

EXPRESSION OF INTEREST

FOR

**SELECTION OF INDIGENOUS ORIGINAL EQUIPMENT
MANUFACTURER (OEM) PARTNER FOR “DRONE, ANTI-DRONE,
THREAT ANALYSIS AND ASSOCIATED SERVICES”**

BECIL/SD/Selection/DT/2025/01

Dated:16-05-2025

Issued By

Sumit Kumar

Strategic Department (BECIL)

 <p>बेसिल BECIL</p>	<p>Broadcast Engineering Consultants India Limited (A Government of India Enterprise) CIN No. : U32301UP1995GOI017744</p> <p><i>Corporate Office:</i> BECIL BHAWAN, C-56-A/17, Sector-62, Noida-201 307Tel: 0120 4177850, Fax: 0120 4177879</p> <p><i>Head Office:</i> 14-B Ring Road, IP Estate, New Delhi- 110002Tel: 011 23378823, Fax: 01123379885 Web: www.becil.com</p>	 <p>G20 भारत 2023</p>
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DISCLAIMER

The information contained in this Request for Proposal document (the “EOI”) or subsequently provided to Participating agency(s), whether verbally or in documentary or any other form by or on behalf of BECIL or any of its employees or advisors, is provided to Participating agency(s) on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided. This EOI is not an agreement and is neither an offer nor invitation by BECIL to the Participating agencies or any other person. The purpose of this EOI is to receive budgetary quote to get a perspective on the approximate cost involved in executing such project. This EOI includes statements, which reflect various assumptions and assessments arrived at by BECIL in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Participating agency may require. This EOI may not be appropriate for all persons, and it is not possible for BECIL, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI. Each Participating agency should, therefore, conduct its own investigations, actual site/ facilities/location inspections and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources. Information provided in this EOI to the Participating agency(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. BECIL accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein. BECIL, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant or Participating agency under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this Proposal Stage. BECIL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Participating agency upon the statements contained in this EOI. BECIL may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI. The issue of this EOI does not imply that BECIL is bound to select a

Participating agency. The Participating agency shall bear all its costs associated with or relating to the preparation and submission of its Proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by BECIL or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Participating agency and BECIL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Participating agency in preparation or submission of the Proposal, regardless of the conduct or outcome of the bidding Process. No participating agency has any right to claim any compensation or reimbursement to any cost. Participation in EOI does not guarantee selection of participating agency.

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SECTION –I

1. INTRODUCTION AND BRIEF DESCRIPTION

1.1 ABOUT BECIL

Broadcast Engineering Consultants India Limited (BECIL), an ISO 9001:2015, 27001:2013, ISO/IEC 2000:2012 certified Mini Ratna Central Public Sector Enterprise (CPSE) was incorporated on 24th March, 1995 under the Companies Act, 2013 (erstwhile the Companies Act, 1956) by Government of India with 100% equity share capital of BECIL held by President of India through Secretary and Joint Secretary of Ministry of Information & Broadcasting.

The Company was initially set up for providing project consultancy services and turnkey solutions encompassing the entire gamut of radio and television broadcast engineering, establishment of transmission facilities, content production facilities, terrestrial, satellite and cable broadcasting in India and abroad. The company has now diversified into the fields of Strategic Projects such as Information Communication.

Technology, Electronic Surveillance (namely CCTV, Access Control, Intrusion, Fire Safety, Hydrants, etc.). Electronic Media contents including films, Sentinel Analytics, Counter Drones/UAV etc. The activities include, but are not limited to Supply, Installation, Testing & Commissioning, Consultancy Services, Technical Audit, Media Analysis, R&D, projects pertaining to Digital India, City Surveillance, Safe City. Smart City, Make in India, Manufacturing, Audio Video & Data Analysis, Cyber Security, Engineering, Procurement & Construction, Project Management Services, Operation and Maintenance, Manpower Placement, AMC and providing total turnkey project for critical information infrastructure.

BECIL, has its Head Office in New Delhi, Corporate Office in Noida and Regional Office in Bangalore and Kolkata. BECIL is exploring geographical expansion in many states due to diversification in business portfolios.

Over the years, BECIL has consciously groomed and developed a team of in-house, versatile and dedicated engineers and also cultivated and harnessed a vast reservoir of professionals drawn from various fields of Broadcasting Industry, which include public and private Broadcasters, Defense and Cable Industry. Through this network of resourceful technical professionals, BECIL, has established its pan India presence to serve the needs of the industry.

BECIL has a vast reservoir of experts and integrates the expertise of All India Radio (AIR) and Doordarshan (DD), the national broadcaster of India, catering to one of the largest Radio Networks reaching out to more than a billion people and the world's largest Terrestrial Television Network supplemented by Analogue and Digital satellite Broadcasting services reaching out to millions of TV homes in India and abroad.

