

Government of India
Ministry of Defence
(Acquisition Wing Secretariat)

**SUBJECT: GUIDELINES FOR FRAMING CRITERIA FOR VENDOR SELECTION/
PREQUALIFICATION IN 'BUY (INDIAN-IDDMM)', 'BUY (INDIAN)' AND
'BUY & MAKE (INDIAN)' CASES**

Subsequent to issue of DPP-2016, a need was felt to streamline the procedure for vendor selection by laying down broad and quantifiable selection criteria which would enable the Service HQs to make the process more definable and verifiable, and at the same time allowing maximum participation of eligible vendors with adequate experience and financial worth in the Acquisition process. Accordingly, Ministry of Defence has undertaken an exercise in consultation with the stakeholders including Industry to formulate appropriate guidelines in the matter.

2. A copy of the Guidelines for framing the criteria for vendor selection/ pre-qualification in 'Buy (Indian-IDDMM)', 'Buy (Indian)' and 'Buy & Make (Indian)' cases is enclosed. The following procedure will be followed by the SHQs while implementing the Guidelines:-

(a) RFI will continue to be posted on the MoD website as hither-to-fore. The RFI will broadly include the vendor criteria to be met by vendor except specific financial parameters.

(b) Shortlisting of vendors for issue of RFP will continue as per guidelines issued vide MoD ID No. 4276/DG(Acq)/11 dated 01 June 2011.

(c) RFP would include an **appendix giving the detailed criteria** as laid down in the Guidelines to be met by vendors for participation in the said procurement scheme. The financial criteria would be rounded off to ensure that AoN cost is not disclosed to the vendors.

(d) Vendors would be required to submit their technical and commercial bids **along with proof** of their meeting the criteria specified in the RFP.

(e) Vendors found compliant to all the RFP parameters and **also to the various Selection Criteria will be allowed to participate in the next stage** of procurement, e.g. the Field Evaluation Trial (FET) Stage or Contract Negotiation Committee (CNC) Stage, as applicable.

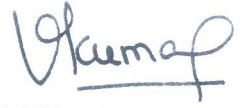
3. The subject Guidelines will be implemented with immediate effect. These Guidelines would, however, not be applicable in the following cases -

(a) Cases where AoN have been obtained under **Para 72** of DPP-2016 (Design and Development cases) and the selection of Development-cum-Production partner of DRDO or DPSU which has undertaken the Design and Development project or the Production Agency (PA) would have been done as per their internal procedures in a competitive manner.

(b) Cases in which only commercial RFP is to be issued to selected vendors, such as in **Repeat Order** cases.

4. This issues with the concurrence of Secretary(Defence Finance) vide Dy No.253/Fin/ND dated 17.07.2019 and approval of the Raksha Mantri.

Encl: As above



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Director (Acq)

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MoD ID No.4(3)/D(Acq)/16-Pt.IV dated 18.09.2019

Copy to:-

- (i) Director, RM Office
- (ii) SO to Defence Secretary
- (iii) PPS to Secretary (DP)
- (iv) PPS to Secretary (R&D)
- (v) PPS to Secretary (Defence Finance)
- (vi) PPS to DG (Acq)

Copy also to: ✓ US, D(IT), Room No.217, 'B' Wing, Sena Bhavan for uploading this ID on MoD website immediately.

