

**ELECTRONICS CORPORATION OF INDIA LIMITED  
STRATEGIC ELECTRONICS DIVISION (SED)  
HYDERABAD-500062, INDIA**

**Request for Expression of Interest (EOI) for Project Battlefield Management System (BMS)**

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**REF: ECIL/SED/EOI/ Project BMS**

**DATED: 13.01.2014**

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**1. PREAMBLE:**

**ECIL:**

ECIL, A Public Sector Undertaking (PSU), fully owned by Government of India, established in 1967 to create a strong indigenous base in Electronics Industry. Since then, it has played a pioneering role in spurring the growth of electronics industry in India. Over the years, ECIL has evolved into a multi product, multi disciplinary organization. The current focus is on increasing contributions to Atomic Energy, Space, IT, Defense Space, Electronic Security Applications, Communications & Networks, e-Governance Applications and Exports. The Company has experienced human resource pool of around 5000 Engineers / Technicians and the current turnover is around Rs.1800 Crores.

ECIL is an Electronics Equipment Manufacturer and also a solution provider for a number of prestigious projects for different Government departments. ECIL is having Head Office & Manufacturing plant at Hyderabad, 6 Regional Maintenance Centers and 84 Service Centers round the Country for supply, Installation, Commissioning and Maintenance.

**About BMS project:**

BMS in the Army is expected to address the requirement of an automated operational Information System at the levels of unit HQ and below. The system should provide functionalities similar to Tactical Command, Control, Communication (Tac C3I Sys), at the lower level of hierarchy albeit at a smaller scale. Integration of sensors and weapon platforms and decision tools will be essential functionality to realize the aim of providing enhanced situational awareness and a Common Tactical picture to elements operating in the Tactical Battle Area.

**2. EXPRESSION OF INTEREST (EOI):**

ECIL invites EXPRESSION OF INTEREST (EOI) from Technology partners /OEMs for the development of Project Battlefield Management System (BMS) subsystems /modules. Battlefield Management System, herein referred to as “**Project**” is being configured/designed/developed in ECIL, as per the make

program of Defence Procurement Procedure (DPP) issued by the Ministry of Defence, Government of India to suit Indian Army requirements. The Project development includes Design, Development, Integration, Production of systems / sub systems with continued upgrades and maintenance during the life cycle of the Project. The current EOI is invited to select consortium partners/technology partners/OEM and work towards submission of “response to EOI” and subsequently execute the customer project “BMS” upon award of contract to M/S ECIL and its consortium partners.

1. Companies / Technology providers interested to associate with ECIL for the development of the **Project** shall have specialization and experience in one or more of the following areas (modules, components / Subsystems / Systems etc) of the **Project**.

- a) Compact computing devices to include mother boards, BIOS design, physical interface ports, input devices, output devices and navigation solution.
- b) Geographical Information System
- c) Open source technologies (OS, RDBMS , GIS)
- d) Power Sources for handheld and mountable communication and non-communication systems
- e) Standards and protocols for information handling to include data dissemination format, symbology and spatial data model structure.

2. The companies interested to associate with ECIL for the development of **Project** shall provide compliance to all the clauses of this EOI and shall agree to provide compliance to terms and conditions stipulated by the Indian Army in their EOI issued to ECIL. As the **Project** is sensitive in nature, any further information on the **Project** will be shared with the interested companies strictly on need to know basis only upon signing a Non-Disclosure Agreement (NDA) with ECIL.

3. The companies shall have experience in supply and installation of BMS system components in India / abroad. The details of the projects executed by the company shall be given in the EOI response.

4. The Companies should not have been blacklisted by any Government Department / Govt. PSU in India in the last three years or barred from participating in government projects due to security reasons.

## **2.1 Eligibility Criterion for consortium Members**

1. Companies having products/ solutions, willing to meet the EOI requirement of ‘MAKE’ India of DPP 2011 and collaboration with ECIL on long term basis. In addition, such companies shall also possess a license /LOI for manufacture/development of defence products.
2. Companies registered for minimum five years
3. Companies with FDI not exceeding 26% excluding FII.
4. Companies with profitable financial record showing profits in at least three years of the last five years.

5. Companies with units/divisions with established Quality Control system meeting quality certifications and standards, viz., ISO and CMMi Level 5 for software development

### 3. NON DISCLOSURE AGREEMENT (NDA):

NDA shall be signed with ECIL as per the format provided.

### 4. EVALUATION CRITERIA:

1. The competence in design of key technologies mentioned above (either one or more) would be evaluated.
2. Capability demonstration/ simulation in the core areas of technologies which constitute BMS on NCNC basis
3. Technical specifications to meet end user requirement of BMS program.
4. Willingness to invest on product and technology thereby working towards winning BMS program
5. Acceptance to all commercial terms including payment on back to back basis
6. The respondent would be subject to disqualification if they make false or incorrect or misleading claims in their response to this Eol.

