



MAZAGON DOCK SHIPBUILDERS LIMITED

(Formerly known as Mazagon Dock Ltd.)

CIN: U35100M

H1934GOI002079

(A Government of India Undertaking)

Dockyard Road, Mazgaon, Mumbai 400010. India.

Certified – ISO 9001:2008 for Shipbuilding Division

Website: www.mazagondock.in

EXPRESSION OF INTEREST (EOI)

Department	: Business Development & Contract, D (CP&P)
E-mail ID	: adeshpande@mazdock.com, rdubey@mazdock.com
Phone no.	: 022 – 23762605/23762625
EOI no.	: BD/EOIRST/2026/01
EOI date	: 26 June 2026
EOI closing date & time	: 10 July 2026, 15:00hrs

**EXPRESSION OF INTEREST (EOI) FOR SELECTION OF TECHNOLOGY /
INDUSTRY PARTNER FOR INDIGENOUS DEVELOPMENT OF ELECTRO-OPTICAL
INFRA-RED SEARCH AND TRACK (EOIRST) SYSTEM**

LETTER OF INVITATION

Mazagon Dock Shipbuilders Limited (MDL) , a Navratna Public Sector Undertaking (PSU) under the Ministry of Defence, Government of India seeks response from Indian firms having relevant experience and capability in electro-optics, infrared systems, stabilized platforms, image processing, control software, sensor fusion, defence electronics, Integration of various technologies, precision mechanics, testing and qualification, and other related domains for collaboration with MDL for indigenous development of Electro Optic Infrared Search and Track (EOIRST) System for Indian Navy.

The selected technology partner shall be required to share 50% of the development cost of the EOIRST programme, while MDL shall bear the balance 50%, subject to finalization of definitive agreement.

All reputed firms having relevant experience, qualification, and willingness to co-invest in the development programme are hereby invited to submit their response to this EOI.

IPR will be jointly held with MDL and selected partner.

MDL has expertise in execution of installation, HAT/SAT and integration activities of similar system. MDL is seeking technology partner for equipment level technology development to achieve indigenous development and maximize indigenous Content (IC).

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SECTION-1

DISCLAIMER

1. MDL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EoI document.
2. MDL may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this EoI document.
3. The issue of this EoI does not imply that MDL is bound to select and shortlist any or all the participating firms. Even after selection of suitable participating firm, MDL is not bound to proceed ahead with the participating firm and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
4. The participating firm shall bear all costs associated with the preparation, technical discussion/presentation and submission of EoI. MDL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EoI process.
5. Canvassing in any form by the participating firm or by any other agency on their behalf shall lead to disqualification of their response to EoI.

SECTION-2**SCHEDULE OF EoI PROCESS & CONTACT DETAILS****2.1 SCHEDULE OF EoI PROCESS**

The schedule of activities during the EoI Process shall be as follows -

Sl. No.	Description	Date
1	Issue of EoI document	26 June 2026
2	Last date of Submission of EoI response	10 July 2026; 15:00 Hrs

2.2 CONTACT DETAILS:**Submission of proposal:**

Proposal (**Original + one soft copy**) super-scribing the enquiry number, enquiry subject, last date for receipt of EOI and shall be addressed to

Amit B Deshpande

HoS/DGM (Business Development & Contracts)

Mazagon Dock Shipbuilders Limited,

Dockyard road, Mumbai 400010

Tel: 022-23762605/022-23762625

E-Mail : adeshpande@mazdock.com/ rdubey@mazdock.com

SECTION – 3

DETAILS OF EXPRESSION OF INTEREST (EoI)

3.1 ABOUT MDL

Mazagon Dock Shipbuilders Limited (MDL) is a leading submarine and shipbuilding company in the country with a Miniratna Category-1. The company was taken over by the Government of India and established as a Public Sector Undertaking under the Ministry of Defence in 1960. Over the last six decades, MDL has delivered over 250 warships/submarines/ platforms to various customers in India and abroad. Out of these 30 major warships/submarines have been delivered to the Indian Navy. The diversified platforms delivered to various customers range from Destroyers, Stealth Frigates, Submarines, Missile Boats, Corvettes, Offshore Patrol Vessels, Multipurpose Support Vessels, Offshore Supply Vessels, Dredgers, Tugs and Cargo-Cum-Passenger Vessels.

3.2 BACKGROUND

Mazagon Dock Shipbuilders Limited (MDL), has submitted a response to the Indian Navy's Expression of Interest (EoI) for indigenous development of an Electro-Optical Infra-Red Search and Track (EOIRST) system under the Make-II (Industry Funded) sub-category of the Defence Acquisition Procedure (DAP) 2020.

