



**GARDEN REACH SHIPBUILDERS & ENGINEERS LIMITED**  
गार्डन रीच शिपबिल्डर्स एण्ड इंजीनियर्स लिमिटेड  
(A GOVERNMENT OF INDIA UNDERTAKING – MINISTRY OF DEFENCE)  
(भारत सरकार का प्रतिष्ठान)

**Registered & Corporate Office Address: GRSE Bhavan, 61, Garden Reach Road, Kolkata - 700 024**

**61 Park Unit Address: 61, Garden Reach Road, Kolkata-700 024**

Phone दूरभाष: (033) 2469-8100 to 8113, Web site वेब: [www.grse.in](http://www.grse.in)

CIN सी आई एन: L35111WB1934GOI007891

**NOTICE INVITING EXPRESSION OF INTEREST (EOI)**

**FOR**

**Expression of Interest for Production Support of Small Crafts at GRSE**

**SECTION A**

1. Ref. No.	:	SCC/SM/MW/Small Craft/24-25/EOI-035
2. Date of Issue of EOI	:	04.03.2025
4. Last date for Submission of EOI	:	25.03.2025 at 12:00 hrs.
5. Contact Person	:	Cdr. Samir Bera I.N. (Retd.), Addl. General Manager, FIB Email: <a href="mailto:bera.samir@grse.co.in">bera.samir@grse.co.in</a> Tel: +9133 2469 8140-43, Extn: 625 Mob: 9061877815
6. Validity of EOI	:	: 180 days from bid opening against the EOI

EOI / Bid formats are to be downloaded from our e-portal <https://www.eprocuregrse.co.in> and Offers / response are to be uploaded using Digital Signature Certificate (DSC). The EOI can also be viewed from [www.grse.in](http://www.grse.in).

To participate in the e-Bid submission for GRSE, it is mandatory for the bidders to get their firms registered with GRSE E-Procurement portal <https://eprocuregrse.co.in>. It is mandatory for all bidders to have class – III Digital Signature Certificate (DSC) in the name of the person who will digitally sign the offer from any of licensed Certifying Agency (CA).

Eoi Offers is to be submitted through our e-portal <https://www.eprocuregrse.co.in> only. No other form of submission is allowed.

This Eoi comprises **EOI CONTENT**.

**N.B:**

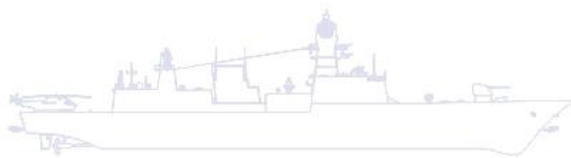
- GRSE reserves the right to cancel this EOI at any stage
- Whether GRSE will open the offer against the EOI on closing due date or extend the due date is completely under purview of GRSE.
- No proposal shall be admissible after due date/extended due date and time (as stated above).
- Decision of GRSE shall be final and binding in this regard.

## NOTICE INVITING EXPRESSION OF INTEREST (EOI)

1. Expression of Interest is invited for shortlisting technically competent suitable boat manufacturing firms (Parties) interested to provide support in construction of various types of Small Crafts as sub-contractor of GRSE
2. The aim of seeking this EOI is to shortlist suitable Parties having proven track record of having successfully constructed vessels/boats/small crafts.
3. Post shortlisting and evaluation of the EOI responses, the qualified firms shall be approached for manufacturing vessels at stipulated at Para 2(b) of EOI Content as subcontractor of GRSE depending on orders of vessels in India and abroad fulfilling the requirement indicated at Para 2 & 3 of the EOI Content.
4. For any clarifications, Email to:

Cdr. Samir Bera I.N. (Retd.), Addl. General Manager, FIB

Email: [bera.samir@grse.co.in](mailto:bera.samir@grse.co.in) Tel: +9133 2469 8140-43, Extn: 625 Mob: 9061877815



# **EOI CONTENT**

## **Expression of Interest for Production Support of Small Crafts at GRSE**

1. GRSE has supplied a large number of patrol boats and other small crafts and also has been carrying out AMC of the FIBs and patrol boats under the State Government of various coastal states in addition to construction of warships as a Defence PSU. Presently, GRSE has three separate yards and a slipway with a capacity for constructing all kinds of boats and small crafts. Expression of Interest is invited for shortlisting technically competent suitable technology collaborator / manufacturer firms (Parties) interested to provide support in design & construction of various types of Small Crafts as sub-contractor of GRSE.

2. The aim of seeking this EOI is to shortlist suitable Party/ parties in respect of the following: -

(a) Construction and repair of boats & small crafts and provide technical support (inter alia will include production design and documentation) for these crafts as sub-contractor of GRSE.

(b) Post Shortlisting and due approval, GRSE will enter into a MoU Agreement for Boat building at firm's premises ( CATEGORY 1) and / or GRSE premises including but not limited to Baranagar Unit (CATEGORY 2) .

(c) On receipt of orders/ intimation of likely orders GRSE will float limited tenders to the shortlisted parties in the indicated categories (as applicable) and then enter into sub contract following due procedure.

### **3. TECHNICAL AND COMMERCIAL CRITERIA.**

(a) The party should have proven track record of successfully manufactured small crafts/ vessels (FRP/ GRP/ Steel/ Aluminium) like Speed Boats, Survey Boats, Work Boats, Patrol Boats, etc.

(b) Post shortlisting and after evaluation of the EOI responses, the qualified parties will be approached for manufacturing of the product as subcontractor of GRSE depending on orders of vessels in India and abroad.

(c) Any change or modification requested by the customer or initiated by the Party to the specifications or scope of work and scope of supply in the Subcontract Agreement or Purchase Order will be discussed in order to reach a mutual agreement on all financial, technical and operational aspects of such change or modifications. In case GRSE faces any challenge during execution of contract with the customer under a Potential Program, the party shall support and assist GRSE to resolve the same on a best effort basis.

(d) The Party shall comply with the terms of the mutual non-disclosure agreement made effective between the Party and GRSE.

- (e) Any Intellectual property (IP) rights issues shall be discussed and agreed by the Party in the Subcontract Agreement, in the event of contemplated development of foreground IP by the Party or by both GRSE and the Party.
- (f) The Party shall be responsible for the conduct, compliance and liabilities of their employees, including contractual employees. No liability or obligation of whatsoever nature, even vicariously, shall be borne by GRSE.
- (g) Should execution of any MEMORANDUM OF UNDERSTANDING and/or any contract resulting therefrom between the party and GRSE, the same be subject to the laws of India.

4. The Party will not be entitled to sell, assign or otherwise transfer any of its rights and / or obligations arising from or in relation to subsequent agreement/ MoU to any third party, without the prior written agreement of GRSE.

5. Should any contract resulting from the activities of the party be subject to the laws, regulations, licenses and approvals required of India, the party shall be responsible for obtaining such licenses and approvals from the appropriate authority.

6. The Parties shall comply with the terms of the mutual non-disclosure agreement (hereinafter the "NDA") which will be signed post evaluation of the competent party.

7. **TECHNICAL DOCUMENTS.** EOI should contain following technical documents to enable GRSE for evaluation of the overall proposal with respect to the below features: -

(a) A Product Catalogue of small crafts experience with General Arrangement plan, complying with all the requirement of the Type specification and capability of customization, if required.

(b) Technical Knowledge and Experience in supplying of small crafts/ vessels (FRP/ GRP/ Steel/ Aluminium) like Speed Boats, Work Boats, Patrol Boats, Passenger Crafts, Solar Boats, Air Boats etc.

(c) The proposal must clearly bring out whether the design of the vessels is based on proven/ existing vessel. In case similar vessel already built to that design, details of builder, owner, along with report must be submitted with the technical proposal. Preference shall be given to parties with proven designs.

8. **EXPERIENCE AND CREDENTIALS DOCUMENT.** Along with the technical proposal, following are to be submitted, to establish the experience and credentials of the firm.

(a) Constitution or legal status of applicants indicating place of registration and principal place(s) of business.

(b) Experience in similar works carried out under Classification Rules, list of clients and proof of satisfactory completion of work for last 05 Years.

(c) Details of the jobs completed in boat construction and supply field which contributes to the experience of the firm for last 05 Years.

- (d) Number of persons including qualification and experience of key personnel employed. Employee Training Certificates on Infusion process to be submitted.
- (e) Details of existing commitment and ongoing projects in hand.
- (f) Credentials from reputed organizations.
- (g) Audited / Certified Balance sheet, Profit / Loss account for past 3 years.
- (h) Others, if any.

9. **TECHNICAL EVALUATION CRITERIA**. The firm is required to submit all necessary documents indicated above. The technical proposal will be evaluated on the basis of the documents submitted along with the proposal. The firm should have ISO 9001:2000 certification. The Start-up firms and MSME firms will be given priority. The technical proposal will be evaluated on the basis of the Firm's experience along with its key personnel.

10. In the first stage, the technical proposal will be evaluated on the basis of the Firm's experience along with its key personnel. Only those Firms who secure 70 marks or more as per the technical evaluation criteria mentioned in Table below shall be declared as qualified. Firms who have secured less than 70 marks will be rejected. The details of as per Technical Evaluation criteria are tabulated below:-

**CATEGORY 1 – EXECUTION OF WORKS IN OWN PREMISES**

<b><u>Technical Evaluation Criteria</u></b>				
<b>Ser</b>	<b>Evaluation Criteria</b>	<b>Credit</b>	<b>Description</b>	<b>Remarks</b>
	Production capacity with proof of supplied vessels	40	Experience of the firm in detail design and Manufacturing of products (including hull, outfitting and engineering/ electrical). Evaluation will be based on proof of supply of diversified vessels/ Small Crafts of different class/ categories during last 05 Years. Firms with experience in Autonomous Vessels/ Crafts will have preference. At least proof of one order in each segment is to be produced for crafts as below: - (a) Speed Boats (b) Work Boats (c) Patrol Boats (d) Passenger Crafts (e) SMBs (f) RHIBs/ Gemini	Details of projects along with certification from Client and relevant Purchase Orders/ documental proof of delivery are to be attached with the proposal.
	Design Capability	10	Experience in detail design projects using Aveva Marine/ TRIBON/ Delft Ship/ Maxsurf	Details of projects along with certification from



			equivalent Software for vessels/ small crafts/ Naval warships/ Naval auxiliary vessels.	Client and relevant Purchase Orders are to be attached with the Proposal.
	Details of land / boat building infrastructure	20	Details of land, covered shed, AC spaces, stores etc Water front area, lease hold or ownership Access road Material handling equipment	
	Approved Manufacturer	5	Class Approved/ certified dedicated Production facility and ISO certification.	Attach certification duly signed by authorized signatory.
	Design infrastructure	10	Details of Design infrastructure including Hardware and software	Detailed list to be submitted along with the proposal.
	Company definition	5	Preference will be given for MSME, Start-up companies.	Attach certification duly signed by authorized signatory
	Business profile	10	Business comfort over anywhere in India. Ease of business anywhere in the world.	Details of projects along with certification from Client to be attached with the bid.

## CATEGORY 2 EXECUTION IN GRSE PREMISES

<b>Technical Evaluation Criteria</b>				
<b>Ser</b>	<b>Evaluation Criteria</b>	<b>Credit</b>	<b>Description</b>	<b>Remarks</b>
	Production capacity with proof of supplied vessels	30	Experience of the firm in detail design and Manufacturing of products (including hull, outfitting and engineering/ electrical). Evaluation will be based on proof of supply of diversified vessels/ Small Crafts of different class/ categories during last 05 Years. Firms with experience in Autonomous Vessels/ Crafts will have preference. At least proof of one order in each segment is to be produced for crafts as below: - (g) Speed Boats (h) Work Boats (i) Patrol Boats (j) Passenger Crafts (k) SMBs (l) RHIBs/ Gemini	Details of projects along with certification from Client and relevant Purchase Orders/ documental proof of delivery are to be attached with the proposal.
	Design Capability	10	Experience in detail design projects using Aveva Marine/ TRIBON/ Delft Ship/ Maxsurf equivalent Software for vessels/ small crafts/ Naval warships/ Naval auxiliary vessels.	Details of projects along with certification from Client and relevant Purchase Orders are to be attached with the Proposal.
	Past experience in working as production partner	15	Details of past Sub Contract Orders recd from DPSU/ PSU Atleast 04 boats to have been delivered while working in in another organization premises	Proof of acceptance
	Design infrastructure	10	Detailed plan for Development of Design infrastructure including Hardware and software at GRSE premises under ToT Agreement at the cost of the party.	Detailed plan and undertaking is to be submitted along with the proposal.

	Construction and repair of small crafts and provide technical support for these crafts as sub-contractor of GRSE.	20	The firm should agree for construction and repair of small crafts and provide technical support for these crafts as sub-contractor of GRSE.	Modality of operation with details and proof of resources are to be submitted. An undertaking is to be submitted along with the proposal.
	Company definition	5	Preference will be given for MSME, Start-up companies.	Attach certification duly signed by authorized signatory
	Business profile	10	Business comfort over anywhere in India.	Details of projects along with certification from Client to be attached with the bid.