### 5. TERMS AND CONDITIONS:

1. **Authorized Signatory:** All certificates and documents received as part of the offer shall be signed by the Authorized Representative (not mandatory for technical manuals). The power or authorization, or any other document consisting of adequate proof of the ability of the signatory to bind the Company shall be submitted when demanded by ECIL. The compliance to the EOI clauses shall be signed by an authorized person of the Company.
2. **Cost of Eol:** The Companies shall bear all costs associated with the preparation and submission of offer against this Eol, including cost of presentation for the purposes of clarification of the offer,
3. **Amendment of Eol:** At any time prior to the last date for receipt of offers, ECIL may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective companies, modify the Eol document by an amendment. In order to provide prospective companies reasonable time to take the amendment into account in preparing the offer, ECIL may, at its discretion, extend the last date for the receipt of offers and/or make other changes in the requirements set out in the Invitation for Eol.
4. **Accessibility of EOI Document:** Complete Eol document with terms and conditions is provided in the following websites for **participation from 17-01-2014 16:00 Hrs onwards.**
  - (i) <http://www.ecil.co.in>
  - (ii) <http://tenders.gov.in>

Interested Companies are requested to send their proposals in sealed envelope super scribing the envelope as "Expression of Interest (Eol) for selection of OEM partners for the development of Battlefield Management System (BMS)" on or before 07-02-2014 to the address provided.

In case the offer is submitted as soft copy, the same can be sent through E-mail in a file with password protection and the password shall be sent to us separately after our request only.

Also, one set of hard copy shall be sent within 7 days from the Eol due date.

The offers have to contain the following information:

- a. The area(s) of specialization (from the list mentioned above) for which the company would like to partner with ECIL
- b. Technical Details of the above said area of specialization and also the applicable BMS Subsystems.
- c. Clause by clause compliance to the clauses of this Eol including annexure

#### **5. General Conditions**

- a) All the terms & conditions of the "ECIL customer's EOI " have to be complied in back to back basis in totality.
- b) The short listed Bidders shall give a Technical Presentation and demonstration of their product for technical evaluation at ECIL at his own cost.
- c) ECIL shall have the right to accept / reject any/ all of the EOIs without assigning any reason at its own discretion.
- d) ECIL shall have the right to cancel/ re-float the EOI at its discretion.

#### **6. Documentation/information to be submitted as part of response to EOI.**

1. Comprehensive details of registration/ Incorporation of the company
2. The complete address of the registered office of the company
3. Documents Submitted to the RoC for Last Five Consecutive Years:-
  - (a) Annual Return with attachments
  - (b) Balance Sheet with attachments
  - (c) Profit and Loss Account with attachments
4. Auditor Certified Data of Company for last 5 years
  - a. Foreign Holding in the Company including Foreign Institutional Investments, Foreign Venture Capitalist Investments, Foreign Direct Investments and Shares held by Foreigners.
  - b. Tangible Assets of the company including Production and R & D facilities.
  - c. Annual Turnover.
  - d. R & D Expenditure by the company in general and with respect to support proposed for *project*.
  - e. Cash flow Statement to show Cash profit earned (Cash Income minus Expenditure) by the Company in general and with respect to support proposed for *project*.

- f. Debt to Equity Ratio. Ownership pattern and Shares Holdings Pattern of the company.
  - g. Income Tax Return filed for last five years and latest valid Income Tax Clearance Certificate (TCC) with details of turnover.
  - h. Credit Rating Certificate.
  - i. ISO Certification Document.
  - j. Patent/IPR Certificate (if any)
5. Details of International standards acquired like CMM Software Certification, with validity and Certification Agency.
  6. Acceptance of ALL Terms and Conditions given in this EoI, or the complete lifetime of the *Project*.
  7. Technical Specifications of the Equipments Proposed to be used in the *project*.

## 7. DELIVERABLES:

The Bidder shall comply to adhere to deliverables along with their relevant documentation. The bidder should submit

1. Compliance statement for all the terms of this EOI.
2. Draft of the Proposed MOU between ECIL and the supplier, after short listing the bidder.

## 8. CONTACT ADDRESS:

Interested Parties may please submit their EOI to the following address latest by 07-02-2014. Any Clarifications or queries on EOI may be obtained before 31-01-2014.

