

# **Application Document**

For

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Prequalification of Indian Manufacturers for  
supply of Two Marksmanship Training  
Simulators/ Tactical Engagement Simulators  
to the Maldives National Defence Force of  
the Republic of Maldives

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**For Lines of Credit Projects under the Indian Development and  
Economic Assistance Scheme (IDEAS)**

**Export-Import Bank of India**



**Date: January 05, 2023**

## INVITATION FOR PREQUALIFICATION OF INDIAN ENTITIES FOR GOVERNMENT OF INDIA LINE OF CREDIT (LOC) PROJECT

The Export–Import Bank of India [hereafter Exim Bank, or the Bank], on behalf of the Government of India (GOI), extends from time to time, concessional credit facilities under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments/ their nominated agencies in developing countries for financing projects involving procurement of goods, civil works, consultancy and non-consultancy services to be contracted to Indian entities.

These Lines of Credit (LOCs) are governed by the Guidelines issued by the GOI from time to time. As per the extant guidelines issued vide letter F.No.5/7/2019-IDEAS dated March 31, 2022 the Bank is required to carry out a prequalification exercise and provide a list of prequalified bidders to the Borrower for invitation of bids for specific contract packages under the project(s) financed by the LOCs.

In pursuance to the above, the Bank invites Applications from eligible Indian Manufacturers for supply of two Marksmanship Training Simulators/ Tactical Engagement Simulators to the Maldives National Defence Force of the Republic of Maldives financed under Exim Bank's GOI-supported Line of Credit extended to the Government of the Republic of Maldives.

An upfront and non-refundable Processing Fee of INR 50,000 plus applicable GST (presently 18%) is payable through NEFT transfer as per details given below:

[i]	Applicant's Name	<Applicant's Name>
[ii]	Name of Beneficiary	Export-Import Bank of India
[iii]	Beneficiary's Bank Name	Export-Import Bank of India
[iv]	Account No.	HO00INR11011004
[v]	IFSC Code	EIBI0HO0001
[vi]	GST Number	27AAACE2769D1ZS
[vii]	Narration to be inserted for NEFT	GOILOC-352/Maldives/Supply-23

The preparation and submission of Application for prequalification is **required in off-line mode** in accordance with the provisions of the Application Document.

Completed Applications (off-line) in accordance with the provisions of the Application Document along with NEFT acknowledgement receipt should be delivered physically by February 06, 2023, 15:00 hours, at the following address:

Ms. Amita Dang  
Assistant General Manager  
Lines of Credit Group  
Export-Import Bank of India,  
Office Block, Tower 1, 7<sup>th</sup> Floor  
Adjacent to Ring Road, Kidwai Nagar [East]  
New Delhi 110 023  
Email: [eximloc@eximbankindia.in](mailto:eximloc@eximbankindia.in)  
Website: [www.eximbankindia.in](http://www.eximbankindia.in)

This Application Document [AD] consists of the following Parts:

**Part I.            Scope of the Supply**

This Part includes a summary description and other data on this Prequalification process and of the prospective project to be contracted by the Borrower Government / Procuring Entity subsequent to this Prequalification.

**Part II.           Instructions to Applicants (ITA)**

This Part provides information to the Applicants in preparing and submitting their Applications for Prequalification (“Applications”) and the procedures for this prequalification process.

**Part III.          Data Sheet (DS) to ITA**

This Part includes specific provisions that supplement Part II, Instructions to Applicants.

**Part IV.          Prequalification Criteria and Requirements**

This Part specifies the criteria and requirements and the procedure to be used to determine how Applicants shall be prequalified and later to be invited to bid by the Borrower Government/Procuring Entity.

**Part V.           Forms**

This Part includes the Application Submission Form and other forms required to be submitted with the Application.

**Part VI          Questionnaire for Applicants**

This questionnaire requires the prospective Applicants to furnish certain basic information and confirm certain facts relating to their firm/ joint venture with respect to past performance and prospective engagement.

# **Application Document**

**for**

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Prequalification of Indian Manufacturers for supply of Two Marksmanship Training Simulators/ Tactical Engagement Simulators to the Maldives National Defence Force of the Republic of Maldives

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## **Invitation for Prequalification**

**No.: GOILOC-352/Maldives/Supply-24**

**Issued on: January 05, 2023**

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## **PART I: SCOPE OF SUPPLIES**

The Export-Import Bank of India (hereafter, Exim Bank or the Bank), on behalf of the Government of India has approved financing of supply of two Marksmanship Training Simulators/ Tactical Engagement Simulators for the Maldives National Defense Force of the Republic of Maldives out of a Line of Credit extended to the Republic of Maldives for which Exim Bank now seeks applications for prequalification from eligible Indian manufacturers. Refer Part II ITA 4 for eligibility provisions.

### **A] Background**

The objective of the Procurement is to address defence related requirements of the Maldives National Defense Force of the Republic of Maldives.

### **B] Scope of Supplies**

The Applicant for prequalification shall be a manufacturer of the equipment with its own manufacturing facility(ies) and is expected to supply the Marksmanship Training Simulators/ Tactical Engagement Simulators as per desired specifications and standards, broadly described hereunder:

1	Levels of simulation	Basic, advanced and tactical level Training
2	Infantry Platoon Weapons simulation	Pistol, Carbine, Rifle, Machine Gun, Sniper Rifle, Grenade launcher, Rocket Launcher, Light machine gun
	Company Support weapons simulation	MMG and AGL
3	Simulation Modules	Marksmanship, Moving target, Reflex shooting, snapshot shooting, Field Firing, Tactical Engagement, Judgmental Training, Annual range Classification, grouping exercise, video based scenarios
4	Target presentation and special effects	Tactical operation targets specific to tactical scenario for Day and night firing capabilities, weather effects
	Weapon calibration	Facility for weapon calibration should be provided
5	Recoil kits	Feel of fire effect of wpns
6	3D scenarios	3D scenarios generator software comprising of interactive 3D human targets, 3D vehicles, 3D structure etc
7	Training modules	customizable
8	Firing exercises	Grouping, static, moving and snap target exercises
9	No of Trainees simultaneously	Not less than 08
10	Able to train from different firing positions	Standing, kneeling and lying down
11	Report Generation	Individual and team reports

12	Other simulation	Realistic sound simulation
13	Instructor station	Must include instructor station with required application software
14	Recording and playback	Training sessions must be recordable and playback enabled
16	Should be able to video and 3D CGI-based scenarios	Should be able to video and 3D CGI-based scenarios
	Storage capacity	There should be adequate data storage capacity for minimum 5 yr available in the simulator for use
17	power	230V AC 50-60Hz or with DC Battery Power, should include a 30 minutes UPS backup
	Endurance	It should be able to operate for 6 hrs without break and a minimum of 12 hrs of operation in a day
	Tropical conditions	System should be capable of operating upto 35 degree Celsius with 90% relative humidity.
18	Installation and initial training	Provision of initial training for selected personnel for Operator, Electronics, Mechanical Parts, trouble shoot, repair systems and application software
19	Warranty	1 yr warranty from the date of installation against any manufacturing defects and faulty workmanship
20	Product support for maintenance, materials and spares	Availability of spares and upgrades for the duration of service life
21	In-service life	Minimum 10 yrs

### **C] Contract execution period**

The Vehicles are to be delivered within 90 days from the date of contract effectiveness.

### **D] GOI Guidelines**

As per the GOI Guidelines, goods, works and services for minimum 75% value of the contracts covered under the Lines of Credit, must be sourced from India. Applicants are advised to refer to the GOI guidelines mentioned above which are also available at [https://www.eximbankindia.in/assets/pdf/loc/IDEAS\\_2022\\_07042022.pdf](https://www.eximbankindia.in/assets/pdf/loc/IDEAS_2022_07042022.pdf)

Applicants are also advised to refer to the Public Procurement Orders nos. 1 & 2 dated July 23, 2020 and Public Procurement Order no. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India, which are applicable to the current prequalification process.