The Indian Navy requires an indigenous EOIRST system to provide critical passive surveillance, target detection, tracking, and engagement capability across both surface and airborne threat vectors. The EOIRST system operates in electro-optical and infrared spectrums to detect, track and classify targets including surface vessels, aircraft, and missiles without emitting any electronic signals, thereby ensuring full passivity and survivability of naval platforms.

Further to the successful development of 01 prototype there is assurance of orders from Indian Navy. (44 nos.)

3.3 PURPOSE OF THIS EOI

MDL intends to identify, shortlist, and collaborate with a suitable Indian Industry / Technology Partner who possesses the requisite technical capability, financial strength, infrastructure, and domain expertise to jointly undertake the design, development, prototyping, qualification, testing, and future series production of the EOIRST system.

The selected Partner shall participate with MDL on an equal investment basis (50:50 cost sharing) for the prototype development phase for which fund shall be disbursed through an Escrow account. This EOI is a preliminary step to evaluate interest and assess capability of prospective partners, and does not constitute an obligation to enter into a contract or partnership.

3.4 COLLABORATION FRAMEWORK

The key features of the proposed MDL-Partner collaboration are:

- 50:50 cost sharing arrangement for the prototype development phase.
- MDL shall be the Lead Development Agency (DA) responsible for Indian Navy interface.
- The Partner shall contribute critical EO/IR domain technology, design capability, and system development expertise.
- All Intellectual Property Rights (IPR) generated during the project shall be shared 50-50.
- Indigenous Content (IC) of minimum 60% shall be maintained at prototype stage and during the Buy (Indian-IDDM) procurement phase.
- Prototype Development Timeline 44 weeks.
- Indigenous Content (IC) Minimum 60% at prototype and production stage
- Upon receipt of responses against this EoI, MDL will review the responses to ascertain suitability of the offer and shortlist participating firm based on prequalification (technical, commercial and financial) documents submitted by firm & this will be binding on bidders. The shortlisted firm will be required to sign a Non-Disclosure Agreement (NDA) regarding the confidentiality of Techno Commercial Aspects. If more than one valid response is there, then Subsequently, tender will be issued only to these shortlisted firms through Limited Tender Enquiry (LTE).

SECTION- 4

PRE-QUALIFICATION CRITERIA

The determination of eligibility will take into account the technical capability, experience, financial strength, and past performance of the participating firm, including its subsidiaries / group companies only where specifically permitted and supported by documentary evidence acceptable to MDL. The evaluation shall be based upon examination of documentary evidence submitted by the participating firm as well as such other information as MDL deems necessary and appropriate. The participating firm willing to associate with MDL for indigenous development of EOIRST System for Indian Navy should meet the following Pre-Qualification Criteria.

4.1.1

The EOIRST is a passive, multi-spectral electro-optical and infrared search and track system designed for installation on Indian Naval vessels. The system shall provide 360-degree passive surveillance capability in electro-optical (EO) and infrared (IR) spectrums for detection, classification, tracking, and engagement of surface and airborne threats including:

The bidder must possess, prior to the deadline of submission of EOI, demonstrated experience in design, development, engineering, integration, testing, or qualification of following systems or subsystems:

- a) Electro-optic surveillance systems.
- b) Infrared search and track systems.
- c) Thermal imaging or IR payload systems.
- d) Stabilized electro-optical director / gimbal systems.
- e) Sensor fusion, image processing, tracking software, or control software for defence / naval / aerospace applications.
- f) Ruggedized shipborne, airborne, or defence electronic systems of similar complexity.
- g) Related precision electro-mechanical systems with onboard stabilization and target tracking functions.

The bidder shall submit documentary evidence of successful completion of relevant projects during the last 5 years, such as purchase orders, contract copies, completion certificates, customer acceptance certificates, test reports, or equivalent records acceptable to MDL.

4.1.2

The bidder should have demonstrated capability in the following main activities.

- i. EO & IR System
- ii. Stabilisation
- iii. Sensor Fusion & Data Interface
- iv. Image Processing

- v. Control Software
- vi. Environmental Hardening
- vii. Integration of various technologies.

4.2 COST SHARING MODEL

The selected technology partner shall commit to funding 50% of the development cost of the EOIRST programme. MDL shall fund the remaining 50%, subject to approval of the final development plan, milestone schedule, and contractual terms agreed between the parties.