**Senior Deputy General Manager (Marketing)**  
**Strategic Electronics Division**  
**Electronics Corporation Of India Limited.**  
**Hyderabad - 500062**  
**Phone: +91 40 27182781**  
**Fax: +91 40 27122561**  
**Mail; [sedmktg@ecil.co.in](mailto:sedmktg@ecil.co.in),**

## 9. DISCLAIMER:

The contents of the file are confidential and intended for the use of the individual or entity to which they are meant for. Any unauthorized copying or distribution is strictly prohibited. If you receive this transmission by error, please notify the sender by email address and then destroy the message. Opinions, conclusions and other information in this file that do not relate to official business of ECIL shall be understood to be neither given nor endorsed by ECIL.

Whilst ECIL takes steps to prevent the transmission of viruses along with the files, we cannot guaranty that any file is free from computer viruses and you are strongly advised to undertake your own antivirus precautions.

## **10. Validity**

**Period of Validity of offers:** The offer shall remain valid for a period of at least 210 days from the due date of offer submission. Offers valid for a shorter period shall be rejected.

**11. Late offer:** Any offer received after the prescribed timeline shall be rejected and shall be returned unopened to the Companies.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks (if any)</u>
<b>Hardware(Total VCV of para 1to6 should amount to 100% of the total Hardware of the BMS)</b>				
1	Item/components/assemblies/modules designed and manufactured indigenously by the computer and complete IPR is vested with the company.	NA	Percentage of total cost of proposed BMS	List to be attached
2	Item/components/assemblies/modules designed indigenously but fabricated abroad how ever the complete IPR is vested with the company.	NA	Percentage of total cost of proposed BMS	List to be attached
3	Item/components/assemblies/modules manufactured indigenously after transfer of technology with foreign technology partner and transfer of complete IPR.	NA	Percentage of total cost of proposed BMS	List to be attached. The items mentioned in the list should be unambiguously mentioned in the MOU signed with technology partner along with the status of IPR of each item.
4	Item/components/assemblies/modules manufactured indigenously after transfer of technology with foreign technology partner with limited IPR.	NA	Percentage of total cost of proposed BMS.	List of components to be attached The items mentioned in the list should be unambiguously mentioned in the MOU signed with technology partner along with the status of IPR of each item.
5	Item/components/assemblies/modules designed and manufactured indigenously bought out from indigenous source without transfer of IPR.	NA	Percentage of total cost of proposed BMS.	

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks (if any)</u>
6	Item/components/assemblies/modules manufactured abroad and being integrated indigenously without transfer of IPR.	NA	Percentage of total cost of proposed BMS.	
<b><u>Software (dose not include application Software and Security Solution)</u></b>				
7	Geospatial information System	NA	Brief in approximately 1000 words to specify the development of GIS in terms of indigenous/COTS/MOTS to include the level of customization, ownership of IPR and maturity interms of eco system to support it.	Adequate clanty would be established in the brief on following issues. <ul style="list-style-type: none"> <li>▪ Whether fresh development /COTS/MOTS.</li> <li>▪ Customization (if any).</li> <li>▪ IPR status</li> </ul>
8	Operating System	NA	Brief in approximately 750 words to specify the choice of OS in terms of indigenous/COTS/open source to include the level of customization, ownership of IPR and technical collaboration (if any).	Adequate clanty would be established in the brief on following issues. <ul style="list-style-type: none"> <li>▪ Whether fresh development /COTS/open source</li> <li>▪ Technical collaboration (if any).</li> <li>▪ Customization (if any).</li> <li>▪ IPR issues</li> </ul>
9	Database Management System	NA	do	Do



<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks (if any)</u>
<b><u>Indigenous Technological Capabilities.</u></b>				
10	Communication	(a)Antennae design. (b)Microprocess or design (ASIC/FPGA design).	Brief in approximately 750 words to specify the development of these technologies in terms of fresh development/ToT/customization to include the level of customization, ownership of IPR and technical collaboration.	Adequate clarity would be established in the brief on following issues. <ul style="list-style-type: none"> <li>Whether fresh development /COTS/open source</li> </ul>
		(c)Board Design/ SoC. (d)Power amplifier. (e)Power source.		<ul style="list-style-type: none"> <li>Technical collaboration (if any).</li> <li>Customization (if any).</li> <li>IPR issues</li> </ul>
11	Non Communication	(a)Mother board design. (b)BIOS. (c)Power Solution.	do	do
12	Standards and Protocols	(a)Communication waveforms.	Brief in approximately 750 words to specify the development of these technologies in terms of fresh development/ToT/customization to include the level of customization, ownership of IPR and technical collaboration.	The MOU with technology partner (if any) submitted must clearly highlight the issues submitted in VCV