1.2 INTENT AND IMPORTANT ASPECTS OF THE EXPRESSION OF INTEREST (EOI)

The Intent and important aspects of this Expression of Interest is (EOI) are as follows: -

- 1.2.1 BECIL is interested to submit several competitive bids in response to different requirements coming via Ministry of Defence, other investing and National Security Agencies to address the need for Indigenous Original Equipment Manufacturers (OEM) and Technology Partners for Drone, Anti-Drone and Threat Analysis and associated Services” in the interest of the national security.
- 1.2.2 The intent of this EOI is to select a Back-end Technology partner of BECIL, for collaborating with BECIL for preparing techno proposal in the above-mentioned domain. An MOU/ Agreement may be signed by BECIL with the Back-end Technology partner selected through this EOI.
- 1.2.3 In case of award of work by Client to BECIL, a tender shall be floated by BECIL on government portal where Bidder may quote their competitive price. **No order shall be issued to any participating agency against this EOI.**
- 1.2.4 The Bid Security amounting to **Rs. 10,00,000/- (Rupees Ten Lakhs only)** will be submitted by Backend partner on successful selection before signing the Agreement in the form of BG/ online transfer. Exemption to MSME and Startup shall be given as per GoI guidelines. The EMD submitted is refundable and no interest will be paid. The EMD will be refunded in case of unsuccessful bid, immediately after the fact came to BECIL knowledge.

SECTION –II

2. IMPORTANT DATES (SCHEDULE AND CRITICAL DATES)

S. N	ACTIVITY	SCHEDULED DATE & TIME
1.	EOI Number	BECIL/SD/Selection/DT/2025/01
2.	Date of Issue of EOI	16.05.2025
3.	Last date and Time for Submission of bids	22.05.2025 @ 14:30 PM
4	Availability of Document	https://becil.com
6	Bidder Enrolment Fee (Non-refundable)	INR 10,000/- Bidder Enrolment Registration fee (non- transferrable & non-refundable)
8.	EMD/ Bid Security	INR 10,00,000/- on successful selection and before signing the LOA/Agreement. An Undertaking to this effect to be submitted. For detail refer clause 1.2.4.
9.	Place of Submission of EOI / Opening of EOI /Address for Communication of bids	BECIL Bhawan, C-56 / A -17, Sector - 62, Noida – 201307.
10.	Contact details for this EOI	Sh. Sumit Kumar Tele- 0120-4177877 Email- stratdept@becil.com

- NOTE: Broadcast Engineering Consultants India Ltd. reserves the right to amend the EOI tentative schedule and critical dates without giving any explanation whatsoever. Corrigendum may be published in this regard on www.becil.com . Participating agencies are advised to check the website for updates in this regard.

SECTION –III

3. GENERAL TERMS & CONDITIONS OF EOI

- 3.1 Broadcast Engineering Consultants India Limited (BECIL) invites Expression of Interest (EOI), through offline mode for techno proposal for Drone, Anti-Drone, Threat Analysis and Associated Services as per scope of work of Eoi.
- 3.2 The duly signed Hard Copy of the Original Demand Draft, Eligibility Criteria and Evaluation Process is to be submitted in a packed and sealed envelope, in Tender Box, BECIL BHAWAN C56/A17 Sector 62 Noida (UP) 201307.**
- 3.3 BECIL may ask for Demonstration of Drone, Anti-Drone, Threat Analysis and Associated Services, if required.
- 3.4 The EOI must be addressed to the given name and address:
To,
Strategic Department
Broadcast Engineering Consultants India Limited
C-56/A-17, Sector-62,Noida, Uttar Pradesh-201307
- 3.5 The EOI must be submitted in English Only. All the documents including the supporting documents/ enclosures etc. must be Calibri/Aerial/Times New Roman, font size-12 and fully legible. Supporting documents if in a language other than English must be accompanied by an English translated document. The English version shall prevail in matters of interpretation. Each and every page of the EOI should be numbered and mention the relevant page no. of the documents in the checklist. **EOI Documents which are not legible shall be rejected.**
- 3.6 In case the participating agency has any doubt about the meaning of anything contained in the EOI document, she/he shall seek clarification within 1 day of issue of EOI. Except for any written clarification by Shri Sumit Kumar, Project Manager BECIL, no written or oral communication, presentation or explanation by any other employee of BECIL shall be taken to bind or fetter BECIL.
- 3.7 The Management of BECIL reserves the right to amend or withdraw any of the terms and conditions mentioned in the EOI Document or reject any or all the proposals without giving any notice or assigning any reason. The decision of

the CMD, Broadcast Engineering Consultants India Limited in this regard shall be final and binding on all.

- 3.8 BECIL reserve the right to amend any term of the EOI at any point of time before the submission and participating agency should regularly check the website. Further, BECIL also reserves to increase/decrease/delete/add any BOQ item.
- 3.9 The participating agency should submit the signed Integrity Pact on a plain paper along with the proposal.