**Part II. Instructions to Applicants [ITA]**

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## Part II. Instructions to Applicants (ITA)

### A. General

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|-------------------------------------|---|
| <b>1. Background</b>                | 1.1 The Export-Import Bank of India (hereinafter called “the Bank”), on behalf of the Government of India (GOI), extends from time to time, concessional credit facilities (hereinafter called “Lines of Credit”) under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments or their nominated agencies (hereinafter called “Borrower or Purchaser/Project Employer”), for financing projects to be executed by Indian entities. Payment by the Bank to the Indian exporters will be made only at the request of the Borrower and upon approval by the Bank, and will be subject, in all respects, to the terms and conditions of the credit (or financing) agreement.  |
| <b>2. Scope of Prequalification</b> | 2.1 With reference to the Invitation for Prequalification (IFP) indicated in Part III, Data Sheet ( <b>DS</b> ), this Application Document (“Application Document”) is being issued by the Bank to prospective applicants (“Applicants”) interested in submitting applications (“Applications”) for prequalification as per the scope described in Part I, I Scope of the Supplies and subject to the provisions of this Application Document.  |
| <b>3. Ethics and Integrity</b>      | <p>3.1 The Bank requires Applicants to participate in this prequalification process with the highest standards of ethics and integrity. It is strictly forbidden to the parties involved in the prequalification process, by themselves or by a third party, to offer, ask or accept for itself or for a third party, financial or non-financial advantage or even direct or indirect promise or any other acts<sup>1</sup>, as offsets for prequalification or bidding or contract award and execution as applicable, if susceptible of being qualified as criminal unlawful acts in accordance with national laws of any party involved.</p> <p>3.2 In pursuance of ITA 3.1 above, Applicants shall permit the Bank to inspect all accounts, records and other documents relating to the submission of the Application, bid submission (in case prequalified), and contract performance (in the case of award), and to have them audited by auditors appointed by the Bank.</p> <p>3.3 If, in accordance with the administrative procedures of the Bank, it is demonstrated that an Applicant in this prequalification process,</p> |

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<sup>1</sup>These acts shall include, but not limited to, corrupt practice, fraudulent practice, collusive practice, coercive practice, obstructive practice and conflict of interest.

or during the subsequent bidding for the contract(s) has violated the provisions stated in ITA 3.1 above, the Bank, inter alia

- a. Shall reject any Application for prequalification or proposal to award a contract in connection with the subsequent procurement process, as applicable; and/ or
- b. May declare an Applicant, temporarily or permanently, ineligible to be awarded future contracts under Bank funding.

#### **4. Eligibility of Applicants**

- 4.1 This prequalification exercise is open to only Indian Applicants in accordance with the provisions of ITA 4.4. Any form of association by the Applicant with ineligible entities either during this prequalification process or subsequent bidding process may be liable for rejection.
- 4.2 For the purpose of applying the eligibility criteria listed in this article 4, "Applicant" would include the single entity or in case of a joint venture ("JV"), each member of the JV, involved or intended to be involved with this prequalification process (as mentioned in Form A.1.2 Applicant's/ JV Member's Information Form), for any part of the prospective contract(s) including related services.
- 4.3 An Applicant may be a single entity or, if permitted in the **DS**, a combination of entities in the form of a JV either existing or with the intent to enter into a JV supported by a letter of intent or JV Agreement listing out the names of all the JV members. In the case of a JV, all members shall be jointly and severally liable for the execution of the subsequent contract(s) in accordance with the respective contract terms. The JV shall be represented by an authorized representative who shall have the authority from all members of the JV so as to conduct all business for and on behalf of the JV during the prequalification process. The limit on the number of members in a JV would be as specified in the **DS**.
- 4.4 This prequalification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is registered in India and/or incorporated/established under any law in force in India, as evidenced by its articles of incorporation and its registration documents, as the case may be.
- 4.5 An Applicant that has been blacklisted/ debarred/ sanctioned by any multilateral development bank (MDB) such as World Bank, Asian Development Bank, or any authority of GOI or the Borrowing Government in accordance with extant rules and procedures, shall be ineligible to participate in the prequalification/bidding process as applicable, during such period of time as the sanctioning authority shall have determined. In case the Applicant is

blacklisted/debarred/sanctioned post the prequalification process (i.e. including during bidding process and /or Contract implementation phase), the Applicant shall immediately inform Exim Bank of such blacklisting/ debarment/sanction and reasons thereof. This may lead to cancellation of Applicant's prequalification / contract.

- 4.6 The list of debarred firms and individuals by certain leading MDBs is available as specified in the **DS**. This may not be an exhaustive list of debarred entities but those which are made available centrally on the respective MDB's website. Additionally, there could be lists of debarred entities issued by various government departments/ procuring entities/ corporations and maintained offline.
- 4.7 An Applicant shall be ineligible to be prequalified if [a] it is currently under default on any loan to any Bank/Financial Institution (FI) and its account has been classified as Non-Performing Asset (NPA) as per Central Repository of Information on Large Credits (CRILC) database; and/or [b] its promoters/directors appear in Negative List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. (CIBIL) Defaulter List and/or any other negative list of central and/or state government agencies, updated from time to time. On being included in any of the above lists post the prequalification process (i.e. including during bidding process and/or Contract implementation phase), the Applicant shall immediately inform Exim Bank on the inclusion and reasons for inclusion thereof. This may lead to cancellation of Applicant's prequalification / contract.
- 4.8 An Applicant shall (i) be eligible with respect to the provisions of Public Procurement Orders Nos. 1 & 2 dated July 23,2020 and Public Procurement Order No. 3 dated July 24,2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India; and (ii) furnish such evidence of eligibility satisfactory to the Bank, as the Bank shall reasonably request.

## **B. Composition of the Application Document**

### **5. Contents of this Document**

- 5.1 This Application Document consists of the Parts indicated below, and which should be read in conjunction with any Corrigendum issued in accordance with ITA 7.
  - Part I. Scope of Supply
  - Part II. Instructions to Applicants (ITA)
  - Part III. Data Sheet (DS) to ITA
  - Part IV. Prequalification Criteria and Requirements
  - Part V. Forms
  - Part VI. Questionnaire for Applicants

5.2 Unless obtained directly from the Bank, the Bank shall not be responsible for the completeness of the document, responses to requests for clarification, or Addenda to the Application Document in accordance with ITA 7. In case of any discrepancies, documents issued directly by the Bank shall prevail.

5.3 An Applicant is expected to study all instructions, and forms in the Application Document and to furnish with its Application all information or documentation as is required by the Application Document.

## **6. Clarifications**

6.1 A prospective Applicant requiring any clarification of the Application Document shall contact the Bank in writing at the Bank's address indicated in the **DS**. The Bank will respond in writing to any request for clarification provided that such request is received no later than fourteen (14) days prior to the deadline, or any extension thereof, for submission of the applications. The Bank's response, at its discretion, may be uploaded on its website and shall include a description of the inquiry (without identifying its source) and corresponding clarification. As a result of a clarification the Bank may, if necessary, amend the Application Document in accordance with the provisions of ITA 7.

6.2 Any modification to the Application Document that may become necessary as a result of the clarifications to the queries shall be made by the Bank exclusively through the use of a Corrigendum pursuant to ITA 7.

## **7. Corrigendum of Application Document**

7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.

7.2 Any Corrigendum or Addenda issued shall be deemed to be part of the Application Document and shall be published on the Bank's website.

7.3 Post Corrigendum, in order to allow sufficient time to the prospective Applicants in preparing their Applications, or for other good reason, the Bank may, at its discretion, extend the deadline for the submission of Applications in accordance with ITA 16.2.

