

Expression of Interest (EOI)

ELECTRICAL, ELECTRONIC AND ELECTROMECHANICAL

Supply Chain Management
Hyderabad
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1 Introduction

BrahMos Aerospace Private Limited, a joint venture between India's Defence Research and Development Organization (DRDO) and Russia's NPO Mashinostroyeniya, is a leading aerospace and defense corporation specialized in Design, Development and Production of supersonic cruise missile systems. BrahMos missile, a versatile weapon deployable from multiple platforms, the company plays a critical role in enhancing India's defense capabilities and is actively pursuing advancements in missile technologies, solidifying its position as a key player in the global defense sector.

BAPL invites Expressions of Interest (EOI) from qualified manufacturers for supply of Electrical, Electronic and Electromechanical (EEE) devices for integration into BAPL's critical defense systems. Responses should demonstrate adherence to relevant military standards (MIL-STD), robust quality control procedures, and a proven track record in delivering reliable solutions for demanding defense applications.

Intending Manufacturing Industries[s] are advised to read the EOI document, Terms and Conditions and other details carefully relating to the work contemplated in the procurement of EEE parts.

2 Objective

The EOI aims to develop new vendors qualifying to the technical requirements of device under consideration. The information collected will be used to identify suitable partners for subsequent phases of vendor development activity.

3 Eligibility Criteria

Interested Manufacturing Industries must meet the following minimum criterion in order to apply for EOI:

- a) The Manufacturing Industries must be an Indian Registered Partnership / LLP / Company with a majority stake of the company held by a Resident and Citizen of India.
- b) The average annual turnover of the interested partner during the last three years shall be at least INR 100 Cr. Audited Annual Financial Statements in support of the same shall be furnished. The long-term credit rating by ICRA/CRISIL or equivalent as on date of submission of EOI shall be "A" or above.
- c) QMS Certifications AS9100D is mandatory, and the valid Certification shall be submitted along with EOI.
- d) SAMAR Level 3 Certification / CIS/equivalent Certification is mandatory, and the valid Certification shall be submitted along with EOI.
- e) Experience in design, development and manufacturing of IPC/MIL – Class 3 certified product is mandatory.

- f) Experienced technical manpower availability – skilled manpower in precision soldering (certified to J-STD-001 or equivalent), electromechanical assembly (certified to IPC-610 & IPC 620 – Class 3 or equivalent) is Mandatory.
- g) Experience on working with inspection agencies viz., MSQAA, R&QA, RCMA etc. is mandatory.
- h) Data and Cyber Security Certification is mandatory.
- i) Experience of product design, prototyping, circuit design & PCB layout, embedded systems development and testing capabilities to latest technology and as per standards in vogue.
- j) Minimum experience of 10 years in manufacturing and Supply of EEE systems for Defense/Aerospace industry. Shall be supported with contract references.
- k) Shall have access to well established facilities such as machine shop with CNC machines including VMCs, heat treatment, welding shop (TIG) and surface treatment. In case if any of the process is sub-contracted, requirements of this EOI shall apply and responsibility to ensure them lies with Tier-1 Manufacturing Industries. Subcontracted process shall be accessible to BAPL for audit/assessment.
- l) Cleanroom environments of class 100000 shall be maintained for storage of sensitive components/Soldering/potting & conformal coating.
- m) Obsolescence Management: Shall have a documented procedure to monitor and manage obsolescence of components/sub-systems.
- n) Component procurement & Inventory management shall comply to J-STD-033, IPC 1601, MIL STD 2073 or as per standard in vogue.
- o) Counterfeit Detection: Shall procure components only from OEM or OEM Authorised Dealers with Authorization Letter. For purchase of obsolete component from non-authorized dealer Manufacturing Industries shall conduct rigorous testing to detect counterfeit components. Utilize advanced testing equipment, such as X-ray inspection, scanning electron microscopy (SEM), and electrical testing to detect counterfeit component.
- p) Technical capability to design PCB as per IPC-2221 or equivalent and PCB fabrication and assembly (SMT, THT, mixed technology) as per IPC 600, J-STD-001, IPC 610 – Class 3, MIL-STD-2000 or equivalent.
- q) Capability to carry out comprehensive testing (Inhouse/ NABL labs) to validate the functionality and reliability of the EEE devices under specified operating conditions as per Technical specification.
- r) The manufacturer shall ensure minimum service life of 30 years for device manufactured for BAPL.
- s) Rework, Modification and Repair of Electronic Assemblies shall comply to IPC-7711/7721 or equivalent
- t) Failure rate of last three financial year shall be declared; zero rejection is preferred.
- u) Availability of In-house research & development facility and reverse engineering capability is preferred.
- v) Higher indigenous content is preferable.