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks (if any)</u>
	Software	(b)Data dissemination model and format.	Brief (in approximately 500 words) about the methodaology proposed to be adopted to develop specifically covering following aspects:- ❖ Whether the existing standards are being used/ modified and the interoperability with Indian/ International/ open standards. ❖ IPR issues. How the solution offered would enable efficient utilization and facilitate interoperability. ❖ Compatilbility issues. ❖ Future upgrades. ❖ Unique features (in any).	
		(c) Military Symbology.	Brief (in approximately 500 words) about the methodaology proposed to be adopted to develop specifically covering following aspects:- ❖ Whether the existing standards are being used/ modified. ❖ Methodology to address point symbols and	

			tactical graphics. ❖ Methodology to assign attributes. ❖ Symbol encoding. ❖ Unique features(if any).	
<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks (if any)</u>
	GIS	(d) Spatial Data Model Structure (SDMS) for digital vector maps.	Brief (in approximately 500 words) about the methodology proposed to be adopted to develop specifically covering following aspects:- ❖ Whether the existing standards are being used/ modified. ❖ Level of details being proposed. ❖ Spatial data products considered. ❖ Attributes considered. ❖ Vector data dissemination formats considered.	
		(e) Interface protocols.	❖ Brief (in approximately 500 words) about the methodology proposed to be adopted to develop interface protocols, APIs, device drivers etc required for BMS and	

			<p>equipment that is to be integrated.</p> <p>The details to include:-</p> <ul style="list-style-type: none"> <li>❖ Whether any existing standards are being used/ modified.</li> <li>❖ Compatibility with existing standard protocols.</li> </ul> <p>Impact on future upgrades if any.</p>	
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### **RESEARCH AND DEVELOPMENT EVALUATION CRITERIA**

<b><u>SNO</u></b>	<b><u>Parameters</u></b>	<b><u>Sub Sets</u></b>	<b>Remarks</b>	
			<b><u>Company</u></b>	
1	Amount expended on R & D in last five years in the field of ICT.	(a) Capital	In Rs for each of the years.	Relevant documents (Annual Reports/Director's Report) to be submitted.
		(b) Recurring.	In Rs for each of the years	
		(c)% of the total income	In % for each of the years	
2	Amount already expended for development of critical technologies that may be used for BMS (R&D only) in last three years.	NA	In Rs for each of the years	Company/consortium is required to submit audited document to support the claim.
3	Likely R& D allocation for BMC for next five years excluding the cost of project.	NA	In Rs based on the current cost.	The information submitted is liable to be included as a part of the contract.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Remarks</u>	
			<u>Company</u>	
4	Details of design models and specialized testing/ simulation facilities both existing and proposed.	NA	List with explanation	The information submitted is liable to be included as a part of the contract.
5	Details of tie ups with government labs for design and development and testing.	NA	List with explanation	Relevant documents to be submitted.
7	Existing Infrastructure for design and development of BMS		List with explanation	

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Remarks</u>	
			<u>Company</u>	
8	Planned infrastructure for design and development of BMS	NA	List with explanation	do
9	Details for software testing facilities both existing and proposed	NA	List with explanation	do
10	Details of communication simulation facilities both existing and proposed.	NA	List with explanation	do

<b><u>SNO</u></b>	<b><u>Parameters</u></b>	<b><u>Sub Sets</u></b>	<b><u>Remarks</u></b>	
			<b><u>Company</u></b>	
11	Patents	(a) Total Numbers	List with explanation	Must explicitly state whether patented/patent applied for/technology under development. Requisite document to be submitted to support the claim.
		(b) Patents in the field of ICT	List with explanation	do
		(c) Patents in ICT translated into products.	List with explanation	do
		(d) Patents proposed to be utilized into project BMS	List with explanation	do

<b><u>SNO</u></b>	<b><u>Parameters</u></b>	<b><u>Sub Sets</u></b>	<b><u>Remarks</u></b>	
			<b><u>Company</u></b>	
12	Details of technical manpower specifically earmarked for design and development of BMS.	List with explanation	List with explanation	The information submitted is liable to be included as a part of the contract.



### **TECHNICAL CAPABILITY EVALUATION CRITERIA**

<b><u>SNo</u></b>	<b><u>Parameter</u></b>	<b><u>Sub sets</u></b>	<b><u>Vendor claimed Value(VCV)</u></b>	<b><u>Remarks</u></b>
<b><u>Technical Capabilities Of The Company</u></b>				
1.	Details of ICT projects(less military) successfully implemented in India.	(a) Government projects	Details of each project to include following:- <ul style="list-style-type: none"> <li>• Project name</li> <li>• Project type</li> <li>• Client details</li> <li>• Cost of the contract (As mentioned in the contract).</li> </ul>	Consolidate response of consortium to be submitted. Copy of supply order and user feedback to be attached
		(b) Other projects.	_do_	_do_
		(c) Whether obtained through open bidding or as a single vendor without bidding process.	_do_	_do_
		(d) Timeframe for implementation of the project from development to delivery and extensions to PDC if any.	Details of each project to include the following:- <ul style="list-style-type: none"> <li>• Project name.</li> <li>• PDC.</li> <li>• Actual date of delivery.</li> <li>• Any LD clause invoked.</li> <li>• Present status.</li> </ul>	Consolidated response of consortium to be submitted. Copy of supply order and user feedback to be attached.