SECTION –IV

4 SUBMISSION OF EOI

- 4.1 EOI, complete in all respects, must be submitted offline.
- 4.2 BECIL may, at its own discretion, extend the date for submission of EOI. In such a case all rights and obligations of BECIL and the Participating agencies shall be applicable to the extended time frame.
- 4.3 As the EOI can be submitted only up to the defined date and time, there can't be any late proposals. BECIL will not be responsible for any delay in obtaining the terms and conditions of the tender. BECIL will not be responsible for postal delays. Proposals received after the due date will not be opened and rejected.
- 4.4 At any time prior to the last date for receipt of EOI, BECIL may for any reason, whether at its own initiative or in response to a clarification requested by a participating agency, modify the EOI Document by an amendment. The amendment will be notified on BECIL's website <http://www.becil.com> and should be taken into consideration by the participating agencies while preparing their EOI.
- 4.5 The participating agencies will bear all costs associated with the preparation and submission of their proposals. BECIL will, in no case, be responsible or liable for those costs, regardless of the conduct or outcome of the tendering process.
- 4.6 The EOI must contain:
- 4.6.1 Company/participating agency profile relevant to EOI.
 - 4.6.2 Techno proposal
 - 4.6.3 Declaration regarding acceptance of Terms and conditions of EOI.
 - 4.6.4 Essential information such as Name & address of the agency,
Business Name, E-mail id, Fax No. /Telephone No. ,
Authorized Signatory name, E-mail ID and contact no.
- 4.7 The EOI should be duly signed on each page by authorized person. Each page should be properly numbered. Documents authorizing the signatory must accompany the EOI.

4.8 The EOI complete in all respects must be submitted with requisite information and annexure(s). The EOI should be free from ambiguity, change or interlineations. Incomplete EOI will not be considered and is liable to be rejected without making any further reference to participating agency.

4.9 The participating agency shall be ignored, if complete information is not given there-in, or if the particulars and data (if any) asked for are not filled in properly.

4.10	Checklist of documents/information to be submitted	
	(a)	Profile of the company/participating agency/firm
	(b)	Participating agencies Details as per format
	(c)	All the requisite documents in the prescribed formats placed at Annexures to this EOI
	(d)	Pre-Contract Integrity Pact as per Annexure-A (a) "Participating agencies participating in the EOI have to agree to sign Integrity Pact on placement of order / contract" (b) "Those participating agencies who are not willing to sign Integrity Pact will not be considered for proposal opening"
	(e)	Eligibility Criteria
	(f)	Confirmation of Original Demand Draft
	(g)	Evaluation Process
	(h)	Enclousers And Annexures

5 OPENING OF EOI

- 5.1 The proposals submitted against this EOI shall be opened on Date 23/05/2025 at 12:30Hrs. BECIL reserves the right to change the date of opening of proposal.

6 GENERAL TERMS & CONDITIONS OF EOI

- 6.1 The Techno proposal is to be placed inside a single sealed envelope named as

“Response for EOI No. BECIL/SD/Selection/DT/2025/01, Dated:16-05-2025 Submitted by: [Firm/Company name]”

- 6.2 BECIL reserves the right to solicit additional information from participating agency/OEM/Implementation Agency to evaluate which proposal best meets the need of the Project. Additional information may include, but is not limited to, past performance records, lists of available items of works which will be done simultaneously with the project, on-site visit and evaluations by BECIL personnel, or any other pertinent information. It will be vendor's responsibility to check for updated information on website <https://www.becil.com>. BECIL reserves the right to cross verify the information directly with client
- 6.3 BECIL reserves the right to waive off any deviations, accept the whole or part thereof or reject any or all proposals and to select the participating agency/OEM/Implementation Agency(s) which, in the sole opinion of BECIL, best meets the project's interest. BECIL also reserves the right to negotiate with potential participating agency/OEM/Implementation Agency(s) so that its best interest to fulfill the need of project is served.
- 6.4 BECIL reserves the right to reject any and all proposals, to negotiate all terms of any agreement resulting from this EOI, and to request additional information from participating agency.
- 6.5 All information contained in this EOI, or provided in subsequent discussions or disclosures, is proprietary and confidential. No information may be shared with any other organization, including potential sub-contractors, without prior written consent of BECIL.

6.6 Any dispute or difference or claim arising out of or in relation to this EOI shall be settled or decided by CMD/Director(O&M), BECIL or by any other person to be nominated by CMD/ Director(O&M).

SECTION –V

SCOPE OF WORKS

5. OBJECTIVE AND SCOPE OF WORK WITH SPECIFICATION DETAIL

Objective

BECIL wishes to enter aggressively in strategic alliance is designed to achieve technological sovereignty in the drone ecosystem. It emphasizes the development of indigenous products, patentable innovations, and exclusive services to address emerging needs in defense, agriculture, education, and surveillance.