4.2.1

The bidder shall own the relevant technology or have valid, legally enforceable access rights to the technology proposed for use in the EOIRST programme. Any foreign collaboration, licensing arrangement, or third-party technology dependence shall be fully disclosed with supporting documents, and MDL may reject bids where technology access is uncertain, restricted, or commercially fragile.

If MDL receives more than one eligible EOI response, MDL will issue a Limited tender Enquiry.

4.2.2

The bidder shall submit a preliminary technical concept note describing its proposed approach for indigenous development of EOIRST, including system architecture, key subsystems, proposed work share, development plan, and test philosophy.

4.3 TECHNICAL QUALIFICATION: -

The bidder shall submit the following as a part of technical qualification.

- a) Bidders Company Profile.
- b) List of infrastructure/equipment held by them along with details of their manufacturing facilities.
- c) Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.
- d) Vendor shall be a manufacturing entity or a system integrator and not a trading company.
- e) Firm should have capability / experience in **EOIRST or Similar systems**.
- f) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- g) ISO 9001:2015 or higher equivalent certificate is desired.
- h) Experience and Track Record: The firm should have a proven track record of successfully manufacturing similar products or working on relevant projects.
- i) Technical Competence: The firm should demonstrate technical expertise in the manufacturing processes and technologies required for the EOIRST.
- j) Financial Stability: MDL would likely want to ensure that the interested firm is financially stable and capable of managing the costs associated with the EOIRST manufacturing project.
- k) Infrastructure and Facilities: The firm should have adequate manufacturing facilities,

equipment, and resources to undertake the production of the EOIRST effectively.

- l) **Quality Management:** The firm should have a robust quality management system to ensure the EOIRST's compliance with specified standards and requirements.
- m) **Compliance and Certifications:** The firm must be compliant with relevant industry standards, regulations, and certifications necessary for the manufacturing of defence-related equipment.
- n) **Capacity and Timelines:** MDL might evaluate the firm's capacity to handle the EOIRST production volume within the specified timelines.
- o) **Past Performance:** Any past performance in executing similar defence-related projects and meeting delivery timelines would be a significant advantage.
- p) **Legal and Ethical Considerations:** The firm should have a clean legal record and adhere to ethical business practices.
- q) **Vendor Management:** The firm should be capable of effectively managing the listed vendors and coordinating with them for the required components and materials.
- r) **Compliance with Security Protocols:** Since defence-related projects involve sensitive information, the firm may need to demonstrate its ability to adhere to strict security protocols and maintain confidentiality.

4.4 COMMERCIAL QUALIFICATION: -

The bidder shall submit the following as applicable as a part of commercial qualification.

- s) Shop & Establishment registration certificate.
- t) Certificate of Incorporation / Partnership deed.
- u) Bidder shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc.
- v) MSME, Start-up certificate.
- w) GST certificate
- x) Bidders Company Profile.
- y) List of infrastructure/equipment held by them along with details of their manufacturing facilities.
- z) Details of personnel (Project Management Team) with designation, qualification and experience to determine their capabilities.

4.5 FINANCIAL QUALIFICATION: -

- i. The Bidder shall enclose with its Proposal as per Annexure-2, certificate issued by Chartered Accountant with their seal and signature, stating the firms net worth & turnover during the past three years OR Firm to submit Balance Sheet and Profit and Loss statement for last 3 years in order to ascertain its average annual turnover.
- ii. **Financial Capability:** Annual Average Turnover during last three Financial (e.g. If application is submitted in the year 2026 then Annual Average Turnover of FY (2022-23), FY (2023-24) and FY (2024-25) will be considered) should be at least 30% of the annual value of work in respective category mentioned above.

Note: In case the date of constitution / incorporation of the bidder is less than 3-year-old, the average turnover in respect of the completed financial years after the date of constitution shall be taken into account for these criteria.

iii. Net-worth of Bidder: Positive

Note: -

- i. MDL team may visit the company premises for capability assessment.

SECTION- 5

5 Bid Rejection Criteria: - MDL may at its sole discretion and at any time during the evaluation of proposal, disqualify any bidder, if they have:

- a) Bids received after due date.
- b) Bidder's failure to furnish sufficient or complete details for evaluation of the bids within the given period.
- c) Incomplete / misleading / false / ambiguous in the proof of eligibility requirements.
- d) Failed to produce timely clarifications related thereto, when sought.
- e) Bids not meeting qualification criteria mentioned above at Section-4.
- f) Submitted more than one proposal for single specialisation area.
- g) Declared ineligible by the Government of India / State govt. / Public sector undertaking.
- h) Bids with technical requirements and / or terms not acceptable to MDL.
- i) Information relating to the evaluation, clarification and recommendation for pre-qualification shall not be disclosed to bidders or any other persons not officially concerned with such process until the pre-qualification process is completed. Any effort by the bidder to influence MDL prequalification process may result in rejection of his EOI.

SECTION- 6

Documents to be submitted along with EoI*

6 Submission of EoI: - List of documents to be submitted as part of EoI

Participating firm should submit following documents along with their Proposal.

Sl.	Document Description	Filled in Formats to be Submitted with Proposal	Remarks
1	Covering Letter		As per format attached
2	General information	Annexure-1	
3	Financial Information	Annexure-2	
4	Documents in support of Pre-Qualification Criteria at Section-4.		As per Section-4
5	Documents in Support of area of Interests		
6.	Proposed Scope of Work		

EoI FORMS

Format for Covering Letter

[On the Letterhead of the Participating firm]

To,

Mr. Amit B Deshpande,
 HoS/DGM (Business Development & Contracts)
 Mazagon Dock Shipbuilders Limited (MDL),
 Mumbai-400010, India.

Contact No- 022-23763686

E-Mail: adeshpande@mazdock.com**Ref: Submission of Expression of Interest (EoI)**

Sir,

Being duly authorized to represent and act on behalf of _____
 (Hereinafter Referred to as “the Applicant”), and having reviewed and fully understood the
 evaluation criteria and information provided, the undersigned hereby applies in response to the
 EoI document.

We would like to associate with MDL for prototype development of Electro Optic Infrared Search
 and Track ‘(EOIRST)’. And submit our proposal in this regard. We understand that MDL is not
 bound to accept the EoI.

Sr no.	Area of Interest	(Firm to click)
1.	EXPRESSION OF INTEREST (EoI) FOR SELECTION OF TECHNOLOGY / INDUSTRY PARTNER FOR INDIGENOUS DEVELOPMENT OF ELECTRO-OPTICAL INFRA-RED SEARCH AND TRACK (EOIRST) SYSTEM.	

We further show our willingness to work towards achieving more than 60% local content in
 projects mentioned in subject matter of EoI.

I am enclosing the Expression of Interest with the details as per the requirements of the EoI
 document, for your evaluation.

I hereby declare that the details furnished in this EoI proposal are true and correct to the best of
 my knowledge and belief. In case any of the information is found to be false or untrue or

misleading or misrepresenting, I am aware that I will be held liable for it and MDL is free to take any legal / commercial action not limited to barring / blacklisting.

We hereby declare that we are not under a declaration of ineligibility / blacklisting /debaring/ tender holiday from doing business issued by Govt. of India / State govt. / Public Sector Undertakings etc.

Yours faithfully,

(Signature & Seal of Authorised Signatory)

Name:

Designation:

Date:

Address:

Annexure-1

General Information to be submitted by applicant along with cover letter

1. Name of the Company/ Companies (if consortium):
2. Legal status of the Company (ies):
3. Brief description of the Company(ies) including details of its business groups / subsidiaries / affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos. / Fax nos.:
Registered Office:
Head Office:
Address for communication:
Contact Details:
Office Address in India, if any:
7. Documents to be enclosed:
As per pre-qualification criteria

Signature & Seal
Authorised Signatory of the Party

Annexure-2**Financial Information**

Date: [insert day, month, year]

Legal Name: [insert full name]

1. Financial Data: -

Sl. No.	Last three Financial Year	Annual Turnover	Annual Net Profit (profit after tax)	Net worth as at the end of the financial year
1				
2				
3				

2. Financial documents

The participating firm shall provide copies of the financial statements including balance sheets, P&L and related income statements for latest 3 years.

The financial statements shall:

- Reflect the financial situation of the participating firm submitting EoI.
- Be audited by a certified accountant.
- Be complete, including all notes to the financial statements.
- Correspond to accounting periods already completed and audited (no statements for partial periods shall be accepted).

(Signature & Seal)

Authorized Signatory of the Party

Certificate from Chartered Accountant:

This is to certify that ----- (name of the applicant) has received the payments shown above against the respective years and that the net worth is as computed.

Name of the Authorized Signatory representing Auditing firm:

Designation:

Name of firm (Chartered Accountant):

Signature of the Authorized Signatory:

Seal of Audit firm.