11. The above evaluation system will be basis for initial qualification of the parties. Non-compliance of financial, commercial and other requirements specified in the EOI will lead to disqualification of the parties. GRSE also reserves the right to reject any and all parties and accept the proposal, which in its opinion, appears to be most advantageous to GRSE

12. **FINANCIAL ELIGIBILITY CRITERIA.** Party's average annual financial turn over for last three financial years (2021-22, 2022-23, 2023-24) should be at least ₹ 20 Cr (Rs. Twenty Crore only) for Category 1 and at least ₹ 2 Cr (Rs. Two Crore only) for Category 2.

#### **INSTRUCTION TO THE PARTIES:**

13. Before submitting a proposal, parties are expected to examine the Proposal Documents carefully, if they desire, may visit the work front, fully inform themselves of existing conditions and limitations including all items described in the Proposal Documents. No consideration will be granted for any alleged misunderstanding on work to be performed and comply with conditions specified in the Proposal Document.

14. Any qualified deficiency, errors, discrepancies, omissions, ambiguities or conflicts in the Proposal Documents, or there be any doubts as to the meaning of a provision or requirement, the same shall immediately be brought to notice of GRSE Tendering Dept. in writing not less than 07 days prior to proposal closing date.

15. It is understood that in receiving proposals by any party, GRSE assumes no obligation to enter into a contract for the WORK covered by this proposal request. GRSE reserves the right to reject any and all proposals or waive irregularities therein. GRSE reserves the right to evaluate each and every party and accept the whole or any part of the proposal.



16. GRSE also reserves the right to reject any and all parties and accept the proposal, which in its opinion, appears to be most advantageous to GRSE. Receipt and review of this Proposal Request constitutes an agreement of confidentiality between GRSE and each of the contracting Firms preparing its Proposal. GRSE reserves the right to change the form of this request to Proposals, or make clarifications thereto, within a reasonable time before date of submission of Proposals.

17. Parties will assume all safety related responsibilities for the site and will furnish and maintain its own safety program for itself and its subcontractors. Parties are bound to comply with all applicable Environmental, Health & Safety rules, regulations, policies, procedures and guidelines when performing work in the facility or site.

18. Party has to declare, in what capacity he is participating viz. PSU, Limited Co, Private Ltd. Co., Sole Proprietorship Organization, Partnership firm, Joint Venture, etc. Supporting documents (scanned copy) confirming such status to be submitted.

19. A Party is allowed to submit only one Proposal per Category under any capacity / status.

20. Difficulty in submitting the proposal:

(a) Any query/difficulty in understanding the requirement or other technical Terms may be got clarified from (Name of GRSE officer associated with the tender with mobile no. /e-mail) prior to submission of offer.

(b) Any difficulty in submitting / uploading of EOI or for any system help DGM (GRSE E-PROCUREMENT) (E-mail id: [Palit.Saraswata@grse.co.in](mailto:Palit.Saraswata@grse.co.in); [Mondal.Sandip@grse.co.in](mailto:Mondal.Sandip@grse.co.in) ) may be contacted.

21. E-mail Address for communication: Parties to provide e-mail address to enable faster communication.

22. GRSE reserves the right to accept/ reject any proposal in full or in part by assigning any reason.

23. Last date of submission of Proposal/ Date of opening of proposal is indicated in Eoi Document. The proposal/offer is liable to be rejected if the requisite documents are not enclosed with the technical offer.

24. All pages of this document are to be signed and attached with techno commercial proposal as mark of your acceptance. In case of non-receipt of signed copy, the proposal/offer shall be declared as unresponsive.

25. The outcome of the Expression of Interest may be utilised to enter into suitable Memorandum of Understanding as mentioned above.

26. GRSE reserves the right to forthwith cancel, reject any proposal submitted by party in response to the EOI if it is ascertained by GRES that contents/ experience/ criteria/ information furnished with the proposal are false, misleading, forged, and incorrect. GRSE

in such cases, also reserves its right to initiate appropriate action against such party, for furnishing such false, misleading, incorrect and forged information.

27. In case of any discrepancy/ issues regarding the EOI is raised by the party, the decision of GRSE shall be final and binding.

28. Issuance of this EOI or submission of proposal in response to such EOI does not guarantee any business/ execution of MoU Agreement and or does not render GRSE liable to enter into any commercial relationship with the party.

29. The detailed terms and conditions as may be contained in subsequent Agreements with GRSE shall prevail over the any previous understandings etc. in case of any inconsistency of the former with the latter.