Indicative Specializations

The following list is an indicative of the Specializations / Categories for which BECIL desires to Techno partners:

Drone & Anti-Drone Technology

1. Deployment of Drone & Anti-Drone Technology
2. Manufacturing Capability with Indigenous Products Development outlook.
3. Drone Trainings on Operations, Repair & Maintenance
4. Indigenous Drone Software Applications Development Projects
5. Drone Services (Mapping / Surveillance / Agriculture / Election and others)

Outcomes

1. Establishment of India's leadership in drone and anti-drone technology.
2. Deployment of operational solutions in national security surveillance, and agriculture.
3. Creation of a sustainable framework for technology commercialization and future R&D.
4. This document ensures a comprehensive approach to fostering technological sovereignty and operational excellence in drone and anti-drone ecosystems.

8. ELIGIBILITY CRITERIA

S.No.	Eligibility Criteria	Documents to be submitted
1	The Bidder shall be Company incorporated /registered in India under Companies Act 1956/ 2013, as amended from time to time or Limited Liability Partnership Act, 2008 or Proprietorship;	<p>a. RoC certificate in case of Company.</p> <p>b. Partnership Deed in case of Partnership Firm.</p> <p>c. Self-Declaration on Letter head with PAN & GST numbers in case of Proprietary Firm.</p> <p>d. Memorandum and Article of Association</p> <p>e. Other relevant documents in case of company, proprietors and Partnership firm indicating details of Director/ proprietors/ Partner</p> <p>f. Other registration certificate, if any required.</p>
2	The bidder should not be insolvent, in receivership, bankrupt or being wound up, not have had their business activities suspended and not be the subject of legal proceedings for any of the foregoing.	Certificate by the CA.
3	The Bidder should not be blacklisted/ debarred/ banned/ restricted by any Union Govt./State Govt. / PSU as on date of submission of the Bid.	“Self-declaration for blacklisting as per the given annexure” duly signed by authorized signatory signing the bid, should be submitted.
4	<p>The Average Annual Turnover of the bidder for the last three financial years ending 31 March 2024 should be at least INR. 50 Cr.</p> <p>NOTE: For the purpose of this criterion, standalone turnover of only the bidding entity will be considered. Turnover of any parent, subsidiary, associated or other related entity will not be considered.</p>	<p>a. Certificate by the CA as per Annexure D.</p> <p>b. Audited financial statements of last three financial years.</p> <p>c. ITR Acknowledgment last three financial years.</p>

5	The bidder should have positive net worth as per the audited financial results for the last Financial Years ending 31 March 2024.	
6	Bidder must have the solvency / credit facility / financial capability from the bank for minimum value of INR. 5.00 Cr.	Certificate with tender reference/ Sanction letter from the Bank
7	<p>The bidder must have successfully executed or completed the following within the last five (5) financial years (2019 to 2024):</p> <ul style="list-style-type: none"> • Establishment of "Centre of Excellence" in Drone Technology and the provision of a capacity-building/training program on drone technology, covering areas such as repair, maintenance, assembly, manufacturing, and operations. • The training program must have been conducted for a minimum duration of 1 month and maximum for 3 months, and must have been for any State Government, Central Government, or Public Sector Undertaking (PSU). <p>Additionally, the contract value of the program should meet the following criteria:</p> <p>Minimum Criteria</p> <ul style="list-style-type: none"> • One (01) No. of Project each amounting Rupees Rs. 50 lakhs. 	<p>Please attach the Copy of Work orders from Government Department along with the completion certificates mandatorily. For ongoing Project, please provide the details of the Projects in the stated Format.</p>

Note:

The experience of bidding entity only will be considered. For fulfilling the experience criteria against work order(s) following documents may be considered as valid proof for meeting the criteria:

a) In case of Work Order from Government Bodies/ PSUs:

i. Copies of Contract Document (Purchase Order/Work Order with Schedule of Rates) and

ii. Completion certificates issued by client. Copy of contract document may not be insisted if completion certificate / Bill / Invoice copy specifies details otherwise required like Date of PO/contract agreement, Contract Value, Execution value, date of completion and other requirements for prequalification as specified in the tender.

b) In case of works done as a sub-contractor, apart from copy of purchase / work order with schedule of rates / scope of work from the main contractor, the bidder who has worked as a sub-contractor has to submit certificate of completion of work from the end user / owner / consultant of the owner acting as EIC. Bidder shall also submit a CA certificate certifying the executed value of works and shall be submitted along with UDIN no for works executed as a subcontractor.

9. EVALUATION PROCESS

The successful agency will be selected on the basis of **Three Stage evaluation**:

(a) Stage-1: Confirmation of Original Demand Draft for Tender Cost and Confirmation as per point 2(8).

