



CIN-U35990TN2021GOI145504

No.90034/HVF/T-90 Proj./EOI/Make-II/Cylinder/2026

Dt. 22.07.2026

EXPRESSION OF INTEREST

The Chief General Manager of the Heavy Vehicles Factory in Avadi is inviting potential industry partners to expression of interest in developing, manufacturing and supplying of 06 Nos. prototypes (samples) of the Cylinder to Drg. No.172.82.099SB once the prototypes are accepted in accordance with the technical specification and terms and conditions outlined in the AVNL Procurement Manual (Stores and services) – 2024, Chapter XXVI Guidelines for procurement under “Make-II”, a bulk supply of 50 Nos. will follow. According to the Indigenisation Committee’s recommendation, the company has to supply 06 prototype (samples) on an NCNC basis (HVF not pay for them) the firm may use a two bid procedure and file an RFQ for 50 Nos. However, the RFQ will only be made available to vendors whose prototypes have been approved after a successful trial evaluation. Following that, a supply order will be given out in accordance with the framework.

In accordance with the aforementioned requirement, all interested companies are required to submit all necessary and desired papers listed in the accompanying EOI documents to Heavy Vehicles Factory, Avadi, by 15:00hrs on August 12, 2026, at the latest, online at <https://etenders.gov.in/eprocure/app>.


(VENUNATH CHERKURI)
JOINT GENERAL MANAGER
FOR CHIEF GENERAL MANAGER

Enclosure: As above

INVITATION FOR EXPRESSION OF INTEREST (EOI) / RFQ FOR DEVELOPMENT & SUPPLY OF CYLINDER to Drg No.172.82.099SB UNDER MAKE-II PROCEDURE

1. Introduction

1. The fire-fighting equipment's is designed for suppressing fire inside the tank. Fire inside the tank is extinguished by the automatic or manual-control fire-fighting systems. Besides, to suppress fire inside the tank including incendiary mixtures such as "Napalm", provision is made for two portable Khladon fire extinguishers.

2. The Cylinder is filled with 1.9+0.1 Kg of khladon 13B1. Khladon 13B1 is colorless gas with a specific odour. To make Khladon flow out of the cylinder quicker, nitrogen is added in the cylinder at a pressure of 7.5 MPa((75 Kgf/cm²). The construction of the quick-action cylinder ensures ejection of 90 percent of the extinguishant for no longer than 100 ms.

2. Objective

The objective of this EoI is to seek responses from eligible Indian vendors for the development and supply of the item, Cylinder to Drg. No.172.82.099SB for quantity 50 Nos. under Make-II procedure (as per AVNL Procurement Manual (Stores and Services)-2024, Chapter XXVI Guidelines for procurement under "Make-II")

3. Layout

The EoI has been covered under the following parts:-

- (a) Part I : General Information
- (b) Part II : Scope of Project
- (c) Part III: Terms and Conditions under Make-II
- (d) Part IV: Procedure for submission of response to the EoI
- (e) Part V : Miscellaneous

4. The nodal officer for this project for all queries/ clarifications/ coordination will be Member Secretary, Member Secretary of Indigenization Committee for Product Development in HVF under Make-II Procedure. The contact details are:

VENUNATH CHERUKURI,
JT.GM/MM(MBT)
HEAVY VEHICLES FACTORY,
AVADI, CHENNAI – 600 054
Contact No.: 044-2684 3018 / 3233
Email: hvfprojects@ord.gov.in

PART I: GENERAL INFORMATION

5. All the terms & conditions of EOI / RFQ for manufacturing & supply of Cylinder to Drg. No.172.82.099SB under Make-II procedure will be within the pursuit of the implementation of "Make-II" procedure for AVNL Procurement Manual (Stores and Services)-2024, Chapter XXVI Guidelines for procurement under "Make-II".

6. Under Make-II procedure, no funding will be provided by AVNL to Development Agencies (DAs) for prototype development purpose but there will be assurance of orders to L1 firm on successful development and trials of the prototype based on availability of orders from Indian Army.