4 EOI Submission

Interested Manufacturing Industries are requested to submit their response as per Format enclosed in **Annexure-A as per Demand Notification**.

5 Evaluation Criteria

The evaluation of responses will be based on the Evaluation of BAPL w.r.t the following criteria:

- Technical capabilities and experience in defence applications.
- Production capacity and lead time for high-reliability products.
- Quality management system and compliance with defence/military standards.
- Financial stability and references in the defense sector.
- Infrastructure/Facility evaluation.
- Security Certifications and its compliance.

The shortlisted Industries will be called up for further processing of the subsystems mentioned in Demand Notification.

6 Confidentiality

All information provided in response to this EOI will be treated as confidential and may be subject to non-disclosure agreements.

7 Disclaimer

This EOI does not constitute a commitment for placement of contract/P.O and BAPL reserves the right to accept or reject any or all the responses.

8 Contact Information

For any inquiries, please contact: Refer demand notification

Annexure – A: PROFORMA TO BE FILLED BY INTERESTED PARTIES

Expression of Interest

Demand Notification Ref.: _____

Demand Notification Date: _____

S.No.	Particulars	Details to be filled up by FIRM	Supporting Document
a.	Name Of the Firm & Address		Company Registration Document with State/Central Government
b.	Firm's Contact Person & Details		
c.	Category of Industry (Raw Material /Conversion/Standard Items/Ready to use Components/Other) *		
d.	Nature of the Company (Pvt. Ltd. / Ltd./PSU/DPSU etc.)		
e.	Organizational structure		Self-attested document
f.	The average annual turnover of previous three (3) financial year.		Annual Financial Statements
g.	What is the core competence of the company?		-
h.	What are principal products(s)?		-
i.	How long has company been in business as presently organized?		-
j.	List of principal Subcontractors, along with processes subcontracted		-
k.	List of principal customers to whom the vendor supplied stores in the past two (2) years.		-
l.	List of principal companies and /or Government agencies which have surveyed and approved the firm with scope of approval.		Copy of attestation document
m.	Contract /S.O. No. from Defence/Missile complex Labs along with status of order. (Completed/Ongoing/Short closed)		-
n.	Certification - Quality (ISO/AS/SAMAR)		Copy of latest certificate
o.	Employee Strength (Design, Quality, Production, (Skilled / Semi- Skilled/Casual) Other)		-
p.	Certification of skilled manpower (IPC 610/620 Class-3)		Copy of latest certificate
q.	Attrition rate of employee		-

Annexure – A: PROFORMA TO BE FILLED BY INTERESTED PARTIES

S.No.	Particulars	Details to be filled up by FIRM	Supporting Document
r.	Failure incidence reported by customer in last three years in PPM and percentage		-
s.	Average import percentage in products manufactured and delivered in last financial year		-
t.	Security compliance certification (If any). Shall specify the road map and certification plan if not existing.		Copy of latest certificate/ Road Map
u.	List of available equipment and machinery (e.g., SMT placement machines, CNC (Computer Numerical Control) machines, environmental test chambers and other test facilities.		
v.	Maximum PCB size and complexity handled		
w.	Production capacity - Lead time for prototype and production runs		
x.	Inventory Management System		
y.	Controlled Storage Facility		
z.	Cybersecurity and data security practices		Compliance Certificate/Self certification

*Category of firm	Definition
Connector and Cable Manufacturer	Firms having facilities for manufacturing of MIL grade connectors and manufacturing of cable harness.
Only Cable Harness Manufacturer	Firms having facilities for manufacturing of cable harness but no in-house facility to manufacture MIL grade connector
Electronic Package Manufacturer	Firms having manufacturing facilities for making electronic and electro-mechanical systems.
Other	Firms not falling in any of the previous types, shall specify in the form.

Note : The firm shall enclose supporting documents as applicable

Declaration: The details provided above are true and it is understood that BAPL reserves the right to accept or reject the EOI filed herein.

Authorized Signature with Name & Company Stamp.