(b) Stage-2 : Evaluation of Pre-Qualification Proposal to establish the Eligibility Claim.

S No.	Marking Matrix	Marks
1	Understanding of Scope, Deliverables, Challenges envisaged in completion of the project, Technical, Manpower & Admin requirements for project completion Approach, Past Success Stories, any other points considered relevant for Drone, Anti-Drone, Threat Analysis And Associated Services.	20
Total Score Stage-2		20 Marks

Note :

1. The bidder Confirmation of Original Demand Draft for Tender Cost and Confirmation as per point 2(8) will be called for stage-2.
2. The bidder/OEMs scoring minimum of 15 marks out of the above 20 marks would only be qualified for the next stage.

(b) Stage-3 : Technical Evaluation :

- i. Stage-3A : 60 Marks (Technical Marking)
- ii. Stage-3B : 20 Marks (Special Marking)

Technical Marking (Stage-3A) : The bids qualifying the minimum eligibility criteria will be evaluated for as mentioned below:

S. No.	Basic Requirement	Specific Requirements	Documents Required
1	Turnover	The bidder shall have an Average Annual Turnover of minimum INR. 50 Cr. (INR. Forty Crores) from the listed services (as mentioned in this bid document) in the previous Three (03) financial years for i.e. 2021-22, 2022-23, 2023-24. The turnover should be from stated Services and not from supply of Hardware / Software Licenses etc.	Total Marks – 5 Bidder Company's Average Turnover in last three FYs 1. Turnover of 50 to 70 Cr. – 1 Marks 2. Turnover of >70 to 80 Cr. – 2 Marks 3. Turnover of >80 Cr. – 5 Marks
2	Net Worth	The Bidders should have positive net worth as per the audited consolidated financial statements in each of the last Three (03) financial years 2021-22, 2022-23, 2023-24. Bidder must have the Net worth of Rs. 4,00,00,000 (Four Crores) in the last financial year i.e. 2023-24.	Total Marks – 5 Bidder Company's Net worth in last FY 1. Networth of >4 to 6Cr. – 1 Marks 2. Networth of >6 to 8Cr. – 2 Marks 3. Networth of > 9 Cr. – 5 Marks
3	Work experience	The bidder must have successfully executed or completed the following within the last five (5) financial years (2019 to 2024): <ul style="list-style-type: none"> • Establishment of "Centre of Excellence" in Drone Technology and the provision of a capacity-building/training program on drone technology, covering areas such as 	Total Marks – 10 1 -Training Project/Drone-Lab: 2 Marks 2 - Training Projects/Drone-Labs: 5 Marks 4 - Training Projects/Drone-

		<p>repair, maintenance, assembly, manufacturing, and operations.</p> <ul style="list-style-type: none"> The training program must have been conducted for a minimum duration of 1 month and maximum for 3 months, and must have been for any State Government, Central Government, or Public Sector Undertaking (PSU). <p>Additionally, the contract value of the program should meet the following minimum criteria:</p> <p>Note : Value of Consolidated Work Order will be considered as inclusive of all taxes</p>	Labs:10 Marks
4	Training provided to numbers of students/Individual's	<p>Minimum Number 400 for 1 month or 200 for 2 months or 100 and 3 months of students or individuals trained in project in drone technology (Repair, Maintenance, Assembling, Manufacturing and Operations) Training program.</p>	<p>Total Marks – 10</p> <p>Number of students or individuals trained in project.</p> <p>1.Students or Individuals Trained in one month course</p> <ul style="list-style-type: none"> 400 No – 2 Marks 700 No – 5 Marks >1000 No – 10 Marks <p>OR</p> <p>2. Students or Individuals Trained in two month course</p> <ul style="list-style-type: none"> 200 No – 2 Marks 350 No – 5 Marks

			<ul style="list-style-type: none"> • >500 No – 10 Marks <p>OR</p> <p>3.Students or Individuals Trained in three month course</p> <ul style="list-style-type: none"> • 100 No – 2 Marks • 200 No – 5 Marks • 400 No – 10 Marks
5	CMMI Certificate	Bidder should be Internationally Certified and having CMMI Level III Certified from CMMI Institute in field of Services Or Development and must be visible on https://www.cmmiinstitute.com/pars	<p>Total Marks – 5</p> <p>Bidder's CMMI Level Certifications –</p> <p>CMMI Level III – 5 Marks</p>
6	ISO Certificate	Company should be ISO Certified in field of Services ISO 9001:2015. Additional certifications will be added advantage.	<p>Total Marks – 5</p> <p>Bidder's ISO Level Certifications –</p> <ol style="list-style-type: none"> 1. ISO 9001:2015– 2 Marks 2. ISO 27001:2022 – 1 Mark (Additional marks) 3. ISO 20000-1:2018– 1 Mark (Additional marks) 4. ISO 45001:2018 – 1 Mark (Additional marks)
7	Drone Services	The bidder should have provided drone services in surveillance for at least 400 days to State/Central Government/PSU.	<p>Total Marks – 10</p> <p>Drone Services -</p> <ol style="list-style-type: none"> 1. 400 to 600 days – 5 Marks 2. >600 to 800 days – 8 Marks

