

ರೋಟರಿ ವಿಂಗ್ ರಿಸರ್ಚ್ & ಡಿಸೈನ್ ಸೆಂಟರ್  
ರೋಟರಿ ವಿಂಗ್ ಅನುಸಂಧಾನ ಉಪ ಡಿಜೈನ್ ಕೇಂದ್ರ  
**ROTARY WING RESEARCH & DESIGN CENTRE**  
ಹಿಂದೂಸ್ತಾನ್ ಏರೋನಾಟಿಕ್ಸ್ ಲಿಮಿಟೆಡ್  
ಹಿಂದುಸ್ತಾನ್ ಏರೋನಾಟಿಕ್ಸ್ ಲಿಮಿಟೆಡ್  
**HINDUSTAN AERONAUTICS LIMITED**



ವಿಮಾನಪುರ ಅಂಚೆ, ಬೆಂಗಳೂರು- 560 017,  
ಭಾರತ  
ವಿಮಾನಪುರಾ ಪೋಸ್ಟ್, ಬೆಂಗಳೂರು- 560017, ಭಾರತ  
Vimanapura Post, Bengaluru - 560017, India  
**Ph:** 91- 80-22327253/ 22311690  
**Fax:** +91-80-22313184  
**Email:** lru.rwrdc@hal-india.co.in

### **Important Note**

**Bidders are requested to submit their proposal as per two bid system (Technical and Price bid) online at HAL's e-procurement portal (<https://eproc.hal-india.co.in> or link to e-Procurement portal through [www.hal-india.co.in](http://www.hal-india.co.in)). Bids not submitted through e-procurement portal will not be considered and will be rejected. No Hard copies of Technical and Price bid should be submitted.**

**Bidders to ensure that the pricing aspects either in PDF form or any other form is not mentioned in the technical bid zone, else such offers will not be considered for evaluation.**

**'Original Self-Certification / Auditor Certificate for Local Content', 'Integrity Pact' and 'Non-disclosure Agreement (NDA)' should be forwarded / submitted to HAL, RWRDC in a sealed cover superscribing tender no. & due date & time.**

### **COVERING LETTER – MAIN RFQ**

#### **REQUEST FOR QUOTATION (RFQ) FOR ELECTRO-OPTICAL SYSTEM (EOS) FOR LIGHT COMBAT HELICOPTER PROJECT**

**TENDER NO: RC/IMM/EOS/8422LRU/238/1/25**

**TENDER DATE: 02<sup>nd</sup> January, 2026**

**DUE DATE AND TIME: 30<sup>th</sup> January, 2026 @14:00 HRS IST**

**BID SYSTEM: TWO BID SYSTEM**

Dear Sir / Madam,

#### **1. GENERAL INFORMATION:**

- 1.1** Hindustan Aeronautics Limited (HAL), a “Maharatna” Public Sector Enterprise under Government of India is engaged over the past 75 years in Research, Design, Development, Manufacture and Repair & Overhaul of Aircraft, Helicopter, Aero-engines, UAVs, Avionics and Accessories ([www.hal-india.co.in](http://www.hal-india.co.in)). The company has 20 production facilities at 8 different locations & 11 R & D Centers spread across the country. HAL has designed and developed various fixed wing aircraft which are currently being used by Indian Defense Services and Helicopters used for both defense and civilian applications.

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- 1.2** Rotary Wing Research & Design Centre (RWRDC) one of the flagship R&D division of HAL located at Bangalore, India is currently engaged in design, development, flight testing and certification of helicopters to meet the requirements of Indian Armed Forces and Civilian Market while exploring the export business opportunities.
- 1.3** Light Combat Helicopter (LCH) designed & developed by HAL is a twin-engine helicopter in 5.8 tons class having tandem seat configuration. Front cockpit is for Pilot and rear cockpit is for Weapon Systems Operator (WSO). The necessary displays & controls are duplicated in both the cockpits. LCH has anti-tank, air-to-air operations etc. as primary roles and scout duties as secondary role.
- 1.4** This RFQ deals with requirement of “**SUPPLY OF ELECTRO-OPTICAL SYSTEM (EOS)**” for LCH Project. Electro Optical System is required to support various mission of LCH (like Combat Search & rescue, close Air support, Counter Insurgency (CI) / Counter Terrorism (CT) operations, offensive employment in Urban Warfare etc). Electro-Optical (EO) system is intended for long range day & night target reconnaissance, surveillance and acquisition.
- 1.5** Bids are sought from Original Equipment Manufacturers (OEMs) ie Local Vendors and foreign vendors for supply of subject items. Vendor shall provide a declaration that production supplies should have a minimum IC content of 50% during the first year of production supplies and more than 60% at subsequent stage. Offers received without indicating the percentage of local content & without Certificate as per PPP guidelines will not be considered for availing the Purchase Preference for Local Suppliers. Regarding interpretation of PPP guideline, the sole decision of HAL will be final and binding for all