7. **Expression of Interest:**

Interested Vendors fulfilling qualification criteria and other terms and conditions shall submit their Expression of Interest (EOI) / RFQ.

- a. The vendor has to develop the item as per the Technical specifications / preliminary specifications.
- b. HVF will assist the Vendor for Fitment and trial evaluation of prototype.
- c. Multiple Technology solutions is acceptable only in case of technology gap, if any, is declared / stated by HVF.
- d. An option may be provided while submission of EOI and subsequently in the commercial RFQ for procurement phase for procurement of specified quantities (in ratio 60:40) whenever applicable for development of more than one source, from vendors who have successfully developed the prototype / product, on the condition that second vendor accepts the price and terms and conditions quoted by L1 Vendor.

8. Technical Specification of Cylinder to Drg. No.172.82.099SB Qty. 50 Nos.

1. Technical Specification / preliminary specification:

Necessary drawings, Technical specification and Testing procedures of item identified / earmarked will be uploaded in the Website (or) provided by HVF on request by Firm in CD. Wherever drawings and Technical specifications are not available, the firm has to develop the item either on black box concept (or) to Design & Develop the compatible item of their own (or) to use the imported items from OEM (However 60% Indigenous content to be maintained).

2.

Details of ToT available / received from OEM by HVF	Drawing	Partially Available
	Process Sheet	Available
	Specification	Not Available
	QAI/QAP(AHSP)	Available
	Test stand	Not Available

PART II : SCOPE OF THE PROJECT

9. **Scope:** The scope of the contract shall be to manufacture, assemble and supply the item, **Cylinder to Drg. No.172.82.099SB** as per technical specification and to prove the item in various testing and trials of the item as per technical specification (TY and TO).

Timelines & Milestones

10. Major indicative Timelines and Milestones are given below:-

Serial No.	Activity	Timelines
Development Phase:		
D : Date of approval of proposal under Make-II by CGM/HVF		
a.	Issue of EoI	D + 15 Days
b.	EoI Response Submission	D + 35 Days
c.	EoI Response Evaluation	D + 45 Days
d.	Award of Project Sanction Order (PSO) for Development of Prototype	D + 60 Days
Procurement Phase:		
e.	Design and Development of Prototype (offer of Prototype sample)	D + 180 Days
f.	Solicitation of Commercial Offer	D + 200 Days
g.	Trial and evaluation of Prototype	D + 260 Days
h.	Price Negotiation with Successful developer and award of contract	D + 280 Days

Evaluation of EOI submitted by vendor

11. Response of EOI received from the Vendors shall be evaluated as per criteria stated below (Necessary documents to be submitted for evaluation as per point 20 (A), (B) and Information Proforma) and all the shortlisted companies fulfilling criteria will be called as Development Agencies (DAs).

Project shall be progressed ahead, even if only one EOI respondent is found meeting the evaluation criteria.

Award of Sanction Orders

12. Project Sanction Order with Nil Financial implication shall be issued to all the shortlisted Vendors i.e. Development Agencies (DAs). There will be assurance of orders only on successful development and trials of prototype.

Development Agencies (DAs) have to submit 06 Nos. of prototypes within 120 days from the date of Sanction Order. In case only one Vendor offered the prototype within timelines stipulated in the Project sanction order, then the other Development Agencies will not be accorded more than two time – extension (as per discretion of HVF) and non-submission of prototypes by other vendors even after time extension then the case will be progressed as Resultant Single Vendor Case (RST).

Development of Prototype and Trials

13. No. of Prototypes to be submitted: 06 samples / prototypes (on NCNC basis).

14. Solicitation of Commercial Offer:

Firm has to submit their quote in technical and price bid. Firm has to quote in price bid for Qty. 50 Nos. Price bid of the vendors, whose prototype sample 03 nos. is accepted, will only be opened.