<u>SNo</u>	<u>Parameter</u>	<u>Sub sets</u>	<u>Vendor claimed Value(VCV)</u>	<u>Remarks</u>
2.	Details of ICT projects(less military) successfully implemented in India.	(a) Government projects	Details of each project to include following:- <ul style="list-style-type: none"> <li>• Project name</li> <li>• Project type</li> <li>• Client details</li> <li>• Company to whom the contract was awarded.</li> <li>• Cost of the contract(As mentioned in the contract).</li> </ul>	Consolidated response of consortium to be submitted Copy of supply order and user feedback to be attached
		(b) Other projects.	_do_	_do_
		(c) Timeframe for implementation of the project from development to delivery and extensions to PDC if any.	Details of each project to include following:- <ul style="list-style-type: none"> <li>• Project name.</li> <li>• PDC.</li> <li>• Actual date of delivery.</li> <li>• Any LD clause invoked.</li> <li>• Present status.</li> </ul>	Consolidate response of consortium to be submitted. Copy of supply order and user feedback to be attached.
3.	Details of projects implemented	(a) Nature of project.	Details of each to include the following:- <ul style="list-style-type: none"> <li>• Project name.</li> <li>• Nature of project. (Whether ICT,munitions,surveillance equipment,vehicle,clothing&amp;equipmente tc).</li> </ul>	Consolidate response of consortium to be submitted. Following projects should be clearly identified:- ICT system projects. ICT project less system.
		(b)Whether obtained through open bidding or as a single vendor without bidding process.	Details of each project to include following:-	Consolidate response of consortium to be submitted. Copy of supply order and user

<b><u>SNo</u></b>	<b><u>Parameter</u></b>	<b><u>Sub sets</u></b>	<b><u>Vendor claimed Value(VCV)</u></b>	<b><u>feedback to be attached.</u></b>
			<ul style="list-style-type: none"> <li>• Project name</li> <li>• Project type</li> <li>• Client details</li> <li>• Company to whom the contract was awarded.</li> </ul>	
		(c ) Cost of contract.	In Rs	Cost of the projects mentioned in para 3(a) as per the supply order.
		(d)Project implementation details.	Details of each project to include following:-	
			<ul style="list-style-type: none"> <li>• Project name.</li> <li>• PDC.</li> <li>• Actual date of delivery.</li> <li>• Any LD clause invoked.</li> <li>• Present status.</li> <li>• Certificate regarding successful project implementation.</li> </ul>	Consolidate response of consortium to be submitted. Copy of supply order and user feedback to be attached.
		(e) Agency for which project executed	Details of each project to state:- <ul style="list-style-type: none"> <li>• Project name.</li> <li>• Client details.</li> <li>• End user.</li> </ul>	The response should clearly Establish whether the project was executed for services,PMF,CPO, DPSUs/PSUs or DRDO.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
4.	Details of projects implemented for military usage outside India during last years.	(a) Nature of projects.	Details of each project to include the following:- <ul style="list-style-type: none"> <li>• Project Name.</li> <li>• Nature of project. (Whether ICT, munitions, surveillance equipment, vehicle etc).</li> </ul>	Considered response of consortium to be submitted. Following projects should be clearly identified:- <ul style="list-style-type: none"> <li>• ICT system projects.</li> <li>• ICT projects less system.</li> </ul>
		(b) Cost of contract.	In Rs.	Cost of the projects mentioned in para 3 (a) as per the supply order.
		(c) Project implementation details.	Details of each project to include the following:- <ul style="list-style-type: none"> <li>• Project Name.</li> <li>• PDC.</li> <li>• Actual date of delivery.</li> <li>• Any LD clause invoked.</li> <li>• Present status.</li> <li>• Certificate regarding successful project implementation.</li> </ul>	Consolidated response of consortium to be submitted. <b>Copy of contract and user feedback to be attached.</b>
		(d) Agency for which project executed.	Details of each project to state:- <ul style="list-style-type: none"> <li>• Project name.</li> <li>• Client details.</li> <li>• End user.</li> </ul>	The response should clearly establish whether the project was executed for services, PMF, CPO, DPSUs/ PSUs or DRDO.