## **C. Preparation, Submission and Opening of Applications**

### **8. Cost towards Application**

8.1 The Applicant shall bear all costs associated with the preparation and submission of its Application. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the

prequalification process.

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| <b>9. Language</b>   | 9.1 The Application documentation and printed literature that are part of the Application, if in another language, shall be accompanied by an accurate translation of the relevant passages in English language, which shall be the governing language.  |
| <b>10. Documents constituting the Application</b>              | <p>10.1 The Application shall comprise the following:</p> <ul style="list-style-type: none"> <li>(a) Application Submission Form, in accordance with ITA 11.1;</li> <li>(b) documentary evidence establishing the Applicant's eligibility, in accordance with ITA 12.1;</li> <li>(c) documentary evidence establishing the Applicant's qualifications, in accordance with ITA 13; and</li> <li>(d) any other document required as specified in the <b>DS</b>.</li> </ul>   |
| <b>11. Application Submission Form</b>                         | 11.1 The Applicant shall complete an Application Submission Form as provided in Part V (Forms). This Form must be completed without any alteration to its format.  |
| <b>12. Documents Evidencing the Applicant's Eligibility</b>    | 12.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Form and Forms A.1.1 and A.1.2, included in Part V (Forms).  |
| <b>13. Documents Evidencing the Applicant's Qualifications</b> | <p>13.1 To establish its qualifications in accordance with Part IV, Prequalification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms included in Part V without any alteration to the format. Applicant shall also complete the Questionnaire included in Part VI without any alteration to the questions. Each Form included in Part V and the Questionnaire in Part VI shall be duly signed by the authorized representative of the Applicant. In case of JV, authorized representative of the respective member shall sign. Non-compliance with this clause may result in summary rejection of the Application.</p> <p>13.2 If permitted in the <b>DS</b>, an Applicant, who does not manufacture or produce the goods it offers to supply, shall submit documentation related to Manufacturer's Authorisation as specified in the <b>DS</b>.</p> <p>13.3 Wherever a monetary amount is to be stated, Applicant should indicate the USD equivalent using the rate of exchange determined as follows:</p> <ul style="list-style-type: none"> <li>(a) Exchange rates shall be taken from the publicly available source identified in the <b>DS</b>. Any error in determining the exchange rates in the Application may be corrected by the Bank during evaluation.</li> <li>(b) For data related to financial statements, the amounts shall be</li> </ul> |

- mentioned in Indian Rupees (INR). Equivalent amount in USD shall be arrived at using the exchange rate as on 31<sup>st</sup> March of respective financial year as specified in the **DS**.
- (c) for data related to Liquidity, Annual Residual Contract Value and contracts signed in the current financial year, unless otherwise specified in the **DS**, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at the USD equivalent as specified in the **DS**; and
  - (d) for contracts signed prior to the current financial year, the exchange rate as on 31<sup>st</sup> March of the respective financial year in which the contract was signed shall be used to arrive at the USD equivalent as specified in the **DS**.
- 14. Authorized Signatory and Number of Copies**      14.1 The Applicant shall prepare one original of the documents comprising the Application as described in ITA 10 and clearly mark it "ORIGINAL". The original of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant. In case the Applicant is a JV, the Application shall be signed by all members of the JV.
- 15. Preparing the Application Envelope**      15.1 The Applicant shall enclose the original Application in a sealed envelope that shall:
- (a) be addressed to the Bank, as per ITA 16.1;
  - (b) mention the name and address of the Applicant; and
  - (c) mention the specific identification of this prequalification process indicated in the **DS** ITA 2.1.
- 15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.
- 16. Application Submission Deadline**      16.1 Applicants must submit their applications in off-line mode. Applications shall be received by the Bank at the address and no later than the deadline indicated in the **DS**.
- 16.2 The Bank may, at its discretion, extend the deadline for the submission of Applications by amending the Application Document in accordance with ITA 7.
- 17. Late Applications**      17.1 Applications received after the deadline for submission of applications shall not be admissible, and if received, shall be returned unopened to the Applicant.
- 18. Opening of Applications**      18.1 The Bank shall open all Applications at the date, time and place specified in the **DS**. Applicants' representatives may be present during opening.

## **D. Procedures for Evaluation of Applications**

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| <b>19. Evaluation to be Confidential</b>                   | <p>19.1 Information relating to the Applications, their evaluation and result shall be confidential and will not be disclosed to Applicants or any other person(s) not officially concerned with the prequalification process until the official notification of prequalification results is made in accordance with ITA 25.</p> <p>19.2 From the deadline for submission of Applications to the time of notification of the results of the prequalification in accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the prequalification process (except as specified in ITA 20.1 below), may do so only in writing. Canvassing in any form will be grounds for disqualification.</p>                              |
| <b>20. Clarifications during Evaluation</b>                | <p>20.1 During the evaluation of Applications, in case of ambiguity, the Bank may, at its discretion, ask an Applicant for a clarification of its Application, to be submitted within a stated reasonable period of time. Any request for clarification from the Bank and all clarifications from the Applicant shall be in writing. Any clarification submitted by an Applicant that is not in response to a request by the Bank may not be considered.</p> <p>20.2 If an Applicant does not provide (within the time allowed) clarifications and/or documents requested as per the Bank's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.</p> |
| <b>21. Determination of Responsiveness of Applications</b> | <p>21.1 The Bank may reject any Application which is not responsive to the requirements of the Application Document and may not subsequently be made responsive by correction of the causes of non-responsiveness or by substitution or resubmission of the Application or part thereof.</p>   |

## **E. Evaluation of Applications and Prequalification of Applicants**

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| <b>22. Evaluation of Applications</b> | <p>22.1 The Bank shall use the criteria and requirements defined in Part IV, Prequalification Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other methods, criteria, or requirements shall be used. The Bank reserves the right to waive minor deviations from the prequalification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract.</p> |
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- 22.2 The qualification and experience of sub-contractor(s), if any, proposed by the Applicant will not be considered for evaluation of the Application.
- 22.3 Only the qualifications of the Applicant, in the capacity as prime contractor/ member of JV to the purchaser /project employer, shall be considered. In particular, the qualifications of a parent or subsidiary or any other affiliated company of the Applicant, who is not member of the JV except as permitted by ITA 4.3 shall not be considered.
- 22.4 The qualification and experience of the Applicant for execution of supplies/works/contracts in-house or for a parent/ promoter/ subsidiary/ group concerns or for Special Purpose Vehicles (SPVs) set up by the Applicant or its group companies, either singly or in JV/ consortium, shall not be considered, except in case of supplies/ works/ services/ contracts awarded or assigned by ministry or its department of Government of India. However, the experience of the SPV can be considered in favour of the Applicant provided it is established through documentary evidence that the SPV was established by the Applicant pursuant to a concession granted/ requirement stipulated by the Project Authority who is unrelated to the Applicant and the Letter of Acceptance of bid/ Letter of Award was issued by the Project Authority in favour of the Applicant or a JV/ consortium comprising the Applicant. Further, the FAC issued by the Project Authority should indicate that the project was completed by the said SPV. Certificate from the SPV or Project Authority indicating that the project was executed by the Applicant or JV/ consortium comprising the Applicant as the contractor indicating inter alia, the detailed scope, period and value as per the requirements stated in the relevant section of this document executed by the Applicant should also be submitted by the Applicant.

**23. Bank's Right to  
Accept or Reject  
Applications**

- 23.1 The Bank reserves the right to accept or reject any Application, and to annul the prequalification process and reject all Applications at any time, without thereby incurring any liability to the Applicants.

**24. Prequalification of  
Applicants**

- 24.1 All Applicants, whose Applications substantially meet or exceed the specified qualification requirements, will be prequalified by the Bank.

**25. Notification of  
Prequalification**

25.1 The Bank shall notify the result of the prequalification process through a letter to the prequalified Applicants and to the applicants not meeting the prequalification criteria.