			3. More than 800 days – 10 Marks
8	Research and Development	The bidder must have a proven experience in R&D/Prototype Development/ Field trails of Anti Drone Technology for Defence. (Mandatory Clause)	Total Marks – 10 Any Proven Experience
		TOTAL	60

Note: The bidder/OEMs scoring minimum of 50 marks out of the above 60 marks would only be qualified for the stage 3B.

Special Marking (Stage- 3B) -The bids qualifying a minimum accumulative score of 65 and above in the technical & presentation stages, will be evaluated further as follows:

S No.	Marking Matrix	Marks
1	Bidder must have developed Indigenous UAS flight Controller, Drone Video Live Streaming Software and Drone Threat Analytical Tool. (Supporting Document & Physical Demonstration of each to be presented)	10
2	The bidder must have a proven experience in Prototype review/Field trials of Drone/Anti Drone to indian defence forces.	10
Total Score Stage-3		20 Marks

The bidder/OEM scoring highest marks in Stage-2 & Stage-3 cumulatively and Confirmation of Original Demand Draft for EMD will be declared as successful selected Technology Partner.

9. ENCLOSURES AND ANNEXURES

Annexure-A

PRE CONTRACT INTEGRITY PACT

Between

Broadcast Engineering Consultants India Limited (BECIL) hereinafter referred to as "Principal")

And

..... hereinafter referred to as "**The Participating agency/Contractors**"

Preamble:

The Principal intends to award, under laid down organizational procedures, contracts **for**..... The Principal values full compliance with all relevant laws of the land, rule, regulations, economic use of resources and of fairness / transparency in its relations with its Participating agency(S) and / Contractor(s).

In order to achieve these goals, the Principal will appoint an Independent External Monitor (IEM), who will monitor the tender process and the execution of the contract for compliance with the principles mentioned above.

Section 1 – Commitments of the Principal

1.1. The Principal commits itself to take all measures necessary to prevent Corruption and to observe the following principles: -

a) No employee of the Principal, personally or through family members, will in connection with the tender for, or the execution of a contract, demand, take a promise for or accept, for him/herself or third person, any material or Immaterial benefit which he/she is not legally be entitled to.

b) The Principal will, during the tender process treat all Participating agency(s) with equity and reason. The Principal will in particular, before and during the tender process, provide to all Participating agency(s) the same information and will not provide to any Participating agency(s) confidential / additional information through which the Participating agency(s) could obtain an advantage in relation to the tender process or the contract execution.

c) The Principal will exclude all known prejudiced persons from the process.

1.2. If the Principal obtains information on the conduct of any of its employees which is a criminal offence under the IPC/PC Act, or if there be a substantive suspicion in this regard, the Principal will inform the Chief Vigilance Office and in addition can initiate disciplinary actions.

Section 2 – Commitments of the Participating agency(s)/ Contractor(s)

2.1. The participating agency(s) Contractor(s) commits himself to take all measures necessary to prevent corruption. He commits himself to observe the following principles during his participation in the tender process and during the contract execution.

a) The Participating agency(s) Contractor(s) will not, directly or through any other person or firm, offer, promise or give to any of the Principal's employees involved in the tender process or the execution of the contract/ or to any third person any material or other benefit which he/she is not legally entitled to, in order to obtain in exchange any advantage of any kind whatsoever during the tender process or during the execution of the contract.

b) The Participating agency(s) Contractor(s) will not enter with other Participating agency(s) into any undisclosed agreement or understanding, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of proposals or any other actions to restrict competitiveness or to introduce cartelization in the bidding process.

c) The Participating agency(s) Contractor(s) will not commit any offence under the relevant IPC/PC Act; further the Participating agency(s) Contractor(s) will not use improperly, for purposes of competition or personal gain, or pass on to others, any information or document provided by the Principal as part of the business relationship, regarding plans, technical proposals and business details, including information contained or transmitted electronically.

d) The Participating agency(s) Contractor(s) of foreign origin shall disclose the name and address of the Agents/ representatives in India, if any. Similarly, the Participating agency(s) Contractor(s) of Indian Nationality shall furnish the name and address of the foreign principals, if any. Further details as mentioned in the "Guidelines on Indian Agents of Foreign Suppliers" Shall be disclosed by the Participating agency(s) / Contractor(s). Further, as mentioned in the Guidelines all the payments made to the Indian agent/ representative have to be in Indian Rupees only.

e) The Participating agency(s) Contractor(s) will, when presenting himself, disclose any and all payments he has made, is committed to or intends to make to agents, brokers or any other intermediaries in connection with the award of the contract/Agreement.

