



TEXMACO DEFENCE SYSTEMS PVT LTD

Analysis and Comments on Draft Defence Production Policy (DPP 2020)

ENHANCEMENT OF INDIGENOUS CONTENT

BUY INDIAN

- A) Our enhancement of indigenous content should be based on statistics of previous years.
- B) How many systems/equipment in Buy Indian category inducted into services?
- C) Do we have an eco system to manufacture 50% content in India in Buy Global category for technology intensive systems?
- D) Do we have numbers in India which justify investments in ToT, infrastructure for sustaining the existing fleets/systems?

INDIGENOUS SOFTWARE

- A) It can be successful provided it is made mandatory requirement in the RFP itself.

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- A) Very good approach.
- B) User should come out with a list of equipment/systems which they would like to replace on the proposed platform with new systems of indigenous development. Share it with industry and industry might get interested.

C) Services should give them platform for trials and bear the cost.

LEASE OF EQUIPMENT

For any lease option, make it mandatory for the vendor to have an Indian partner for smooth operations.

RFP

A) RFP should contain user recommended systems for which the vendor should set up assembly/production/MRO with Indian industry of his choice. This should be included in the RFP itself.

LONG TERM PRODUCT SUPPORT

A) MTBF (Mean Time Between Failures) linked warranty should also be included for the new inductions where the reliability has not been established. The vendor should be asked to take a commitment for FREE OF COST REPAIR till the claimed MTBF figure is achieved and reliability is established.

B) A joint team should be established to do failure analysis and calculate the MTBF on yearly basis.

OFFSET GUIDELINES

1. Investment incentivized through higher multiplier - We should have a level playing field, irrespective whether the Transfer of Technology is made to OFB/DPSUs or Indian private Industry, if we want the Indian private industry to play a vital role in Defence manufacture.

2. To ensure that we get the ToT for the right and required products, it is suggested to include the list of systems/equipment in the RFP where the user feels that we should have indigenous capability in the country. Once it

is mandatory, the vendors will have no choice but to agree if they want to participate in the tender.

Page 13/Para 36

Giving preference to IDDM is a welcome step. Indian industry is developing and it is unfair to expect the Indian R &D of private industry to be at the same level as that of the foreign OEMs, and that too without knowing the requirement of the user. How can the Indian industry deliver in the same time frames as the OEM. If indigenous system was available, then it should have been part of BFE equipment.

Page 18/ Para 56e

1. To get the details of Tier1/Tier2/Tier3/Tier4 suppliers of the OEM, same should be incorporated in the RFP.
2. Does the value and quantities justify setting up JVs with private Industry?

Page 27/Para 73, 74&75

For providing CMC there will be requirement to set up testing & Repair facilities. The clauses do not clarify:

- a) Will the buyer set up testing & repair facilities at its cost?
- b) If answer is NO, will the buyer provide technical accommodation, special power supplies for the labs?
- c) The buyer should specify minimum period of CMC.
- d) Breakdown maintenance within two days not realistic unless the OEM sets up labs and positions its own team at the base. More realistic time frames and T&C required.

APPENDIX G / PARA 8

For STEs, it is advisable to make it mandatory for the Supplier to provide complete circuit diagram of the STE and its building blocks, software loading facility, list of components with part number and make as after few years of operation the OEM of STE or the Supplier will inform you that this STE is old and they do not support. This is a perpetual problem faced by the services. Other option is to make it mandatory for them to provide technical support through an Indian vendor.

APPENDIX K

TECHNICAL DOCUMENTATION

1. Asking the supplier for operator manual and user hand book in Hindi language NOT UNDERSTOOD. Do we educate our technical staff in Hindi language?
2. It is suggested to ask for the following also:
 - a) Full circuit diagrams of the system sub units.
 - b) Full Interface Control Documents for ease of maintenance.