25.2 Applicants that have not been prequalified may write to the Bank no later than 7 calendar days after the date of intimation by the Bank, of the result of prequalification, to request clarifications regarding the grounds on which they were not prequalified.

**26. Subsequent  
Invitation for Bids**

26.1 The Bank shall forward the list of prequalified firms to the Borrower for subsequent invitation of bids.

<b><u>Part III. Data Sheet (DS) to ITA</u></b>	
<b>A. General</b>	
<b>ITA 2.1</b>	<p>The identification of the Invitation for Prequalification [IFP] is:  <b>GOILOC- /Maldives/Supply-24</b></p> <p>The Bank's address is:  Export-Import Bank of India  Lines of Credit Group  Office Block, Tower 1  7<sup>th</sup> Floor, Adjacent to Ring Road  Kidwai Nagar [East]  New Delhi 110 023  Tel: +91 11-2347 4829/2347 4800  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a>  Website: <a href="http://www.eximbankindia.in">www.eximbankindia.in</a></p>
<b>ITA 4.3</b>	<p><b>Applications from Joint Venture or a Consortium, or an Association (JVCA), either incorporated or unincorporated, shall not be considered for the Prequalification.</b></p>
<b>ITA 4.6</b>	<p>A list of debarred firms and individuals by:  The World Bank is available on the website:  <a href="http://www.worldbank.org/debarr">http://www.worldbank.org/debarr</a></p> <p>The Asian Development Bank is available on the website:  <a href="http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999">http://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999</a></p> <p>The African Development Bank is available on the website:  <a href="http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/">http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</a></p> <p>The European Bank for Reconstruction and Development is available on the website: <a href="http://www.ebrd.com/pages/about/integrity/list.shtml">http://www.ebrd.com/pages/about/integrity/list.shtml</a></p> <p>The Inter-American Development Bank is available on the website:  <a href="http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html">http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</a></p>

<b>B. Contents of the Application Document</b>	
<b>ITA 6.1</b>	<p>For <b>clarification purposes</b>, the Bank's address is:</p> <p>Ms. Amita Dang  Assistant General Manager  Export-Import Bank of India  Lines of Credit Group  Office Block, Tower 1  7<sup>th</sup> Floor, Adjacent to Ring Road  Kidwai Nagar [East]  New Delhi -110023  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a></p>
<b>C. Preparation, Submission &amp; Opening of Applications</b>	
<b>ITA 10.1 (d)</b>	<p>The preparation and submission of Application Form will be in off-line mode.</p> <p>The applicant shall forward a hard copy of its Application along with a covering letter clearly indicating the name of the project and the Prequalification Reference No.</p> <p>The Applicant shall submit with its application, the following additional documents as attachment to the Application Submission Form:</p> <p>The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. Copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached.</p>
<b>ITA 13.2</b>	<p>Applicant shall be a manufacturer of Marksmanship Training Simulator/ Tactical Engagement Simulator and shall offer products manufactured in its own manufacturing facility(ies). Application from an entity, who is not a manufacturer of the product being offered, or the product being offered was not manufactured in a facility owned by the Applicant, is liable for rejection.</p>

ITA 13.3	<p>The source for determining exchange rates is: For conversion of foreign currency / Indian rupees (INR) to US Dollar, the Applicants shall use the Reference Rates of Foreign Currency published by Financial Benchmark India Private Ltd (FBIL) (<a href="https://www.fbil.org.in/">https://www.fbil.org.in/</a> )</p> <p>For the historical exchange rates, which are not made available by FBIL, the reference rate published by Reserve Bank of India (RBI) and available on <a href="https://www.rbi.org.in/scripts/ReferenceRateArchive.aspx">https://www.rbi.org.in/scripts/ReferenceRateArchive.aspx</a> may be used.</p> <p>In case a particular currency rate is not published by Reserve Bank of India, then the selling rate of such currency shall be taken from the following website: <a href="http://www.oanda.com">http://www.oanda.com</a></p>																																							
ITA 13.3(b) & (d)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><th></th><th>USD 1 = INR</th><th>INR 1 = USD</th></tr><tr><td>31-Mar-11</td><td>44.6500</td><td>0.0224</td></tr><tr><td>31-Mar-12</td><td>51.1565</td><td>0.0195</td></tr><tr><td>31-Mar-13</td><td>54.3893</td><td>0.0184</td></tr><tr><td>31-Mar-14</td><td>60.0998</td><td>0.0166</td></tr><tr><td>31-Mar-15</td><td>62.5908</td><td>0.0160</td></tr><tr><td>31-Mar-16</td><td>66.3329</td><td>0.0151</td></tr><tr><td>31-Mar-17</td><td>64.8386</td><td>0.0154</td></tr><tr><td>31-Mar-18</td><td>65.0441</td><td>0.0154</td></tr><tr><td>31-Mar-19</td><td>69.1713</td><td>0.0145</td></tr><tr><td>31-Mar -20</td><td>75.3859</td><td>0.0133</td></tr><tr><td>31-Mar-21</td><td>73.5047</td><td>0.0136</td></tr><tr><td>31- Mar-22</td><td>75.8071</td><td>0.013</td></tr></table>		USD 1 = INR	INR 1 = USD	31-Mar-11	44.6500	0.0224	31-Mar-12	51.1565	0.0195	31-Mar-13	54.3893	0.0184	31-Mar-14	60.0998	0.0166	31-Mar-15	62.5908	0.0160	31-Mar-16	66.3329	0.0151	31-Mar-17	64.8386	0.0154	31-Mar-18	65.0441	0.0154	31-Mar-19	69.1713	0.0145	31-Mar -20	75.3859	0.0133	31-Mar-21	73.5047	0.0136	31- Mar-22	75.8071	0.013
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31- Mar-22	75.8071	0.013																																						
ITA 13.3(c)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><th>USD 1 = INR</th><th>INR 1 = USD</th></tr><tr><td>82.7373</td><td>0.0120</td></tr></table> <p>As on December 26 ,2022</p>	USD 1 = INR	INR 1 = USD	82.7373	0.0120																																			
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82.7373	0.0120																																							

<b>ITA 14.1</b>	<p>Additionally, one (1) copy in a pen drive shall also be submitted.</p> <p>The prequalification application document shall be submitted in <b>spiral or hard bound form</b> only and not as loose sheets in plastic folders. All the pages shall be <b>machine numbered</b> and a table of contents shall be included in the beginning of each volume of documents referring the page numbers of the indexed items.</p>
<b>ITA 16.1</b>	<p>Submission of Application is required in <b>off-line</b> mode as mentioned in ITA 10.1(d).</p> <p><b>The deadline for Application submission is:</b></p> <p><b>Date: February 06, 2023</b></p> <p><b>Time: 15:00 hrs</b></p> <p>For <b>application submission purposes only</b>, the Bank's address is:</p> <p>Bank's address is the same as that indicated in ITA 2.1</p> <p><b>Attention: Ms. Amita Dang, Assistant General Manager</b></p>
<b>ITA 18.1</b>	<p>The opening of the Applications shall be at the Bank's address as that indicated in ITA 2.1</p> <p><b>Date: February 06, 2023</b></p> <p><b>Time: 15:30hrs</b></p>

#### **Part IV. Prequalification Criteria and Requirements**

This Part contains all the criteria, requirements and procedures that the Bank shall use to evaluate Applications. The information to be provided in relation to each requirement and the definitions of the corresponding terms can be referred to in the respective Forms.