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5.	Risk management	-	<p>Brief in about 5000 words explaining the following:-</p> <ul style="list-style-type: none"> <li>• The perceived risks associated in project implementation. (2000 words)</li> <li>• Proposal for mitigating the perceived risks. (1000 words)</li> <li>• Proposed exit criteria and modalities of enforcing the same. (2000 words)</li> </ul>	<p>Does not include the following issues:-</p> <ul style="list-style-type: none"> <li>• Force Majeure.</li> <li>• Exchange rate variation.</li> </ul>
<b><u>Technical Parameters of the Proposed Solution</u></b>				
6.	General Aspects.	(a) Board Architecture.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>• The DAs understanding of the concept of employment of BMS in complete spectrum of operations.</li> <li>• DAs understanding of the requirement to integrate sensors and shooters.</li> <li>• Likely points of failure in the architecture.</li> <li>• Pre-requisites for fully operational system- step/conditions which needs to be fulfilled before optimum exploitation.</li> <li>• Type of communication technology that can support information exchange requirement of BMS.</li> </ul>	In approximately 750 words.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
			<ul style="list-style-type: none"> <li>Approach for integration with other Operational Information System/ Tac C3I system.</li> <li>Additional manpower required to man the network. (in any)</li> </ul>	
		(b) Approach to meet user functionalities.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>Approach to provide Situational Awareness information to include attributes for each entity.</li> <li>Methodology of handling and exploitation of geo spatial data.</li> <li>Methodology of handling, processing and display of Positional Location Information including military symbology.</li> <li>Approach of input, handling, processing and display of observed en information including track mgt.</li> <li>Concept of generating threat alerts based on environment data and observed threats.</li> <li>Planning tools being offered.</li> <li>Concept of generating Command and Control instruction.</li> </ul> <p>Type of decision support required in BMS at various levels of hierarchy.</p>	

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
		(c) Proposed system components.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>• The various equipment and configurations being offered.</li> <li>• Redundancies in terms of type and numbers at each level.</li> <li>• Extent of standardization of equipment.</li> <li>• Number of separate pieces of equipment to be carried by various entities and the methodology to connect them.</li> <li>•</li> </ul>	In approximately 750 words.
7.	Communication	(a) Communication and network technology.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>• Concept of communication solution with stress on the spectrum mgt in an intense EW.</li> <li>• Environment including frequency reuse.</li> <li>• Proposed network solution to establish self forming mobile network to include number of entities that can be supported with latencies and architecture (Client-Server, Peer to Peer or Hybrid).</li> <li>• Requirement of SATCOM including type and frequency band.</li> </ul>	In approximately 750 words.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
			<ul style="list-style-type: none"> <li>Proposed methodology for optimizing the net data rates available for usage.</li> <li>Proposed methodology for management of frequent topology changes.</li> <li>Total bandwidth being proposed in each configuration including overheads and channel space required for the same.</li> <li>Total spectrum required to sustain the network in each frequency band.</li> <li>Network security solution being offered to include authentication methodology.</li> <li>Result of any simulation carried out to assess info flow in proposed architecture.</li> </ul>	
		(b) Communication Hardware.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>Infrastructure required (base stations, servers, switches etc).</li> <li>Different configuration of data radios being proposed.</li> <li>Power output and range for each configuration.</li> <li>SWaP details for each configuration.</li> <li>Configuration for SATCOM devices and Swap details.</li> </ul>	In approximately 750 words.



<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
8.	Non Communication	(a) Computing device.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>• Different configuration/ form factors being offered.</li> <li>• SWaP details of each.</li> <li>• Level of ruggedness being proposed for each configuration.</li> <li>• Security features to include methodology for assess cont, isolation of data and application, dealing with malware, remote destruction etc.</li> <li>• Type and number of interface ports to include any breakout box/ proprietary ports being offered.</li> <li>• Any communality of components proposed with communication hardware.</li> <li>• Unique features (in any).</li> </ul>	In approximately 750 words.
		(b) Navigation solution.	<p>Following information would be submitted as part of the response:-</p> <ul style="list-style-type: none"> <li>• Primary GNSS constellation offered.</li> <li>• Whether based on one or more than one constellations.</li> <li>• Alternate means of navigation when GNSS signals are not available.</li> <li>• Whether the equipment in separate or integrated with other equipments.</li> <li>• Proposed accuracy of position information.</li> </ul>	In approximately 750 words.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
			<ul style="list-style-type: none"> <li>Time taken to get a satellite fix (cold start).</li> </ul>	
		(c) Power Management System	<p>Following information would be submitted as part of the response:-</p> <p><b><u>Batteries.</u></b></p> <ul style="list-style-type: none"> <li>❖ Types of batteries being offered for different equipment/ configuration.</li> <li>❖ Endurance of one battery in various usage scenarios.</li> <li>❖ Wt and dimension of batteries.</li> <li>❖ Whether a centralized power pack for all system or separate for each component with reasons.</li> </ul> <p><b><u>Battery Charging.</u></b></p> <ul style="list-style-type: none"> <li>❖ Solution being offered.</li> <li>❖ Associated noise level.</li> <li>❖ Numbers of battery/ devices that can be charged simultaneously.</li> <li>❖ SWaP details.</li> </ul>	In approximately 750 words.
9.	Security Solution	-NA-	An understanding to certify that complete security solution would be developed indigenously as per Govt of India guidelines would be furnished as part of the response to EoI.	
10.	Retro-fitment	-NA-	Brief on proposed methodology for retro-fitment of the system in platform to include following:-	Approximately 2000 words.

