIGN FIRMS***(As per Appx C to Para 13 of MI Dte (MI-10) Note No A/36001/MI-10 dt 08 Nov 2000)*

1	Name	3.	Date of Employment and Appointment
	(a)	:	
2	Official / Residential Address incl Tele No, Fax and E-mail	:	
	Ser No	Name	Official Add incl Tele No, Fax and E-mail
	Home Address incl Tele No, Fax and E-mail		
	(a)		
4	Brief Nature of Job		
	Ser No	Name	Company
	Nature of Job		
	(a)		
5	In case known / related to any person serving in Def Services		
	(a) Details of Person		
	(b) Present Appt		
6	In case of Ex-servicemen (following additional details may be provided)		
	(a) Rank and Arm/Service prior to retirement	:	
	(b) Appointment last held	:	
	(c) Date of retirement from service	:	
7.	In case of collaboration :-		
	(a) Details of his business entity (i.e, whether functioning as individual, partnership or a private ltd coy etc)	:	
	(b) Since when established	:	
	(c) Registered address of the company	:	
	(d) Name and Address of Directors, Chief executive and executives of the company specifically indicating those who are retired civilians or def service offr	:	
8.	Whether the individual has paid income tax since commencing business / joining the company	:	
9.	Permanent income tax account No	:	
10.	Name, account No and address of bankers within and outside the country	:	
11.	Attested photocopies of agreement, including supplementary agreements covering appointment as representative and terms relating there to	:	
12.	Concurrence of the officer being visited that presence of representative / agent during meeting / presentation / trials is inescapable.	:	
13.	It is certified that the visit of foreign vendor including Indian representative is in accordance with Min of Def ID No 2250-B/JS (O) 89 dt 17 Apr 89.	:	