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<b>F.</b>	<b>Confirmation of eligibility under Public Procurement Orders</b>	<b>31</b>

## A. General

<b>A.1 Nationality</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>➤ The Applicant's Nationality shall be in accordance with ITA 4.4</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted</b>	Form A.1.1 and A.1.2
<b>Attachments to be submitted</b>	<ul style="list-style-type: none"> <li>➤ Articles &amp; Memorandum of Association and Certificate of Incorporation/Partnership Deed (in case of Partnership firm) of the Applicant in accordance with ITA 4.4.</li> </ul>

<b>A.2. Eligibility</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>➤ Applications from Joint Venture or a Consortium, or an Association (JVCA) shall not be considered for the Prequalification.</li> <li>➤ The Applicant shall not be under declaration as ineligible, as described in ITA 4.5, ITA 4.7 and ITA 4.8.</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted:</b>	Application Submission Form
<b>Attachments</b>	<ul style="list-style-type: none"> <li>➤ The Applicant shall submit a copy [self-attested on all pages] of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. A copy [self-attested] of such relevant company Board Resolution or equivalent document should also be attached.</li> <li>➤ For an Applicant as a single entity : <ul style="list-style-type: none"> <li>• Permanent Account Number [PAN]: Self attested copy</li> <li>• GST Registration details, as applicable: Self attested copy</li> </ul> </li> </ul>

## B. Past Contract Performance and Litigation

<b>B.1 Past Contract Non-performance</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>• There shall be no instance of contract<sup>2</sup> non-performance as a result of Applicant's default since December 01, 2017.</li> <li>• The Applicant shall inform Exim Bank of any such</li> </ul>

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<sup>2</sup> Contract non-performance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Applicant have been exhausted.

	<p>instances occurring post submission of the Prequalification Application.</p> <ul style="list-style-type: none"> <li>• Documentation and Attachments to be submitted as mentioned below.</li> </ul>
Documentation to be submitted:	Form B.1.1
Attachments to be submitted:	Documents establishing details included in Form B.1.1

<b>B.2 Pending Contractual Litigation</b>	
Requirement:	<p>➤ Applicant shall have a positive 'Adjusted Net Worth' [as defined below] determined as per the financial statements for the latest financial year FY 2020-21 or FY 2021-2022), adjusted for 'Pending Contractual Litigation Value' as considered below:</p> <ul style="list-style-type: none"> <li>• 'Pending Contractual Litigation Value' shall be deemed to be 25% of the aggregate value of pending litigation across all contracts, net of provisions made in the latest audited financial statements (FY 2020-21 or FY 2021-2022), which shall be deducted from the net worth to arrive at the 'Adjusted Net Worth'.</li> </ul> <p><b>*Adjusted Net Worth:</b></p> <p>Net worth as per the latest financial statements less [25% of Pending Contractual Litigation Value less provisions made in the latest audited financial statements for pending contractual litigations] = Positive</p> <p>➤ Documentation and Attachments to be submitted as mentioned below.</p> <p>➤ In case of JV, each member shall meet the requirement.</p>
Documentation to be submitted:	Form B.2.1
Attachments to be submitted:	Documents establishing details included in Form B.2.1

<b>B.3 Contract Litigation History</b>	
Requirement:	<ul style="list-style-type: none"> <li>• The aggregate amount of awards against the Applicant, if any, since December 01, 2017 shall not exceed 25% of the net worth as per the latest audited financial statements.</li> <li>• Documentation and Attachments to be submitted as mentioned below.</li> </ul>

Documentation to be submitted:	Form B.3.1
Attachments to be submitted:	Documents establishing details included in Form B.3.1

### C. Financial Status and Capacity

C.1 Financial Status	
Requirement:	<p>(i) The audited balance sheets, statements of profit &amp; loss and annual reports for the last 5 financial years [FY 2016-17 to FY 2021] (FY 2017-18 to FY 2021-22, if available) shall be submitted and must demonstrate the current soundness of the Applicant's financial position and indicate its prospective long-term profitability in terms of:</p> <ol style="list-style-type: none"> <li>Positive adjusted net worth for each of the last five (5) financial years defined above;</li> <li>Profit (i.e. Profit Before Tax) for at least two (2) out of last five (5) financial years defined above;</li> <li>Annual Revenue<sup>3</sup> in any one (1) of the last five (5) financial years as defined above, be not less than USD 6.40 mn.</li> </ol> <p>(ii) The Applicant shall demonstrate that it has access to, or has available, liquid assets, lines of credit and other financial means [independent of any contractual advance payment] sufficient to meet the project cash flow requirements of ongoing contracts, including the present contract, net of the Applicants' other commitments. Minimum required liquid assets<sup>4</sup> and/or credit facilities to be made available for execution of the contract shall not be less than USD 1.60 mn.</p> <p>(iv) Documentation and Attachments to be submitted as mentioned below.</p>
Documentation to be submitted:	<ul style="list-style-type: none"> <li>Form C.1.1 and Form C.1.3 both certified by the Statutory Auditor of the Applicant</li> <li>Form C.1.2</li> </ul>

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<sup>3</sup>In case of Contracts in INR, the exchange rate of 31<sup>st</sup> March of the financial year in which the contract was signed will be used to arrive at the USD equivalent.

<sup>4</sup> Exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall apply [Refer ITA 13.3(c)].

Attachments to be submitted:	<p>The Applicant shall provide copies of audited financial statements for the last five (5) years defined above. The financial statements shall:</p> <ol style="list-style-type: none"> <li>reflect the financial situation of the Applicant and not an affiliated entity [such as parent company or group member].</li> <li>be independently audited and certified by the Statutory Auditors/ Chartered Accountants in accordance with applicable legislation.</li> <li>be complete, including all notes to the financial statements.</li> <li>correspond to accounting periods already completed and audited.</li> </ol> <p>Supporting documents issued by the Banks for additional financial means for likely future commitments to be attested by the respective banks. These documents shall be of latest available date and shall be valid beyond the last date of submission of the Prequalification Application.</p>
<b>C.2 Value of ongoing contracts</b>	
Requirement	<ul style="list-style-type: none"> <li>➤ Aggregate annual residual value<sup>5</sup> of all ongoing contracts shall not be more than 350% of the highest annual turnover in last five (5) years defined above. In case of JV, this shall apply to each member.</li> <li>➤ Documentation and Attachments to be submitted as mentioned below.</li> </ul>
Documentation to be submitted:	Form C.2.1 certified by Chartered Accountants
Attachments to be submitted:	None.

**D. Experience**

<b>D.1 General Experience</b>	
Requirement:	<ul style="list-style-type: none"> <li>• Experience in executing orders as manufacturer of Marksmanship Training Simulator / Tactical Engagement Simulator manufactured in the Applicant's own facilities in India, that have been satisfactorily completed during the last seven (7) years, starting from December 01, 2015 and up to Application submission deadline.</li> </ul>

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<sup>5</sup> Exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall apply [Refer ITA 13.3(c)].

	<ul style="list-style-type: none"> <li>• Documentation and Attachments to be submitted as mentioned below.</li> </ul>
Documentation to be submitted:	➤ Form D.1.1 certified by an independent Chartered Accountant.
Attachments to be submitted:	➤ Supporting documents demonstrating manufacturing facilities owned by the Applicant along with the installed capacities for manufacturing and/or supplies completed.

<b>D.2 Specific Experience</b>	<b>Refer Part I: Scope of Supplies</b>
Requirement:	<p>A. Experience of supply of at least one Marksmanship Training Simulator / Tactical Engagement Simulator with similar specifications as in “B] Scope of Supplies” in Part-I of this document in any one financial year (April-March), which is manufactured in the Applicant’s own facilities, in the role of prime to the main client/project employer, completed between December 01, 2015 and up to application submission deadline.</p> <p>B. Subcontractors’/Sub suppliers’ experience and resumes, if any, submitted with the Application shall not be taken into account in determining the Applicant’s compliance.</p> <p>C. Documentation and Attachments to be submitted as mentioned below</p>
Documentation to be submitted:	<p>Form D.2.1</p> <p>➤ Final Acceptance/ Completion Certificate/ Testimonial Letter issued by the Project Authority/buyer for each contract listed in Form D.2.1 giving, inter alia, details of scope and value of work executed by the Applicant, contract start and completion dates.</p> <p>Form D.2.2 Details of Marksmanship Training Simulator / Tactical Engagement Simulator manufactured by Applicant.</p> <p>Product brochures meeting the minimum technical specifications to the requirements stipulated.</p>

## E. Quality Assurance

<b>E.1 Certified Management System</b>	
Requirement:	ISO Accreditation / Certified Quality Management System
Documentation to be submitted:	Form E.1.1
Attachments to be submitted:	Self-attested copy of ISO Accreditation/Quality Management System Certificate valid as on the deadline for submission of application.