2.2. The Contractor(s) will not instigate third persons to commit offences outlined above or be an accessory to such offences.

Section 3 – Disqualification from tender process and exclusion from future contracts

If the Participating agency(s) Contractor(s), before award or during execution has committed a transgression through a violation of Section 2, above or in any other form such as to put his reliability or credibility in question, the Principal is entitled to disqualify the Participating agency(s) Contractor(s) from the tender process or take action as per the defined procedure.

Section 4 – Compensation for Damages

4.1. If the Principal has disqualified the contractor from the tender process prior to the award according to Section 3, the Principal is entitled to demand and recover the damages Equivalent to Earnest Money Deposit / Proposal Security.

4.2. If the Principal has terminated the contract according to Section 3, or if the Principal is entitled to terminate the contract according to section 3, the Principal shall be entitled to demand and recover from the Contractor liquidated damages of the contract value or the amount equivalent to Performance Bank Guarantee.

Section 5 – Previous transgression

5.1. The Participating agency(s) contractor declares that no previous transgression occurred in the last 3 years with any other Company in any country conforming to the Anti-corruption approach or with any other Public Sector Enterprise in India that could justify his exclusion from the tender process.

5.2. If the contractor makes incorrect statement on this subject, he can be disqualified from the tender process or action can be taken as per the procedure mentioned in “Guidelines on Banking of business dealings”.

Section 6 – Equal treatment of all Participating agencies/Contractors/Subcontractors

6.1. The Participating agency(s) Contractor(s) undertake(s) to demand from all subcontractors a commitment in conformity with this Integrity Pact and to submit it to the Principal before contract signing.

6.2. The Principal will enter into agreement with identical conditions as this one with all Participating agencies, Contractors and Subcontractors.

6.3. The Principal will disqualify from the tender process all participating agency who do not sign this Pact or violate its provisions.

Section 7 – Criminal charges against violating Participating agency(s)/ Contractor(s)/Subcontractor(s)

If the Principal obtains knowledge of conduct of a Participating agency, Contractor or Subcontractor, or of an employee or a representative or an associate of a Participating

agency, Contractor or Subcontractor, which constitutes corruption, or if the Principal has substantive suspicion in this regard, the Principal will inform the same Chief Vigilance Office.

Section 8 – External Independent Monitor/Monitors

8.1. Principal appoints competent and credible Independent External Monitor for this Pact. The task of the Monitor is to review independently and objectively, whether and to what extent the parties comply with the obligations under this agreement.

8.2. The Monitor is not subject to instructions by the representatives of the parties and performs his functions neutrally and independently. He reports to the CMD of M/s Broadcast Engineering Consultants India Limited (BECIL).

8.3. The Participating agency(s)/Contractor(s) accepts that the Monitor has the right to access without restriction to all Project documentation of the Principal including that provided by the Contractor. The Contractor will also grant the Monitor, upon his request and demonstration of a valid interest, unrestricted and unconditional access to his project documentation. The same is applicable to Subcontractors. The Monitor is under contractual obligation to treat the information and documents of the Participating agency(s)/Contractor(s)/Subcontractor(s) with confidentiality.

8.4. The Principal will provide to the Monitor sufficient information about all meetings among the parties related to the Project provided such meetings could have an impact on the contractual relations between the Principal and the Contractor. The parties offer to the Monitor the option to participate in such meetings.

8.5. As soon as the Monitor notices, or believes to notice, a violation of this agreement, he will so inform the Management of the Principal and request the Management to discontinue or take corrective action, or to take other relevant action. The monitor can in this regard submit nonbinding recommendations. Beyond this, the Monitor has no right to demand from the parties that they act in a specific manner, refrain from action or tolerate action.

8.6. The Monitor will submit a written report to the Chairperson of the Board of the Principal within 8 to 10 weeks from the date of reference or intimation to him by the 'Principal' and, should the occasion arise, submit proposals for correcting problematic situations.

8.7. If the Monitor has reported to the CMD of the BECIL, a substantiated suspicion of an offence under relevant APC/PC Act, and the Chairman BECIL has not, within reasonable time, taken visible action to proceed against such offence or reported it to the Chief Vigilance Office, the Monitor may also transmit this information directly to the Central Vigilance Commissioner, Government of India.

8.8. The word 'Monitor' would include both singular and plural.

Section 9 – Pact Duration

This Pact begins when both parties have legally signed it. It expires for the Contractor 20 months after the last payment under the contract, and for all other Participating agencies 6 months after the contract has been awarded. If any claim is made/lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged/ determined by CMD, M/s.

Broadcast Engineering Consultants India Limited.

Section 10 – Other provisions

10.1. This agreement is subject to Indian Law. Place of performance and jurisdiction is the head office of the Principal, i.e., New Delhi.