15. Trial and Evaluation of Performance of Prototype:

Component and Assembly Level Inspection will be done at Vendor's premises if decided by HVF as per QAP/QAI (to be provided by HVF along with Project Sanction Order in next stage). However, fitment and field evaluation trial of prototype supplied by Vendor will be carried out at HVF to validate the performance of Prototype as per QAP/QAI. Free trials offered by HVF as stated in EOI stage will be restricted to two times only. In case only one vendor clears the performance test, then the individual vendor will be treated as Resultant Single Vendor.

Opening of Commercial bid (RFQ)

16. On successful completion of performance evaluation & reliability, the commercial offer submitted vide RFQ by Vendor will be opened and HVF's Commercial Negotiation Committee will scrutinize the quoted price and if required, Vendor will be called for a Commercial negotiation to arrive mutually agreeable price, subject to acceptance of price then extant procurement procedure as per AVNL will be followed and the Procurement contract will be signed. If required, DAs should sign Pre-Contract Integrity Pact as per existing AVNL Procurement Procedure.

Foreclosure of project

17. If rates quoted by Development Agencies (DAs) are abnormally high, then AVNL will reserve the right for foreclosure of the procurement process.

All deviations on matters concerned with 'Make-II' cases not covered under this framework, shall require prior approval of competent AVNL authority.

Any grievance during the Make-II process shall be readdressed through extant mechanism existing at AVNL level.

Part-III: Terms and Conditions under Make-II

18. All the terms and conditions will be as per AVNL Procurement Manual (Stores and Services)-2024, Chapter XXVI Guidelines for procurement under “Make-II”.

19. Essential Qualification Criteria Documents to be enclosed:

A) Documents for Technical verification to be submitted by the firm:

- i. Eligible Companies / Vendors : Public limited company, private limited company, partnership vendors, limited liability partnership, one Person Company, sole proprietorship registered as per applicable Indian laws. In addition, such entity shall also possess or be in the process of acquiring a license / development of products if the product under project requires license as per Department of Industrial Policy & Promotion (DIPP) licensing policy (**Proof of Document to be submitted**).
- ii. Foreign investment: The Company/entity has to be owned and controlled by resident Indian citizens; entity with excess of 49% foreign investment will not be eligible to take part in Make-II (**Proof of Document to be submitted**).
- iii. Startups & MSME: who are registered with DIPP under the eligible Domain / Category as per Annexure-II shall be eligible to participate (**Document of registration to be submitted**). Projects with estimated cost of prototype development phase not exceeding Rs. 50 lakhs, will be earmarked for MSME/Startups. However, if no MSME /Startup expresses interest for such proposal, the same may be opened for all.
- iv. Manufacturer: Vendor to submit undertaking that it is a manufacturer and will manufacture item in India with minimum 60% Indigenization content (CHAPTER 1 of DPPM 2016 clause 6, Buy Indian IIDM). Item wise breakup rate to be submitted for documentary evidence of indigenization content. For **imported components if any, COC / Passport / Quality Assurance Certificate / Relevant document of OEM** to be submitted.
- v. Inspection / Testing Facilities: The Vendor should have Inspection/ Testing facilities to inspect all the parameters as per the TY/JSS 5555 specifications and QAP for the items manufactured by them and the final assembly (In case testing facilities will be established after the supply order then **Vendor should give an Undertaking** for arranging Assembly testing facilities within 06 months of placement of Supply Order).
- vi) Assessment of the Trial: HVF will conduct two free trial evaluations for fitment and function. The QAI/ QAP or TY/JSS 5555 tests specified below are the responsibility of the developer from a qualified NABL lab. Some of the test facilities available at HVF are listed in Annexure – A and will be extended for free twice.
- vii. Sample Clause: The Vendor should supply 06 samples (Prototypes) along with Drg, BOM used, Inspection documents & Test reports as per QAP/QAI. Vendor should certify that they have followed the Drg & Specification for the samples if provided in EOI. Any deviation to Drawings, Designs & Specifications to be clearly indicated by the firm/vendor (**Firm compliance to be submitted**).
- viii. Supply Capacity: The Vendor should mention their supply capacity per month/year on issue of BPC by HVF and should match the monthly requirement of HVF as indicated in TE. (**Necessary document to be submitted**)