## F. Confirmation of eligibility under Public Procurement Orders

<b>F.1 Confirmation of eligibility under Public Procurement Orders</b>	
Requirement:	Applicant to confirm their eligibility for the prequalification according to the provisions of Public Procurement Orders No. 1 & 2 dated 23.07.2020 and Public Procurement Order No. 3 dated 24.07.2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India
Documentation to be submitted:	Form F.1.1

### **NOTE:**

The Evaluation Criteria for Pre- Qualification of Applicants

<b>Sr. No.</b>	<b>Description</b>	<b>Remarks</b>
A.	General	Evaluation on Pass/ Fail basis
B.	Past Contract Performance and Litigation	Evaluation on Pass/ Fail basis
C.	Financial Status and Capacity	Evaluation on Pass/ Fail basis
D.	Experience	Evaluation on Pass/ Fail basis
E.	Quality Assurance	Evaluation on Pass/ Fail basis
F.	Confirmation of Eligibility under Public Procurement Orders	Evaluation on Pass/ Fail basis

## **Part V. Forms**

### **Table of Forms**

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### Application Submission Form

Date: *[insert day, month, and year]*

IFP No. and title: *[insert IFP number and title]*

To: *[insert full name of Bank]*

We, the undersigned, apply to be prequalified for the referenced IFP *[if lots are applicable, mention the lot number(s) as appropriate]* and declare that:

- (a) We have examined and have no reservations to the Application Document, including Corrigendum No(s).\_\_\_\_\_, issued in accordance with Instructions to Applicants (ITA) 7: *[insert the number and issuing date of each corrigendum or “nil” if no corrigendum is issued]*.
- (b) We meet the eligibility requirements as stated in ITA 4.1, we have not been currently blacklisted/debarred/ sanctioned in accordance with ITA 4.5. Subsequent to the deadline for Application submission, in case we are blacklisted/debarred/sanctioned, we shall immediately inform Exim Bank of such blacklisting/debarment/sanction and reasons thereof, in accordance with ITA 4.5;
- (c) We confirm that we are currently not under default in any loan to any Bank/FI and our account has not been classified as Non-Performing Asset (NPA) as per Central Repository of Information on Large Credits (CRILC) database. We further confirm that none of our companies/promoters/directors appear in RBI Caution List, RBI Willful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. [CIBIL] Defaulter List and any other negative list of central and state government agencies, updated from time to time. On being included in any of the above lists, we shall immediately inform Exim Bank on the inclusion and reason for inclusion thereof, in accordance with ITA 4.7;
- (d) We understand that you may cancel the prequalification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the prequalified Applicants to bid for subsequent contract(s) subject to this prequalification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (e) We hereby confirm that we have not appointed any agent and we have not paid any agency commission for this Prequalification process. If prequalified, we also confirm that we will not appoint any agent and nor will we pay any agency commission for the corresponding tendering process or execution of the contract.

- (f) We further declare that we are/are not<sup>6</sup> (facing any investigation by any Government procuring entity / corporation or multilateral development bank (MDB) . (If yes, please provide details in a separate sheet, as necessary.)
- (g) All information, statements and description contained in the Application are in all respect true, correct and complete to the best of our knowledge and belief. We understand that misrepresentation of facts in our Application and contravention to ITA 3, inter alia, may lead to rejection of our Application/ cancellation of prequalification.

Signed *[insert signature(s) of an authorized representative(s) of the Applicant]*

Name *[insert full name of person(s) signing the Application]*

In the capacity of *[insert capacity of person(s) signing the Application]*

Address *[insert street number/town or city/country address]*

Dated on *[insert day number]* day of *[insert month]*, *[insert year]*

Encl: Checklist of forms and documents

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<sup>6</sup> Strike off whichever is not applicable.

**Checklist for Various Forms and Documents to be submitted**

<b>Form No.</b>	<b>Details of Forms and Documents</b>	<b>Page no.</b>
	NEFT acknowledgement receipt towards payment of Processing Fee	
A.1.1	Applicant Information Form	
	1. Articles & Memorandum of Association	
	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration	
	3. PAN and GST Registration Details	
	4. Letter of intent to form JV or JV agreement, in case of JV	N.A.
	5. Organizational chart	
	6. List of Board of Directors with their complete designation in case of nominee directors	
	7. The beneficial ownership with respective shareholding and nationality of shareholders	
	8. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
	9. A copy of relevant Company Board Resolution referred to in item No. 8 above	
A.1.2*	Applicant's JV Member's Information Form [in case Applicant is a JV]	N.A.
*	1. Articles & Memorandum of Association of the JV Member	
*	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration, of the JV Member	
*	3. PAN and GST Registration Details of the JV Member	
*	4. Organizational chart of the JV Member	
*	5. List of Board of Directors with their complete designation in case of nominee directors of the JV Member	
*	6. The beneficial ownership with respective shareholding and	

	nationality of shareholders of the JV Member	
*	7. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
*	8. A copy of relevant Company Board Resolution referred to item No. 7 above.	
B.1.1 *	Non-Performed Contracts	
*	1. Documents establishing details included in Form B.1.1	
B.2.1 *	Pending Litigation	
*	1. Documents establishing details included in Form B.2.1	
B.3.1 *	Contract Litigation History	
*	1. Documents establishing details included in Form B.3.1	
C.1.1 *	Financial Status & Capacity, certified by the Statutory Auditors of the Applicant	
C.1.2 *	Sources of Finance	
*	1. Audited Annual Reports for the last 5 years	
*	2. Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements duly attested by the respective banks.	
C.1.3 *	Annual Turnover, certified by the Statutory Auditors of the Applicant	
C.2.1 *	Ongoing Contracts (Certified by Independent Chartered Accountants)	
D.1.1 *	General Experience	
*	1. Form D.1.1 certified by Chartered Accountants	
*	2. Supporting documents demonstrating manufacturing facilities owned by the Applicant along with the installed capacities for manufacturing.	
D.2.1 *	Specific Experience	
	Final Acceptance Certificate / Completion Certificate/ Testimonial Letter issued by the Project Authority/buyer for each contract listed in Form D.2.1 giving, inter alia, details of scope and value of work executed by the Applicant, contract start and completion dates.	

Part V -Forms

D.2.2	Details of Marksmanship Training Simulator / Tactical Engagement Simulator manufactured by Applicant.  Product brochures meeting the minimum technical specifications to the requirements stipulated.	
E.1.1	Certified Management System	
	Self-attested copy of ISO Accreditation / Quality Management System Certificate	
F.1.1	Confirmation of eligibility under Public Procurement Orders	
Part VI. *	Questionnaire for Applicants	

Note : Please insert page numbers

**Form A.1.1**

**Applicant Information Form**

[to be filled in for the Applicant]

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page*[insert page number]*of *[insert total number]*pages

<p>Applicant's name</p> <p><i>[insert full name]</i></p>
<p>Applicant's country* of registration:</p> <p><i>[indicate country of Constitution]</i></p>
<p>Applicant's actual year of incorporation:</p> <p><i>[indicate year of Constitution]</i></p>
<p>Applicant's legal address [registered in India]:</p> <p><i>[insert street/ number/ town or city/ country]</i></p>
<p>Applicant's authorized representative information</p> <p>Name: <i>[insert full name]</i></p> <p>Address: <i>[insert street/ number/ town or city/ country]</i></p> <p>Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i></p> <p>E-mail address: <i>[indicate e-mail address]</i></p>
<p>1. Attached are copies of original documents of</p> <p><input type="checkbox"/> Articles &amp; Memorandum of Association, Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITA 4.4.</p> <p>2. Included are the PAN&amp; GST Registration details, organizational chart, a list of Board of Directors with their complete designation in case of nominee directors, and the beneficial ownership with respective shareholding and nationality of shareholders.</p>

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this prequalification process is open to only Indian entities.