10.2. Changes and supplements as well as termination notices need to be made in writing. Side agreement have not been made.

10.3. If the Contractor is a partnership or a consortium, this agreement must be, signed by all partners or consortium members.

10.4. Should one or several provisions of this agreement turn out to be invalid, the remainder of this agreement remains valid. In this case, the parties will strive to come to an agreement to their original intentions.

**FOR AND ON BEHALF OF
CONTRACTOR**

**FOR AND ON BEHALF OF
PRINCIPAL**

Annexure - B

Particulars of The Participating agency

1.	Name of company/participating agency	
2.	Office Address /Telephone No / Fax No / email id / website	
3.	Year of establishment	
4.	Status of the Company/participating agency	
5.	Name of Directors	i) ii) iii)
6.	Names of principle person concerned with this work with title and Telephone No / Fax/ Email Id, Etc.	
7.	Whether registered with the registrar of companies /registrar of firms. If so, mention number and date.	i) ii) iii)
8.	In case of change of Name of the Firm, former Name / Names and year/ years of establishment:	
9.	GST registration certificate	
10.	Whether an assessed of income tax. If so, mention permanent account number.	
11.	State Annual turnover of the company/participating agency Furnish copies of audited balance sheet and profit &	
12.	Particulars and place of similar type of works done if any in a single order (Furnish details in a separate sheet and enclose copy of the past order)	

Signature _____ of
Authorized Signatory
Place:

Date:

Address:

Mobile:

Email ID:

Proposal Covering Letter

To
General Manager
Broadcast Engineering Consultants
India Limited BECIL Bhawan, C-56,
A/17, Sector-62, Noida-201307

Reference: EOI No.<<>> dated << 202X>>

Dear Sir/Madam,

We, the undersigned, offer to provide Systems Implementation solutions to BECIL on <Name of the Systems Implementation engagement> with your Expression of Interest dated <insert date>and our Proposal. We are hereby submitting our Proposal, which includes our techno commercial proposal.

We hereby declare that all the information and statements made in this proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

We understand that the purpose of this Eoi is only to receive techno commercial proposal to receive budgetary proposal to get an overview on estimated cost to execute such project. In case of award of work by Client to BECIL, a tender shall be floated on government portal where participating agencies may quote their competitive price. No order shall be issued to any participating agency against this Eoi.

We agree to abide by all the terms and conditions of the EOI document. We understand you are not bound to accept any Proposal you receive.

Signature of Authorized Signatory

Place:

Date:

Address:

Mobile:

Email ID:

Credentials Summary

S. No.	Project Name	Client Name	Client Type	Similar Project Value (in INR)	Documentary evidence provided (Yes or No)	Project Status (Completed or Ongoing or Withheld)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

Signature of Authorized Signatory

Place:

Date:


Address:

Mobile:

Email ID:

Annexure-E

(BANK MANDATE FORM)



यूनियन बैंक ऑफ इंडिया Union Bank of India

(A Govt. of India Undertaking)


MID CORPORATE BRANCH, DELHI SOUTH
D -26-28, Connaught Place, NEW DELHI -110001
Tel: +91-9137849790; Fax: 01-11 23414330 ; Swift: UBININBBNDL
Email: ubin0549797@unionbankofindia.bank

Ref.: MCB:ADV:ATL:2022-23: Date: 18.01.2023

TO WHOMSOEVER IT MAY CONCERN

A	Name of the Beneficiary	BROADCAST ENGINEERING CONSULTANTS INDIA LIMITED
i	Address with Pin Code	BECIL Bhawan, C-56/A17, Sector -62, Noida - 201307 (U.P)
ii	Permanent Account Number (PAN)	AAACB2575L
iii	(a) Telephone No.	0120-4177861
	(b) Fax Number	0120-4177879
	(c) Contact Person	Sh. Awadhesh Pandit General Manager - (Finance and Accounts)
	(d) E-mail Address	panditmd@becil.com
	(e) Mobile No.	+91-8130918866
B	Bank Particulars	
i	Bank Name	UNION BANK OF INDIA
ii	Bank Contact No	+91-9137849790
iii	Branch Address with Pin Code	26/28, 1 st Floor, D Block, Connaught Place, New Delhi, 110001.
iv	BSR Code	549797
v	MICR	110026046
vi	SWIFT CODE	UBININBBNDL
Vii	11 Character IFSC Code of the Bank (Either enclosed a cancelled Cheque or obtain Bank Certificate as appended)	UBIN0549797
Viii	Bank Account Number as appearing on the Cheque Book	565101000065461
ix	Bank Account Type	Overdraft
X	If other, Specify	..

**This certificate is issued on the specific request of our customer without any risk and responsibility on the part of the bank or any of its employees.*



Bank Stamp with Authorized Signatory

Date 20-01-2023

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