B) Other documents to be submitted:

- a. Firm will submit GST registration certificate with proof of paying GST, (if applicable)
- b. Firm will submit the PAN along with latest year proof of paying the Income tax.
- c. Firm will submit turnover of last 03 years.
- d. Start-up firm will submit the Startup certificate issued by DIPP.
- e. Micro, Small and Medium Enterprises (MSMs) registered with District Industries Centres or National Small Industrial Corporation or any other body specified by Ministry of Micro, Small and Medium Enterprises (MSME) will submit copy of Udyog Aadhaar Memorandum (UAM) number.

C) Information Performa to be submitted (format attached)

PART IV: PROCEDURE FOR SUBMISSION OF RESPONSE TO THE EOI

20. The response to the EOI shall be submitted ONLINE through this website <https://etenders.gov.in/eprocure/app> only. The response to this EOI must be submitted by 1500 hours on the said last date at the address mentioned above.

21. **Guidelines for submitting EoI Responses.**

- a. The Pre-Qualifications/ EOI will be processed through the CPP portal (<https://etenders.gov.in/eprocure/app>).
- b. For any further Clarifications do not hesitate to contact via e-mail address: hvfprojects@ord.gov.in.
Contact no.044-26843018, 26843233.

PART V: MISCELLANEOUS

22. **Pre Eol Response Meeting.** Companies may submit written queries clarifications / amplifications on specific issues within 10 days of the issue of Eol. A pre-response meeting will be held within 3 weeks (tentative) after the issue of EOI / RFQ to clarify issues / queries raised by the participating firms to facilitate submission of response. Date of pre-response meeting will be promulgated by HVF.
23. Guidelines for penalties in business dealings with entities as promulgated by Government from time to time will be applicable on procurement process & bidders.
24. The Pre-Contract Integrity Pact (PCIP), will be applicable as per AVNL PM 2024.
25. Respondent would be subject to disqualification if they make false, incorrect, or misleading claims in their response to this EOI / RFQ.
26. **Intellectual Property Rights (IPRs):** DA and AVNL shall be the co-owner of the Intellectual Property generated during the development of project and AVNL only will have independent rights to exploit the IP rights, to his own benefit, without the consent of co-owner.

INFORMATION PROFORMA

1. Name of Company.
2. Name of CEO with Designation.
3. Address of the Registered Office
4. Address of the Factory/Factories
5. Company Website(s)
6. Date of Incorporation.
7. Brief History of the Company
8. Category of Industry (Large/Medium/Small/Micro)
9. Nature of Company(Public Limited/Private Limited)
10. Nature of Business Manufacturer / Trader / Sole-Selling or Authorised Agent / Dealer / Assembler / Processor / Repacker / Service Provider). Please give broad product range as applicable.
11. Details of current products:-
 - (a) Type / Description
 - (b) Licensed/Installed Capacity.
 - (c) Annual Production for Preceding 3 years
12. Details of Foreign Collaborations if any planned for execution of project.
13. Technology Received from abroad and assimilated / planned for execution of project.
14. Products already supplied:-
 - a. To Indian Army/Air Force/Navy
 - b. PSUs
 - c. DRDO and its Laboratories
 - d. Ordnance Factories
 - e. Any other Defence Organisation
 - f. To other Principal Customers

1. Details of developmental facilities:-
 - a. R&D Facilities Available
 - b. Number of Technical Manpower
 - c. Percentage of Total Turnover Spent on R&D during the Last three years.
2. Turn-Over during the last three Financial Years.
3. Any other relevant information
4. Contact Details of the Executive nominated to co-ordinate with the Assessment Team (please provide telephone, mobile and e-mail address).