**Form B.1.1/ B.2.1/ B.3.1****Past Contract Non-Performance, Pending Litigation and Litigation History**

*[Each of the following tables shall be filled in for the Applicant]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

<b>Form B.1.1</b>			
Non-Performed Contracts in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> Contract non-performance did not occur since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.1.			
<input type="checkbox"/> Contract(s) not performed since the date specified in Part IV, Prequalification Criteria and Requirements, requirement B.1			
<b>Year</b>	<b>Non-performed portion of contract</b>	<b>Contract Identification</b>	<b>Total Contract Amount (current value, currency, exchange rate and US\$ equivalent)</b>
<i>[insert financial year]</i>	<i>[insert amount and percentage]</i>	Contract Identification: <i>[indicate complete contract name/ number, date, value and any other identification]</i>  Name of Employer: <i>[insert full name]</i>  Address of Employer: <i>[insert street/city/country]</i>  Reason(s) for non-performance: <i>[indicate main reason(s)]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

<b>Form B.2.1</b>				
Pending Litigation, in accordance with Part IV, Prequalification Criteria and Requirements				
<input type="checkbox"/> No pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2				
<input type="checkbox"/> Pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2 as indicated below.				
<b>Year of dispute</b>	<b>Amount in dispute (currency)</b>	<b>Contract Identification</b>	<b>Total Contract Amount (currency), USD Equivalent (exchange rate)</b>	<b>Amount of specific provision already made, if any</b>
<i>[insert financial year]</i>	<i>[insert amount]</i>	Contract Identification: [indicate complete contract name, number, date, value and any other identification]  Name of Employer: <i>[insert full name]</i>  Address of Employer: <i>[insert street/city/country]</i>  Matter in dispute: <i>[indicate main issues in dispute]</i>  Party who initiated the dispute: <i>[indicate "Purchaser" or "Supplier"]</i>  Status of dispute: <i>[Indicate if it is being treated by the Adjudicator, under Arbitration or being dealt with by the Judiciary]</i>	<i>[insert amount]</i>	<i>[insert amount in USD equivalent and specify exchange rate]</i>

<b>Form B.3.1</b>			
Litigation History, in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> No litigation since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3.			
<input type="checkbox"/> Litigation Awards in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3 as indicated below.			
<b>Year of award</b>	<b>Outcome as percentage of Net Worth</b>	<b>Contract Identification</b>	<b>Total Contract Amount (currency), USD Equivalent (exchange rate)</b>
<i>[insert financial year]</i>	<i>[insert percentage]</i>	Contract Identification: <i>[indicate complete contract name, number, date, value and any other identification]</i>  Name of Employer: <i>[insert full name]</i>  Address of Employer: <i>[insert street/city/country]</i>  Matter in dispute: <i>[indicate main issues in dispute]</i>  Party who initiated the dispute: <i>[indicate "Purchaser" or "Supplier"]</i>  Result of dispute: <i>[Indicate if resolution was treated by the Adjudicator, under Arbitration or dealt with by the Judiciary and whether resolved in favour or against the Applicant]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>

**Form C.1.1****Financial Status and Capacity**

*[The following table shall be filled in for the Applicant and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application]*

*Applicant's Name: [insert full name]*

*Date: [insert day, month, year]*

*IFP No. and title: [insert IFP number and title]*

*Page [insert page number] of [insert total number] pages*

**Financial data**

Type of Financial information in	Historic information for previous five [5] years (amount in Indian Rupees)					
	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21	FY 2021-22
<b>Sources of Fund</b>						
Share Holder's Fund						
Loan Fund						
<b>Application of Fund</b>						
Fixed Assets						
Investments						
Net Current Assets						
(i) Current assets, loans and advances						
Less: (ii) Current liabilities & provisions						
Misc. exp. to the extent not W/Off or adjusted						
Profit and Loss Account						
<b>Net Worth</b>						
NetWorth						
<b>Information from Income Statement</b>						
Income						
Expenditure						
Profit/(Loss) Before Tax (PBT)						
Profit/(Loss) After Tax (PAT)						
<b>Information From Cashflow Statement</b>						
Cash Flow from Operating Activities						
Cash Flow from Investments						
Cash Flow from Financing Activities						

Registration No/ Membership No:  
(of the Statutory Auditors of the Applicant)

Stamp

Date:

Place:

UDIN :

## Form C.1.2

### Sources of Finance

[The following table shall be filled in for the Applicant]

*Applicant's Name: [insert full name]*

*Date: [insert day, month, year]*

*IFP No. and title: [insert IFP number and title]*

*Page [insert page number] of [insert total number] pages*

Specify sources of finance to meet the cash flow requirements for works currently in progress

**A. Details of Credit Facilities available to the Applicant**

**(amount in Indian Rupees)**

Sr No	Type of Facility	Sanctioned Limit	Utilised Limit	Unutilised Limit
	Fund Based Limits			
	a.			
	b.			
	c.			
	<b>Total Fund Based</b>			
	Non-fund Based Limits			
	a			
	b			
	c			
	<b>Total Non –fund Based</b>			
	<b>Total Fund and Non-Fund Based Limits</b>			

**B. Details of Liquid Assets such as cash and bank balance, marketable securities and any other financial means which may be used meet the cash flow requirements for works currently in progress by the Applicant**

Sr. No	Type of Liquid Assets	Amount (amount in Indian Rupees)
1.		
2.		
3.		

### **Financial documents**

The Applicant and its parties shall provide copies of audited financial statements for last five years as defined in Part IV, Prequalification Criteria and Requirements, Sub-factor C.1. The financial statements shall:

- (a) reflect the financial situation of the Applicant, and not an affiliated entity (such as parent company or group member).
- (b) be independently audited or certified in accordance with local legislation.
- (c) be complete, including all notes to the financial statements.
- (d) correspond to accounting periods already completed and audited.

☐ Attached are copies of financial statements for the **five** years required above; and complying with the requirements.

Please note that printed Audited Annual Reports are to be certified by the Statutory Auditors duly signed and stamped.

☐ Please submit Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements.

**Form C.1.3**  
**Annual Turnover**

*[The following table shall be filled in for the Applicant and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Year	Annual Turnover through Manufacture & Sale of _____ (INR)	Exchange rate*	USD equivalent
<i>FY 2016-17</i>			
<i>FY 2017-18</i>			
<i>FY 2018-19</i>			
<i>FY 2019-20</i>			
<i>FY 2020-21</i>			
<i>FY 2021-22</i>			

\* Refer ITA 13.3 for source of exchange rate. Exchange rate prevalent on 31<sup>st</sup> March shall be used to calculate turnover for respective financial year.