## **2. SYSTEM REQUIREMENT DEFINITION:**

- 2.1 The Technical requirements of the **ELECTRO OPTICAL (EO) SYSTEM FOR LCH** (hereinafter also referred as “System” based on context) shall be as per HAL document, “System requirements document (SRD) of EO, RC/LCH/MSI/SRD/005 Issue I, Rev A dt:15.10.2025” enclosed as Part – I to this RFQ. Broadly, EO SRD shall cover the following requirements:

- EO system with Day, IR, SWIR and Laser target designator & rangefinder,

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- EO system software control (application layer, ICD level) to be with one of R&D division of HAL.
- 2.2 Refer section 4.7 of EO SRD attached with RFQ, vendor is requested to indicate the following in RFP response:
- Compliance to sharing of external interface ICDs (MIL1553, RS422, etc.)
  - Willingness to share the application layer software control (ICD level) to HAL.
  - Application layer s/w will be maintained, updated & upload by HAL in future as per future requirements.
  - To execute this OEM shall provide required documents, procedure, tools and training to HAL (refer para 12.1d, 12.3g, 13a & 13c of SRD).
  - HAL will procure the required tools, s/w IDE, documents and technical assistance.
- 2.3 Based on design reviews or during integration and testing, if there is any need for modification in the system, to make it compliant to technical requirements, the same shall be the responsibility of the vendor. Vendor to carry out such modifications and render technical assistance without additional cost to HAL.
- 2.4 The system offered should be of the current technology and should be maintainable in service for a period of at least 30 years.
- 2.5 CMM (component maintenance manual) of EO system to be in “IETM class 5 & PDF in S1000D standards”.

IETM (Interactive Electronic Technical Manuals) is an advanced form of electronic documentation designed to provide comprehensive technical information and support. It offers enhanced accessibility, interactivity, and efficiency in managing complex technical data

### 3. PRE-BID MEETING

A pre-bid meeting, will be held on **13/01/2026** through video conference for the benefit of all the interested vendors who wish to bid against this RFQ. All interested vendors are required to forward

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particulars of representatives along with details of clarifications required by them through email so as to reach us at least 3 working days in advance. Clarifications sought by all the vendors will be consolidated, discussed during the conference and HAL's response on all points would be uploaded on the Tender web link. Further queries (if any) to be sought within 3 days of uploading the response by HAL.

- 4. Schedule of Deliverables:** The proposed system is required by HAL in two phases as given below: Adherence to the required schedules shall be an important consideration for accepting or rejecting Bids. Minor deviations in this regard may be accepted by HAL based solely on its judgment and discretion.

- 4.1. Development Phase:** During the development Phase, our requirement of units is as follows:

S/N.	Milestone	Schedule (Months from T0 – PO placement)
1.	Technical Reviews (PDR/CDR etc.)	T0+2
2.	Delivery of Connectors, back-shells (3 sets)	T0+6
3.	Delivery of EO System (3 sets)	T0 + 12 Months or earlier for Airworthy units. <b>Note:</b> 1 set (engineering unit) for Lab Integration testing in T0 + 6 Months (FOC, Loan basis).
4.	Documents & reports (as per para 12.3 of the SRD), Software certification documents (as per para 8.3 of SRD)	From PDR till Certification (As per program schedule)
5.	Support for SIL checks	T0+9 Months
6.	Other deliverable (Tools & testers, training etc.)	T0+9 to 12 Months

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S/N.	Milestone	Schedule (Months from T0 – PO placement)
7.	Support for Ground & flight test	T0+12 to 18 Months
8.	Support for certification	T0+24
9.	Software IDE, tools for EO application layer software control (ICD level) to HAL	T0 + 24*
10.	Documents, Training for EO application layer software control to HAL	
11.	Training for EO application layer software control to HAL	
12.	Integration testing in SIL for application layer s/w	

**Note:** \*Certification support for application layer software control (if applicable).

#### 4.2. Production Phase:

The total production requirement is 156 Nos. of EO system, spread over a period of 5 years after successful completion of development phase of project based on receipt of orders from customers. The tentative production program schedule is given below:

Description	2026-2027	2027-2028	2028-2029	2029-2030	2030-2031	Total
<b>Production sets for 156 LCH</b>						
EO systems in sets	30	30	30	30	36	156
<b>Spares</b>						
STA / EO Pod in Nos.	-	38	19	30	30	117
Grips in Sets	-	16	8	12	12	48

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Control Box (if any) in no.	-	12	6	8	8	34
<b>O-Level tools, testers, GSE/GHE</b>						
O-level & maintenance tools, testers, GSE/GHE including harmonization tool (if any).	-	18	9	13	15	55

i) There will be no single order covering the total production phase. Orders for production phase as above are subject to (i) Certification of the System on LCH by the Airworthiness Authority and (ii) receipt of orders from the HAL Customers. It should also be noted that the quantity ordered may be less than the numbers mentioned above either on yearly basis or in total.

ii) In line with the above, the tentative schedule of deliveries in the table above will be used only for commercial evaluation on a uniform basis. Production phase requirements will be sourced through purchase orders to be placed from time to time taking into consideration Orders from customers, HAL's production schedule and vendor's supply lead-time. Accordingly, Vendor is required to indicate the lead time for supply of production units with reference to time of placement of production orders

## 5. INDIGENOUS CONTENT (IC) REQUIREMENTS

5.1 Indigenous Content (IC) is defined as follows:

$$IC = [SP - C] * 100 / SP$$

Where;

- SP is the Selling Price of the deliverable Systems excluding output taxes in India.

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- C is the cost of all goods and services required to make the Systems and sourced from outside of India, including all import-related taxes and duties.
- 5.2 Vendor to provide Details of location(s) at which the local value addition is made to be mentioned.
- 5.4 Self-Certificate/CA Certificate for Local content to be enclosed as per the format enclosed in the Tender. (Attached/not attached).
- 6. Product support during service life:**
  - 6.1 Vendor shall support spares and technical assistance for 30 years. In case of component or supplier obsolescence, vendor shall provide equivalence solution or last time buy support based on mutually agreed terms
  - 6.2 Vendor should indicate lead time for supply of spares, test equipment, etc.
- 7. MANDATORY CRITERIA (Applicable for MSEs & Startups also):**
  - 7.1 OEMs of the system are only eligible to bid. In this regard a declaration on organization letter head duly signed by authorized signatory is to be submitted.
  - 7.2 Vendor shall provide a declaration that production supplies should have a minimum IC content of 50% during the first year of production supplies and more than 60% at subsequent stage. In this regard a declaration on organization letter head duly signed by authorized signatory is to be submitted.
  - 7.3 Vendor shall provide a declaration that Repair & Overhaul(ROH) of the production supplies shall be carried out in India. In this regard a declaration on organization letter head duly signed by authorized signatory is to be submitted.  
Vendor to provide the details of Indian partner( if any) during submission of bid or during the first year of production supplies.
  - 7.4 It is required that the OEM should have supplied same class of system (w.r.t. weight & dimension) to a reputed aerospace company. Testimonials (Purchase order, Flight test report, Certificates from

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authorized Certification agency of respective country in this regard should be provided in the technical bid.

**8. GUIDELINES FOR SUBMISSION OF BIDS:** Vendor should submit proposal in Two bid format, technical bid and Commercial bid separately (through HAL e-Procurement portal only). Accordingly, your proposal should cover the following:

**8.1 Technical Bid:** Following documents must be submitted as part of the technical bid:

**8.2 Technical Proposal** (also referred as Technical Bid) should include the following information.

**8.2.1 Compliance Statements:**

**8.2.1.1** Compliance matrix confirming point-by-point compliance to all paras of this RFQ, compliance matrix against technical specifications at Part I and compliance matrix against Commercial terms and conditions at Part II, should be enclosed with the technical proposal.