<u>SNO</u>	<u>Parameters</u>	<u>Sub Sets</u>	<u>Vendor Claimed Value (VCV)</u>	<u>Remarks</u>
			<ul style="list-style-type: none"> <li>Methodology proposed to integrate on board systems and sensors.</li> <li>Whether in situ or at specialized facility.</li> <li>Special requirements (if any).</li> </ul>	
11.	Production and support	-NA-	Following information would be submitted in the response:- <ul style="list-style-type: none"> <li>Details of the proposed facilities being created for BMS.</li> <li>Any existing facility proposed to be used for production/ manufacture of BMS components.</li> <li>Proposed lab tests.</li> </ul>	Approximately 2000 words.

**Note: Compliance for Communication related devices and protocols need not be given against this EoI.**

**A separate EoI is floated for communication related requirements.**

## NON-DISCLOSURE AGREEMENT

**THIS AGREEMENT** is made on                      day of                      2014

Between

ELECTRONICS CORPORATION OF INDIA LIMITED, a Government of India Enterprise, duly incorporated under Companies Act, 1956, having its registered office at ECIL Post, Hyderabad-500 062. A.P. (India), hereinafter referred to as “ECIL”, unless repugnant to the context and meaning thereof, mean and include its successors and permitted assigns, of the one part.

And

**<Name of the Bidder>**

company duly incorporated under ....., having its registered office at .....  
(hereinafter called BIDDER), unless repugnant to the context and meaning thereof, mean and include its  
successors and permitted assigns, of the other part.

ECIL and BIDDER shall hereinafter collectively be referred to as "Parties".

**WHEREAS:**

- (a) ECIL is an Electronics Equipment Manufacturer and also a solution provider for a number of prestigious projects for different Government departments. ECIL is having Head Office / manufacturing plant at Hyderabad, 6 Regional Maintenance Centers and 84 Service Centers round the Country for supporting Installation, Commissioning and Maintenance.

Whereas BIDDER approached ECIL for taking up the Project for Development of prototype for Project “Battlefield Management System” as per the EOI published in ECIL’s Web site.

- (b) Whereas ECIL intends to enter into a separate Agreement with the Successful BIDDER subsequently.
- (c) For the purpose of the Agreement, it may become desirable or necessary for the Parties to disclose to each other Confidential Information (as defined below).
- (d) To facilitate the above, the Parties have agreed to enter into this Non- Disclosure Agreement and be bound by the terms and conditions hereinafter set forth governing the disclosure, use and protection of the Confidential Information.

**NOW THEREFORE THIS AGREEMENT WITNESSETH** that for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

1. "Confidential Information" shall mean all discussions, negotiations, information, written, oral, pictorial or in other tangible or machine readable form and is or which in the future may be identified by the disclosing Party as proprietary, confidential or secret and disclosed by it to the receiving Party. The disclosing Party shall clearly identify such Confidential Information when disclosing it to the receiving Party by marking or indicating it as "Confidential Information". The disclosing Party shall reduce to writing any Confidential Information that is disclosed orally and send it to the receiving Party within thirty (30) days of the oral disclosure. The receiving Party pending receipt of such written Confidential Information shall treat it as Confidential Information and subject to the terms of this Agreement.
2. The receiving Party of Confidential Information agrees and undertakes to the disclosing Party that at all times:
  - (a) it shall hold in trust and strictest confidence and keep strictly secret, the Confidential Information;
  - (b) it shall not use the Confidential Information for any purpose other than the purpose for which the Parties are exchanging the Information.
  - (c) it shall disclose the Confidential Information only to its employees having a need to know and solely for the purpose of the execution of the Agreement. It shall maintain a written Agreement with each of its employees to whom the Confidential Information is disclosed to keep strictly confidential and secret the Confidential Information received. The receiving Party acknowledges that the said written Agreement entered into between it and its employees would not discharge the receiving Party from its confidentiality obligations under this Agreement;
  - (d) it shall take all steps to prevent or be involved in any way in, any reproduction, duplication and/or copying of the Confidential Information, or in the development, supply, manufacture or sales of any products or solutions incorporating the Confidential Information, without the prior written consent of the disclosing Party;
  - (e) it shall keep and take all steps to procure that, where it is required by the disclosing Party, all Confidential Information is, segregated at all times from the information of any third party, kept in secured storage area [or in areas having restricted access within the receiving Party's control] and not lost or disclosed or used by any unauthorized person(s);