Registration No/ Membership No:  
(of the Statutory Auditors of the Applicant)

Stamp

Date:

Place:

UDIN :

## Form C.2.1

### Ongoing Contracts

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by Chartered Accountants. Failure to comply with this requirement may result in rejection of the Application.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV leader or JV member/s]*

Contract Identification	Role of Applicant	Start Date	Contractual Completion Date	Intended/ Revised Completion Date	Residual period for completion	Residual value of Work	Annual Residual value of Work
1	2	3	4	5	6	7	8
Contract Ref:  Brief Title of the works:  Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i>  Name & Address of Employer:	<i>[insert "Prime Contractor" or "JV Member"]</i>				<i>[Insert period in years starting from Application Submission Deadline. In case less than a year, value to be considered shall be 1]</i>	<i>[Insert value in US\$ equivalent including amount billed but pending payment up to deadline for submission of Application]</i>	<i>[Insert value in US\$ equivalent]</i> <i>[7 divide by 6]</i>

							<i>[Insert Total for all Contracts in USD]</i>

\* Exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall apply to ascertain residual value in equivalent USD. Refer ITA 13.3 for source of exchange rate

Registration No/ Membership No:  
(of the Independent Chartered Accountants of the Applicant)

Stamp

Date:

Place:

UDIN :

### Form D.1.1

#### General Experience

*[The following table shall be filled in for the Applicant, as applicable, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.1 and certified by independent Chartered Accountants]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

S. No.	Address of Manufacturing Unit in India	Type of Vehicles manufactured <i>[use separate rows for each _____]</i>	Year *	Year Wise* No. of units manufactured

\* For 7 (seven) years prior to the Application Submission Deadline.

Registration No/ Membership No:  
(of the Independent Chartered Accountants of the Applicant)

Stamp

Date:

Place:

UDIN :

## Form D.2.1

### Specific Experience

*[The following table shall be filled in for contracts completed by the Applicant, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.2.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

### Information

Similar Contract No.	<i>[insert number] of [insert number of similar contracts required]</i>		
Contract Identification	<i>[insert contract name and number, if applicable]</i>		
Contract date	<i>[dd/mmm/yyyy]</i>		
Completion date	Contractual: <i>[dd/mmm/yyyy]</i>	Actual: <i>[dd/mmm/yyyy]</i>	
Role in Contract <i>[check the appropriate box]</i>	Prime Contractor <input type="checkbox"/>	Member in JV <input type="checkbox"/>	
Total Contract Amount	<i>[insert total contract amount in contract currency]</i>	US\$ <i>[insert Exchange rate and total contract amount in US\$ equivalent]*</i>	
If member in a JV, specify participation in total Contract amount	<i>[insert a percentage amount]</i>	<i>[insert total contract amount in local currency]</i>	<i>[insert exchange rate and total contract amount in US\$ equivalent]*</i>
Employer Details	Employer's Name: Address: Telephone, fax number, E-mail:		
Description of the similarity in accordance with Sub-Factor D.2 of Part IV:	<i>[Name the Sector/ Sub-sector][Briefly mention the similarity in terms of sectoral characteristics and technical aspects listed in Sub-Factor D.2]</i>		
5. Other Characteristics	<i>[insert other characteristics as appropriate]</i>		

\* Refer ITA 13.3 for date and source of exchange rate.

\* Final Acceptance Certificate /Completion Certificate / Testimonial Letters issued by the employer

## Form D.2.2

### Specific Experience

Details of Marksmanship Training Simulator/ Tactical Engagement Simulator manufactured by Applicant and proposed to be supplied:

SI No.	Specifications	Description [To be filled by the Applicant]
1.	Levels of Simulation	
2.	Infantry Platoon Weapons simulation	
3.	Company Support weapons simulation	
4.	Simulation Modules	
5.	Target presentation and special effects	
6.	Weapon Calibration	
7.	Recoil kits	
8.	3D scenarios	
9.	Training modules	
10.	Firing exercises	
11.	No. of trainees simultaneously	
12.	Able to train from different firing positions	
13.	Report Generation	
14.	Other simulation	
15.	Instructor station	
16.	Recording and playback	
17.	Should be able to video and 3D CGI scenarios	
18.	Storage capacity	
19.	Power	
20.	Endurance	
21.	Tropical conditions	
22.	Installation and initial training	
23.	Warranty	
24.	Product support for maintenance, materials and spares	
25.	In-service life	

### Form E.1.1

#### Certified Management System

*[The following table shall be filled in for the Applicant]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

ISO Accreditation/ Certified Management System	Process/ Discipline Certified/ Inclusions	Certification Start Date	Certification Valid up to	Certifying Organization
[indicate the quality management system accreditation]	[indicate certificate identification number and mention which process or discipline has been certified and inclusions]	[dd/mmm/yyyy]	[dd/mmm/yyyy]	[indicate the name of the certifying organization and contact details]

Self-attested copy(ies) of ISO Certificate(s) valid as on the date to be attached

## Form F.1.1

### Confirmation of eligibility under Public Procurement Orders

*[The following certificate to be given by the Applicant, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor F.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

This is to confirm that the Applicant has read the Public Procurement Orders No. 1 & 2 dated 23.07.2020 and Public Procurement Order No. 3 dated 24.07.2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India regarding restrictions on procurement from a bidder of a country which shares a land border with India, and it is further confirmed that the Applicant fulfills all requirements in this regard and is eligible to be considered for the prequalification process.

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*(Signature)*

*[Name of Authorized Signatory]*

*[Title of Authorized Signatory]*

Date:

### Part VI. Questionnaire for Applicants

Name of Applicant: []

IFP No.: [insert IFP No.]

<b><u>Eligibility, Confirmation and Other Important Information</u></b>	<b><u>Response*</u></b>
1. Is your firm, either singly or in joint venture currently empanelled or prequalified as upplier/manufacturer.  If yes, please provide details of Client, Country and Scope of project. Attach additional sheets, if needed.	Confirm:  Yes____/No _____
2. Export-Import Bank of India (Bank) requires that Applicants and their affiliates observe the highest standard of ethics during the selection and execution of contracts. In this context, any action taken by an Applicant or its affiliate to influence the prequalification process for undue advantage is improper.  Confirm that Applicant and its JV partners, if applicable, have not engaged in any unethical practices in competing for this prequalification.	Confirm:  Yes____/No _____
3. Confirm that no official of the Bank has received or will be offered by your firm/organization or agents, any direct or indirect benefit arising from this prequalification or any resulting contracts.	Confirm:  Yes____/No _____
4. Has your firm been blacklisted or suspended or debarred by any multilateral development bank, or any authority of GOI or the Borrowing Government ? If Yes, provide details, including date of reinstatement, if applicable. Attach additional sheets, if needed.	Yes____/No_____
5. Is your firm's account currently classified as Non-Performing Asset (NPA) with any Bank/FI or your companies/ promoters/ directors appear in Reserve Bank of India (RBI) Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. (CIBIL) Defaulter List or any other negative list of central and state government agencies, updated from time to time? If yes, please provide details in a separate sheet, as necessary.	Yes____/No_____
6. Has your firm/organization ever filed or petitioned for bankruptcy? (If Yes, furnish details of the case including filing date and current status.). Attach additional sheets, if needed.	Yes____/No _____
7. Has your firm/ any JV partner been penalized for delay in contractual performance in the last 5 years prior to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.	Yes____/No_____
8. Has there been a termination of your contract for non-performance in the last 5 years prior to the month preceding the month of Application	Yes____/No_____

## Part IV – Prequalification Criteria and Requirements

Submission Deadline? If Yes, please describe in detail in a separate sheet, as necessary.	
9. If prequalified and subsequently awarded a contract by the Borrower Government, would your firm be willing (i) to work in accordance with the Borrower country laws and regulations (ii) to submit requisite securities as per contract conditions (iii) to be responsible for the performance of the work executed by your firm (iv) to allow scrutiny of your work, related accounts, documentation by the Borrower/ Bank/ Government of India	Confirm: Yes___/No ____ Yes___/No ____ Yes___/No ____ Yes___/No ____
10. Please confirm that you agree to the provisions of the Government of India guidelines dated March 31, 2022 on IDEAS Lines of Credit and Public Procurement Orders Nos. 1 & 2 dated July 23, 2020 and Public Procurement Order No. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India.	Confirm: Yes___/ No ____

*\* Note: To confirm, print "Yes", else "No"*

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*(Signature)*

*[Name of Authorized Signatory]*

*[Title of Authorized Signatory]*

Date: