

**PREQUALIFICATION OF SUPPLIER
FOR
PROCUREMENT OF 14 NEW HIGH SPEED
GUARD BOATS FOR VIETNAM BORDER
GUARD HIGH COMMAND, GOVERNMENT OF
THE SOCIALIST REPUBLIC OF VIETNAM**

**REFERENCE NO:
GOILOC-348/Vietnam/Supply-28**

Minutes of Pre-PQ Meeting

Project: Procurement of 14 New High Speed Guard Boats for Vietnam Border Guard High Command

Pre-PQ Meeting Date: June 12, 2025

Pre-PQ Meeting:

Exim Bank invited applications for Pre-Qualification of Supplier for Procurement of 14 New High Speed Guard Boats for Vietnam Border Guard High Command, Government of the Socialist Republic of Vietnam (GO-VNM) vide reference. no. GOILOC-348/Vietnam/Supply-28 dated June 05, 2025. In accordance with the conditions outlined in the PQ document, Exim Bank conducted Pre-PQ meeting for the project on June 12, 2025, at 16:00 hours.

Project Brief:

14 High Speed Guard Boats are proposed to be procured by GO-VNM, out of which 06 Boats shall be built in India and 08 Boats shall be built in Vietnam. The scope includes the design, construction, and delivery of six (6) High Speed Guard Boats to the Government of Vietnam and provision of materials and equipment, design, and technical services for shipbuilding of the eight (8) remaining boats in Vietnamese shipyard.

Pre-PQ Meeting Minutes:

The prospective applicants submitted their queries on PQ document via email and also raised additional queries during the meeting. Exim Bank addressed these queries and provided suitable responses during the meeting. List of participants of the Pre-PQ Meeting dated June 12, 2025:

1. Goa Shipyard Limited
2. Garden Reach Shipbuilders & Engineers
3. Ghostworks Marine Private Limited
4. Mazagon Dock Shipbuilders Limited
5. L&T Shipbuilding

The list of queries, along with Exim Bank's response, is at ***Annexure-I***.

Pre-Qualification for selection of Supplier for Procurement of 14 New High Speed Guard Boats for Vietnam Border Guard High Command (VBG) under the LOC of USD 120 million

Pre-PQ Meeting Date: June 12, 2025

The Pre-PQ meeting for Procurement of 14 New High Speed Guard Boats for Vietnam Border Guard High Command was conducted by Exim Bank on June 12, 2025. The list of queries along with the clarifications provided thereof is as under.

It may be noted that in case of discrepancy between the clarifications provided herein and the PQ document, the terms of the PQ document shall prevail. Change in the PQ document, if any, shall be done solely by way of Addendum to the Document. Any clarification provided herein should not be construed as an Amendment / Addendum to the PQ document.

Sr. No.	Clause	Clarification / Modification Sought	Response
1.	<u>Part-I: Scope of Works</u> [B] Scope of Supply Contract	Clarifications regarding Vietnamese Shipyard, List of Equipment, Adequacy of Online Design and production Support, Displacement, Cruising Speed, Material of Hull and Superstructure, Role of Vessel, MCR, Number of crew, Propulsion, Armament, Seakeeping capabilities (Sea State / Survivability), Area of Operations, and Shipwise Delivery Schedule	The details shall be shared during Tendering Stage.

Sr. No.	Clause	Clarification / Modification Sought	Response
2.	<p><u>Part-I: Scope of Works</u></p> <p>[C] Execution Period</p> <p>Delivery Period: 42 months (excluding Defect Liability Period).</p> <p>Warranty Period: Minimum 5 years for operational systems.</p> <p>Defect Liability Period: 24 months (after the Minutes of acceptance is signed in Vietnam).</p> <p>Maintenance Period: 10 years for spare parts supply</p>	<p>a) Request confirm whether warranty period starts right after delivery or after completion of defect liability period.</p> <p>b) Representations were received seeking clarification on the Delivery Period under the Scope of work</p> <p>c) Scope be aligned with the conventions followed by the Indian Navy/Coast Guard, wherein a 12-month warranty is applicable from the date of ship acceptance, and long-term spares support (e.g., 5 to 10 years) is ensured by the OEMs of major equipment and systems.</p> <p>d) It was proposed that the defect liability period be limited to 12 months from the date of acceptance, and that base and depot spares be provided by OEM.</p>	<p>a) Warranty period shall commence after date of acceptance and handover of the high-speed guard boats</p> <p>(b)/(c)/(d) Noted. Changes, if any, shall be shared during tendering stage.</p>

Sr. No.	Clause	Clarification / Modification Sought	Response
3.	<p>Part-II to Instructions to Applicants (ITA) 2.10.1 Bid Capacity Aggregate annual residual value of all ongoing contracts of the Applicant shall not be more than 350% of the highest annual turnover in one of the last five (5) years</p>	<p>Modification: Aggregate annual residual value of all ongoing contract of the applicant shall not more than 500% on the highest annual turnover in one of the last 5 years.</p>	Please be guided by the PQ Document. No change proposed.
4.	<p>Part-II to Instructions to Applicants (ITA) 2.17 Compliance with IDEAS and Public Procurement Order The Applicant (including each member of JV, as applicable) shall adhere to the applicable guidelines, including the IDEAS Guidelines, inter alia including the requirement of meeting minimum 75% Indian Content in the contract awarded, in accordance with the IDEAS Guidelines or such other condition as may be stipulated during the Bidding Process.</p>	<p>IC content of 75% is too high considering the main engines which is a major cost element coming from sources outside India (High Speed Engines). As per GoI guidelines, request consider relaxation of 10% value and make the IC content to be 65%.</p>	Please be guided by the PQ Document. No change proposed.

Sr. No.	Clause	Clarification / Modification Sought	Response
5.	<p>Part-II to Instructions to Applicants (ITA)</p> <p>SECTION-5</p> <p>OTHER CONDITIONS 5.8</p> <p>In further pursuance of this policy, the Applicant shall permit and shall cause its agents (whether declared or not), Sub-contractors, sub-consultants, service providers, or suppliers and any personnel thereof, to permit Exim Bank / Government of India to inspect all accounts, records and other documents relating to any prequalification process, Bid submission, and contract performance (in the case of award), and to have them audited by auditors appointed by Exim Bank.</p>	<p>Agents, subcontractors, consultants, service providers etc. are separate legal entities providing certain services / goods to the Bidder and not the subsidiaries of the Applicant. Further, they could be located in different countries across the globe and even Govt agencies may not have jurisdiction over them to enforce this clause. Hence, the Applicant may not be in a position to compel or legally bind them to have all their accounts, records and related documents examined by either the Exim Bank or Government of India.</p> <p>View above, it is proposed that this clause may be deleted.</p>	<p>Please be guided by the PQ Document. No change proposed.</p>
6.	<p><u>Part III – AITA</u></p> <p>1.2.5 Processing Fee</p>	<p>An invoice for the processing fee is required to facilitate settlement for accounting compliance.</p>	<p>GST Invoice for the Processing fee shall be shared with the applicants.</p>

Sr. No.	Clause	Clarification / Modification Sought	Response
7.	<p><u>Part III – AITA</u></p> <p>2.11.1 Sector for General Experience</p> <p>Experience in design, construction and delivery of Patrol Vessels/High speed Patrol Vessels / Offshore Patrol Vessel (OPV), manufactured in the Applicant's own facilities, in India.</p>	<p>a) Understand that only the ships designed "in-house" by the Applicant will be considered for the General Experience.</p> <p>b) Include experience of construction of larger ships viz. frigates and destroyers from April 2018.</p>	<p>a) As per the Pre-Qualification Document, requirement of only manufacturing in its own facility is prescribed.</p> <p>b) Please be guided by the PQ Document. No change proposed.</p>
8.	<p><u>Part III – AITA</u></p> <p>2.12.1 (a) Specific Experience</p> <p>At least 11 vessels under Similar Contracts: Similar Contracts shall mean: Design, Construction and Delivery of Patrol Vessels/High speed Patrol Vessels /Offshore Patrol Vessel (OPV) and minimum length of 35 meters, which is manufactured by Applicant.</p>	<p>a) Understand that only the ships designed "in-house" by the Applicant will be considered for the Specific Experience.</p> <p>b) Modification may be considered as under: "11 Patrol Crafts/ OPVS/FPVs/naval vessels/ Landing craft/Survey vessel/Vessels L>35m from 1st April 2018 till submission of Application."</p>	<p>a) As per the Pre-Qualification Document, requirement of only manufacturing in its own facility is prescribed.</p> <p>b) Necessary changes are being notified through an addendum.</p>

Sr. No.	Clause	Clarification / Modification Sought	Response
		c) Modification may be considered as under: “At least 3 vessels under similar contracts. Similar contracts shall mean: Design, construction and delivery of Frigates/ Destroyers, which is manufactured by the applicant”	c) Necessary changes are being notified through an addendum.
9.	<u>Part III – AITA</u> 2.15 Additional Requirements A. At least a subcontract to be awarded to a Vietnamese contractor for logistical support, servicing, maintenance, commissioning, or any other services, without breaching the Indian content requirement under clause 2.17 ITA, and within the Sub-contracting threshold prescribed in the Tender document.	No threshold found in tender documents. May please indicate	The details shall be shared during Tendering Stage.