- (f) it shall surrender and return all or any of the Confidential Information and any notes, memoranda or the like, including any copies thereof incorporating the Confidential Information to the disclosing Party upon written request by the disclosing Party or upon discontinuance or completion of the execution of the Agreement.
- (g) it shall not make or publish any news release or make any announcements or denial or confirmation in any medium concerning this Agreement or the Agreement (s) going to be signed in any manner nor advertise or publish the same in any medium without the prior written consent of the disclosing Party; and
- (h) it shall promptly notify the disclosing Party of any Confidential Information which has been lost or disclosed or used by any unauthorized person(s).

3. The receiving Party shall not be liable for disclosure or use of the Confidential Information in the event and to the extent that such Confidential Information:

- (a) is or becomes available to the public domain without breach of this Agreement by the receiving Party; or
- (b) was already known to the receiving Party at the time of disclosure; or
- (c) is disclosed with the written approval of the disclosing Party; or
- (d) becomes known to the receiving Party from a third party without any breach of confidentiality by such third party and the receiving Party is free of any obligation or restrictions to maintain such information in confidence imposed by such third party; or
- (e) is required to be disclosed pursuant to any court order or directive by governmental agencies provided that the receiving Party shall notify the disclosing Party in advance prior to disclosure.

4. The exchange of Confidential Information between the Parties does not constitute or imply any offer by one Party to the other to enter into any commitments whatsoever or any legally binding Agreement between the Parties. Nothing in this Agreement shall be construed as granting of any rights, by License or otherwise, to the Confidential Information of the disclosing Party or any rights to make commitments of any kind for and on behalf of the other Party.

5. If any provision of this Agreement is invalid or illegal, then such provision shall be automatically adjusted to conform to the requirements for validity or legality and as so adjusted, shall be deemed a provision of this Agreement as though originally included. If the provision invalidated is of such a nature that it cannot be so adjusted, the provision shall be deemed deleted from this Agreement as though the provision had never been included, in either case, the remaining provisions of this Agreement shall remain in full force and effect.

6. Any notice given hereunder shall be in writing and shall be hand delivered or sent by post or telefax to the address set out below and any notice shall be deemed to be given if hand delivered at the time of delivery, if sent by post at the date of mailing and if sent by telefax the date the machine confirmation of the transmission of the said telefax is received.

**ECIL** : Electronics Corporation of India Ltd  
Address : Strategic Electronics Division, ECIL Post,  
Hyderabad- 500 062, AP, INDIA  
Tel No. : 040-2718 2871  
Fax Number : 040- 2712 2651  
Contact Person : Shri Utpal Sen  
SDGM  
mail: [sedmktg@ecil.co.in](mailto:sedmktg@ecil.co.in)

**BIDDER** :

Address :  
Tel no. :  
  
Fax Number :  
Contact Person :

7. No addition to or modification of any provisions of this Agreement shall be binding upon the Parties unless made by a written instrument signed by the duly authorized representatives of both Parties.
8. This Agreement shall be governed by and construed in all respects according to the laws of the India and the Parties hereto agree to submit to the non-exclusive jurisdiction of the Courts of Greater Hyderabad Municipal Corporation, Kapra Circle, Hyderabad, Andhra Pradesh, India.
9. Each Party shall be responsible for its own costs and expenses in the preparation, negotiation and execution of this Agreement.
10. No failure or delay by any Party in exercising any right, power or privilege hereunder will operate as a waiver thereof, nor will any single or partial exercise thereof preclude any other exercise thereof or the exercise of any other right, power or privilege hereunder.

11. No Party may assign or transfer its rights or obligations contained in this Agreement or any interest therein without the prior consent of the other Party.
12. This Agreement shall be effective from the date above written for a period of two (2) years.
13. **Validity:** The Confidentiality under this Agreement shall be valid forever through out the life of the Persons/ Organisations, who are involved in the Process of execution of the activities under this Agreement. There is no termination for the validity of maintaining the Confidentiality related with the Products/ Projects being handled under this Agreement or the Purchase Orders, if any, released subsequent to the signing of this Agreement.



**IN WITNESS WHEREOF** the Parties hereto have caused their duly authorized representatives to set their hands the day and year first above written.

Signed by, for and on behalf of

Signed by, for and on behalf of

**Electronics Corporation Of India Ltd.**

Signed by:

Name:

Title:

Date:

Signed by:

Name:

Title:

Date:

Witness:

Name:

Title:

Date:

Witness:

Name:

Title:

Date: