

## **QUESTIONNAIRE FOR DESIGN & DEVELOPMENT OF INFANTRY WEAPON TRAINING SIMULATOR SYSTEM (IWTS)**

**Background.** The Indian Army is progressing a procurement scheme for Infantry Weapon Training Simulator (IWTS) under Make-II Chapter of the DPP 2016/DAP 2020. Apropos, only indigenously designed, developed and manufactured prototypes will be acceptable. The production phase (after successful development of the prototype) will be followed under Buy Indian-IDDM category. In view of the same, please furnish inputs to the following questions:-

1. Please provide details of the vendor as per Performa at **Annexure**.
2. Provide description of the vendor organization in terms of research and development of Weapon Simulators to include the financial capability and the technical expertise.
3. Provide details regarding major successful projects/ products/ technologies developed/ under development involving Research & Development in the field of Simulators systems.
4. Provide details of similar equipment manufactured by the vendor and supplied in India / abroad, if any.
5. Does the vendor have the capability to develop an Infantry Weapon Training Simulator (IWTS) prototype and productionize the same indigenously?
6. Will the Infantry Weapon Training Simulator prototype be designed and developed indigenously in India? If no, please forward details of all the foreign companies with whom there is a partnership/ Joint Venture/ MoU for carrying out the design and development? **Will your company finally hold the IPR of the design so generated during the prototype development phase?**
7. Please furnish the technical specifications of the Infantry Weapon Training Simulator (IWTS) being designed and developed by the vendor and specify the advantages/ differences in the technology vis-à-vis similar products available globally.
8. Does the vendor have adequate infrastructure to develop, integrate, test and manufacture Infantry Weapon Training Simulator (IWTS)? If yes, please provide details of the same. If no, what would be the timeframe for establishing the same?
9. What are the areas of uncertainty being envisaged by the vendor in the design, development and productionisation of the indigenous development of Infantry Weapon Training Simulator (IWTS)?

10. What is the approximate indigenous content the vendor will be able to achieve? Give a breakdown of the indigenous content (in terms of cost percentages) at both Prototype Development Stage and Production Stage.
11. What are the major components/systems/sub-systems that will be indigenously manufactured by the vendor? What will be the source of acquisition for the remaining components/systems/sub-systems (details of the source firms may be specified indicating whether the source firms are domestic/ex-import)?
12. What is the modus operandi of Transfer of Technology (ToT) of the imported technology to achieve self-reliance?
13. What are the anticipated timelines (in years) for development of the prototype and production? Specify the timelines separately for each.
14. What are the quantities that can be manufactured per year during production?
15. Does the vendor have the ability to sustain the IWTS system throughout its life cycle?
16. What are the vendor's recommended list of Special Maintenance Tools (SMTs), Special Test Equipment's (STEs), Test Jigs (TJs) and fixtures that would be required for maintenance support for its life cycle?
17. If the vendor proposes on Annual Maintenance Contract (AMC), what would be the likely cost of the same in terms of percentage of the cost of procurement?
18. How will the vendor ensure continuous supply of spares for the system, especially for those components being procured ex-import, if any?
19. What type of proposed training manuals (User, QA & Maintenance) will be provided by the vendor? What will be the proposed training schedule for conduct of training (User, QA & Maintenance)?
20. What are the likely costs for design and development of the Infantry Weapon Training Simulator (IWTS) Prototype?
21. What will be the approximate budgetary cost for manufacture of 66 training simulators at Production Stage?
22. What are the proprietary technologies incorporated in the system being developed? Are the proprietary technologies indigenous or ex-import? If ex-import, will the foreign vendor transfer the technology? Clarify the issues of Intellectual Property Rights (IPR) for the Infantry Weapon Training Simulator (IWTS).

23. Is the vendor willing to transfer the technology to any DPSUs in future? If yes, will the ToT include the proprietary technologies?
24. Does the vendor have a valid Government Industrial Licence for design, development and manufacture of Infantry Weapon Training Simulator (IWTS) including its ammunitions/batteries/chargers/accessories in India?
25. Please provide compliance to industry standards.
- (i) ISO 9002 2008/2015.
  - (ii) ISO 2000 for service management.
  - (iii) ISO 27000 for information security.
26. Will the vendor provide upgrades to the system being developed?
27. Will the vendor also carry out necessary R&D on the future generations of IWTS systems?
28. Any additional details in respect of the proposed development carried out may be provided.
29. Any other details which the vendor would like to bring before the Feasibility Study may be provided.

**Annexure**  
**(Refers to Para 1 of IWTS  
Questionnaire)**

**INFORMATION PROFORMA (INDIAN VENDORS)**

1. **Name of the Vendor/Company/Firm.** (Company profile including Share Holding pattern, in brief, to be attached)

2. **Type** (Tick the relevant category).

Original Equipment Manufacturer (OEM) Yes/No

Authorised Vendor of foreign Firm Yes/No  
(attach details, if yes)

Others (give specific details) -----

3. **Contact Details.**

Postal Address:

City: \_\_\_\_\_ State: \_\_\_\_\_

Pin Code: \_\_\_\_\_ Tele: \_\_\_\_\_

Fax: \_\_\_\_\_ URL/Web Site: \_\_\_\_\_

4. **Local Branch/Liaison Office in Delhi (if any).**

Name & Address :-----

Pin code : -----

Tele :-----

Fax :

5. **Financial Details.**

(a) Category of Industry (Large/Medium/Small Scale/Start up):

(b) Annual turnover: --- (in INR)

(c) Number of employees in firm:

(d) Details of manufacturing infrastructure:

(e) Earlier contracts with Indian Ministry of Defence/Government agencies:

Contract Number	Equipment	Quantity	Cost

6. **Certification by Quality Assurance Organisation.**

Name of Agency	Certification	Applicable from (Date & Year )	Valid till (Date & Year)

7. **Details of Registration.**

Agency	Registration No	Validity (Date)	Equipment
DGS&D			
DGQA/DGAQA/DGNAI			
OFB			
DRDO			
Any other Government Agency			

8. **Membership of FICCI/ASSOCHAM/CII or other Industrial Associations.**

(a) Name of Organisation.

(b) Membership Number.

9. **Equipment/Product Profile** (to be submitted for each product separately):-

(a) Name of Product: (IDDM Capability be indicated against the product) (Should be given category wise for e.g. all products under night vision devices to be mentioned together)

(b) Description (attach technical literature):

(c) Whether OEM or Integrator:

(d) Name and address of Foreign collaborator (if any):

(e) Industrial License Number:

(f) Indigenous component of the product (in percentage):

(g) Status (in service/design & development stage): -----

(h) Production capacity per annum: -----

(j) Countries/agencies where equipment supplied earlier (give details of quantity supplied): -----

(k) Estimated price of the equipment.

(l) Average annual turnover of the applicant company for the last three financial years ending 31<sup>st</sup> March of the previous financial year.

10. Alternatives for meeting the objectives of the equipment set forth in the RFI.

11. Any other relevant information: -----

12. Declaration. It is certified that the above information is true and any changes will be intimated at the earliest.

**Note:** Para 44 and Appendix F to Chapter II may be referred.

(Authorised Signatory)