Insufficient or incomplete details may lead to rejection of the offer. In respect of technical specifications, indication of “compliance”, “non-compliance”, or “partial compliance needs to be substantiated with details sufficient enough to enable comprehensive understanding.

**8.2.2 Integrity Pact (IP):**

**8.2.2.1** Vendor should submit hard copy of Integrity Pact (either Omnibus IP or Standalone IP), in original, duly signed by authorized signatory and witness, in a sealed envelope. Bidders should submit IP on plain bond Paper. All pages to be initialed by Bidder/ authorized signatory. Formats for both Omnibus IP and Standalone IP are placed at Part-IV of RFQ. Vendor may select either Omnibus IP or Standalone IP for signing with HAL. In case, the vendor had already signed Omnibus IP with any divisions of HAL and the same is valid then they can enclose a copy of the same against this tender, instead of signing fresh Integrity Pact.

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ವಿಮಾನಪುರ ಅಂಚೆ, ಬೆಂಗಳೂರು- 560 017,  
ಭಾರತ  
ವಿಮಾನಪುರಾ ಪೋಸ್ಟ್, ಬೆಂಗಳೂರು- 560017, ಭಾರತ  
Vimanapura Post, Bengaluru - 560017, India  
**Ph:** 91- 80-22327253/ 22311690  
**Fax:** +91-80-22313184  
**Email:** lru.rwrdc@hal-india.co.in

**8.2.2.2** The envelope, which contains the signed IP, should be marked as “Integrity Pact” indicating tender reference and due date and should reach us at the following address on or before the tender due date and time:

Deputy General Manager (IMM)-RC,  
Rotary Wing Research & Design Centre,  
Hindustan Aeronautics Ltd.  
Vimanapura Post,  
Bangalore-560017, Ph :+91 80 2232 7253

**Or**

alternatively, the sealed cover with tender reference and due date containing the signed Integrity pact should be dropped in the tender box ( Rotary Wing Research and Design Centre) kept at Reception (VIP Gate of RWRDC& Production division) on or before the tender due date and time specified in tender.

HAL will not be responsible for any transit/postal delay or delay due to any other reasons in receipt of hard copy of original signed IP. A copy of signed IP should also be scanned and attached with your technical bid, which has to be submitted online through e-Procurement portal.

**8.2.2.3** Also Scanned copy of signed IP should be uploaded in E portal along with Technical Bid.

**8.2.2.4** **Entering into integrity pact without deviation from the specified format is preliminary qualification without which the bid is liable to be rejected without evaluation. Bidders who submit IP with deviation might at HAL’s discretion be given an opportunity to submit original signed IP without deviation within stipulated time limit as decided by HAL.**

**8.2.2.5** In respect of IP and its monitoring, there would be Independent External Monitors (IEM) who will be appointed by the Central Vigilance Commission, a statutory body and not by HAL. The present IEMs are:

1. Shri Sunil Kumar Bansal, IPS (Retd.)

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**Email:** lru.rwrdc@hal-india.co.in

Email id: [sunilku555@gmail.com](mailto:sunilku555@gmail.com)

2. Shri Chaitanya Kumar Varma, CE&MES (Retd.)  
Email id: [ck\\_varma@yahoo.co.in](mailto:ck_varma@yahoo.co.in)

3. Shri Ashok Kumar Tripathy, IAS (Retd.)  
Email id: [tripathyak@yahoo.com](mailto:tripathyak@yahoo.com)

- 8.2.2.6 The signed IP will form part of the contract/purchase order, in the event of placement of order.
- 8.2.2.7 All clarifications/query/status w.r.t tender & validity extension of tender should be forwarded to HAL only and not to the IEM except query related to IP.
- 8.2.2.8 Signed IP in original should not be forwarded to the IEM.

### **8.2.3 Bidder's country which shares a land border with India:**

- 8.2.3.1 Restrictions under Rule 144(xi) of the General Financial Rules (GFRs) issue by GoI, Ministry of Finance, Department of Expenditure (DOE). Bidders should refer to Appendix-C of this tender documents i.e., Clause regarding restrictions on procurement from a bidder of a country which shares a land border with India.
- 8.2.3.2 All the participating bidders have to mandatorily submit the both ANNEXURE-I A & I B relevant certificate (either Type-I or Type-II) as per format enclosed, at the time of submitting the technical bid along with their offer.

**8.2.4 Non-disclosure Agreement:** Non-disclosure Agreement duly signed by the authorized signatory from the vendor's side strictly as per the format enclosed at **PART-V** of this RFQ should be submitted. If the vendor does not agree to any specific clause in the NDA, the same should be brought out in the Technical Bid for consideration of HAL. However, HAL reserves the right to accept or reject such proposed changes to the clauses of the NDA.

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8.2.7 **Checklist:** Vendor should attach duly filled check list as given in **PART-III** of this RFQ.

**Note:** The bidder should upload Technical Bid in the form of documents mentioned above in the form of attachments (each attachment file not exceeding 5 MB) through HALs e-procurement portal.

## **9. COMMERCIAL REQUIREMENTS:**

### **9.1 Prices**

All the prices payable by HAL for **EO System for LCH as per SRD** should be given in the price format enclosed as **PART-IV** of this RFQ. It should be complete in all respects. No subsequent addition/ alteration/ claim will be entertained over and above the quote.

Prices for the Development Phase should be firm and fixed till completion of development phase. The prices for Production Phase, Spares and availing additional technical assistance/Training etc should be quoted at EC 2026 price level. The prices will thereafter be varied as per price variation formula/ yearly escalation to be quoted by vendor as referred in the Commercial Terms and Conditions placed as PART II of this RFQ with the maximum cap on escalation.

### **9.2 Compliance to Commercial Terms and Conditions**

Vendor is expected to comply with all the terms and conditions as given in **PART-II** of this RFQ. For other Commercial Terms & Conditions, in case the Bidder proposes alternative formulation for any clause, the same should be indicated clearly in the Bid. However, such non-compliances or partial/modified compliances should be kept to a bare minimum. In case proposed alternatives taken together negates or seriously compromises the basic nature of commercial engagement envisaged through this RFQ, then HAL at its sole discretion will be entitled to reject the Bid.

### **9.3 HAL's Rights & obligations**

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- i) Issuance of this RFQ shall not impose any obligation on HAL to place any Order on (or to sign any Contract) with any Bidder. HAL also reserves the right to cancel the RFQ process/Tender at any stage without assigning any reason. The decision of HAL is final in this regard
- ii) HAL is under no obligation to meet or reimburse any cost incurred by or on behalf of Bidders in connection with responding to the RFQ or participating in any process related to this RFQ.
- iii) HAL reserves rights to reject any or all the bids received from vendor without assigning any reason what so ever.
- iv) HAL is under no obligation to pay any interest on Security Deposit.

**10. Validity of Prices/ Bids:** All quoted prices and bids shall remain valid for a minimum period of 270 days from the closing date of this RFQ.

**11. Warranty**

The warranty period shall be 36 months from the date of receipt and acceptance of goods at HAL including GHE & Test Equipment.

**12. Technical Evaluation:**

- 12.1 Technical bids submitted by the vendors would be opened and examined for adherence/ compliance to the requirements as specified in this RFQ. In case of ambiguity or non-clarity in statements given by the vendors, HAL may seek information/ clarifications and/or seek demonstration, testimonials, means of compliance, etc. Only such offers that meet HAL requirements shall be short-listed for further commercial evaluation.
- 12.2 HAL reserves the right to call for technical interactions to ascertain vendor's competencies, availability of technical resources, past experience, credibility of claims made in the RFQ response, means/likelihood of compliance with technical specifications, etc. If, based on technical interactions as above, HAL Technical Evaluation Committee comes to a reasonable conclusion that the compliance to technical specifications or other claims made in the vendor's bid are unlikely to be met in practice; the Bid shall be rejected as technically non-compliant.

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12.3 The EO Pod has got significant role in target acquisition & Weapon aiming, where the intended performance related to crucial parameters like Gimbal (Pod) stabilization & pointing accuracy are very important. Vendor to submit the Lab/field test reports along with compliance of the requirement.

12.4 During technical evaluation, system/proposal which is technically cleared may be physically verified (for weight & dimensions) as per decision by the TEC at HAL or work center in India within 10 days of notification by HAL .

Vendor to submit following proof of evidences:

- Acceptance test report / functional test report of the proposed system,
- Lab/field setup images & videos,
- Testing videos of EO cameras (i.e., Day, MWIR, SWIR) and laser ranging for LRF, LD

12.5 **Note:** Vendor may be asked to provide Lab demo in India (Indian Partner/ HAL) for possible feature as per decisions of TEC

12.6 **Price formats without figures in Technical Bid:** Bidders shall also attach price formats filled in with item wise details of all items quoted. The price figures shall not be filled in this format attached to the technical bid. Bidders shall indicate 'Quoted'/'Not Applicable' in the price column.

### **13. Commercial Evaluation**

- Commercial bids of vendors whose technical bids have been found to be meeting HAL's requirement would be opened online. Bidders can see their qualification status online by logging into HAL e-Procurement portal.
- Bid with the lowest price arrived at based on the commercial evaluation criteria/process mentioned in the Commercial Terms & condition will be considered for placement of order. The tender will be evaluated on package-wise considering the total value quoted for Development Phase, Production Phase as per criteria indicated in the Commercial Terms & condition.

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- iii. Conditional discounts if offered in the Bid will not be considered in evaluation of tender.

#### **14. Important Additional Information**

- i) The bidder shall not indicate price details / indicate pricing aspects in technical bid. If bidder submits price bid along with the technical bid, the bid is liable for rejection and such bid may not be considered for further evaluation.
- ii) Bids received after the due date and time shall be summarily rejected. HAL reserves the right to reject incomplete tenders if the nature and extent of deficiencies preclude rectification of Bid through limited clarifications.

#### **15. Additional Information**

- i) Bids to be submitted through HAL e-procurement portal only on or before the due date and time specified. Bids submitted through any other mode will not be considered.
- ii) Refer attached e-Tender terms for submission of online proposal (**Annexure-2**).
- iii) Bidders may seek clarification on specific tender / RFQ / NIT related queries within the specified period (ie. Within 10 days from RFQ date) at the following contact details

#### **Any clarifications on the tender, you may contact:**

Deputy General Manager (IMM) – RC  
Rotary Wing Research & Design Centre,  
Hindustan Aeronautics Limited,  
P.B. No: 1783, Vimanapura Post,

BANGALORE – 560 017, INDIA  
Tel: +91-80-22327253/22311690 / 22323219  
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E-mail: [lru.rwrdc@hal-india.co.in](mailto:lru.rwrdc@hal-india.co.in)

Contact Person: Sri B N LAKSHMANA, Mob:+91 98454 26790

Alternate Contact Person: Sri. SUDHAKAR REDDY G R, Mob:  
+91 96204 30946, e-mail: [lru.rwrdc@hal-india.co.in](mailto:lru.rwrdc@hal-india.co.in)

- iv) **Tender Documents:** The bidders should download all tender documents directly from HAL e-procurement portal (<http://eproc.hal-india.co.in> or link to e-Procurement through [www.hal-india.co.in](http://www.hal-india.co.in)). No Tender fee is applicable.

Thanking You,

Yours faithfully,  
For Hindustan Aeronautics Ltd,

(SUDHAKAR REDDY GR)  
DGM (PURCHASE)-RC

**Note: Bidders are advised to visit HAL website/e-procurement portal till the closing date of RFQ towards all its corrigenda / addenda, if any. No separate communication will be sent.**

Encl: As Stated above

1. Part1 System Requirement Document (SRD)/ Technical spec/Scope of Work
2. Part-IA Technical Specification Compliance Matrix.
3. Part-IB Details of Local Content
4. Part-1C Non-Price Bid
5. Part-II Commercial Terms Compliance.
6. PART-III RFQ Check List.
7. Part-IV Price format.
8. Part-V NDA
9. Appendix-B Format for local content certificate
10. Appendix-A Purchase Preference Policy T & C
11. Appendix-C - Restrictions under Rule 144(xi) – GFR - restrictions on procurement from a bidder of a country which shares a land border with India.

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12. Annexure-IIA & Annexure-IIC Declaration certificate for procurement of Goods and Services
13. BG format for Security Deposit
14. BG format for PBG
15. Annexure1 Bank Mandate Form
16. Annexure2 Terms for E-Tender
17. IP Formats – Standalone and Omnibus (must be in plain white sheet)

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