

**DEFENCE WING, EMBASSY OF INDIA JAKARTA**  
**TENDER ENQUIRY FOR MARKET STUDY & RESEARCH**

1. **Introduction.** The Defence Wing, Embassy of India, Jakarta, hereinafter referred to as the '**Client**' is seeking proposals from qualified firms, agencies and consultants, hereinafter referred to as the '**Bidder**' with experience in Market Research for '**Market Study on Constituents of Defence Industry in Indonesia**'.

2. Like many countries, Indonesia is undertaking significant renewal and upgrade of its defence equipment and capabilities. With the defence industry gradually opening up to collaborations with overseas partners, this presents many opportunities for India and Indonesia to collaborate. The Market Study is aimed to tap this potential.

3. **Eligibility to Bid/ Respond to the Tender.** Only an Indonesian registered firm or agency or an Indonesian citizen who can establish his credentials as a consultant in the field of defence equipment and technology based on documentary proof of having done similar work in the past and can prove, if asked for, to be operating from a registered office premises, is eligible to be a '**Bidder**' and participate in the bidding process. All supporting documents, audited balance sheets and bank account details, registration details are to be submitted along with the tender response in order to be eligible. The internal evaluation and decision of the '**Client**' in this regard shall be binding and as such no explanation is to be offered or expected in this regard.

4. **Scope of Market Study.** The '**Client**' seeks proposals for 'Market Study on Constituents of Defence Industry in Indonesia'. The scope of work for the study addresses the following aspects: -

(a) The first deals with identifying and establishing the indigenous capability and capacity of the BUMN or State Owned Enterprises (SOE) of Indonesia that deal with defence products and work under/ report to the Ministry of Defence i.e. Kemhan. The study should be identifying the source of these equipment/ technology and determine the percentage of indigenisation/ collaboration with foreign country, both in terms of volume and cost.

(b) The second deals with the policy level elucidation of the private sector defence industry in Indonesia and explanation of their rules and manner of operation so that there could be potential of partnership with Indian defence industry – both government owned and private sector.

(c) The third deals with analysis of the various needs of the Indonesian Armed Forces, Coast Guard and Police in terms of their build-up of 'Minimum Force Level' and their long term perspective plan for technologies and equipment that they are keen to imbibe/ acquire.

(d) The fourth deals with identifying, listing and quantifying the scope of Imports for various types of defence products that are not yet being manufactured in Indonesia and their already existing identified partners for such acquisition programmes which are specific to each service (Army, Navy, Air Force, Coast Guard & Police). Potential partnerships with Indian defence industry are to be listed based on the capability and 'export readiness' listed on the Indian MoD website.

5. **Guidelines for Study Report.** In each of the above tasks, the data is to be presented in the form of a detailed report primarily made in English language only (Bahasa translation to be provided in addition) which includes graphical and statistical representations of quantifiable data along with specific recommendations on the way ahead for bolstering relationship between defence industries of India and Indonesia.

6. **Study Timeline.** The study report encompassing the various facets enumerated in Para 4 is to be submitted within 30 days of confirmation of the order. At least one interim briefing and presentation on the progress of the study and the scope of final report is to be conducted with the '**Client**' within the first 15 days. The '**Client**' may call for additional interim briefings based on this progress. Ordinarily, there will be no scope for extension of the report submission date once ordered.

7. **Custodian of Report.** The end product that is the Study Report shall be the sole propriety of the **Client**, Jakarta and the **Client** will have the full freedom to use its contents as deemed appropriate. The report shall prominently carry the emblems and logos as provided and desired by the **Client** and shall not in any direct or indirect way carry endorsements, emblems, logos, credits or mention of affiliations with the **Bidder** and/ or any agency or individual involved in generating/ printing the report.

8. **Submission of Bids.** Financial Bids in sealed cover are invited for the above Market Study. **The bids should indicate the amount separately for each task at Para 4 (a) to (d)** and amount should be specified in Indonesian Rupiah (IDR) only. Sealed bids should be dropped in the Tender Box marked as **TENDER BOX** kept at **Reception, Embassy of India, Jakarta** by the due date and time. Late tenders will not be considered. No responsibility will be taken for non-delivery/ non-receipt of Bid documents. Bids sent by FAX or e-mail will not be considered.

9. The contact details for sending Bids or seeking clarifications regarding this Tender Enquiry (TE) are given below:-

(a) Bids/queries to be addressed to: Defence Attaché, Embassy of India, Jakarta, Indonesia.

(b) Address for sending the Bids:

Defence Wing  
Embassy of India, Jakarta  
28<sup>th</sup> Floor, Gama Tower  
JI HR Rasuna Said No. 2, Kecamatan Setiabudi  
DKI Jakarta – 12940, Indonesia

(c) Name/Designation of the contact personnel:  
Captain Amitabh Saxena, Defence Attaché

(d) Telephone numbers of the contact personnel:  
**(+62)21-2522299 (Extn 031)**

(e) E-mail ID of Defence Wing, Eol, Jakarta: [da.jakarta@mea.gov.in](mailto:da.jakarta@mea.gov.in)

10. This TE is being issued with no financial commitment and the **Client** reserves the right to change or vary the TE or any part thereof at any stage. **Client** also reserves the right to withdraw the TE, should it become necessary at any stage.

11. **Last Date and Time for Depositing the Bids.** The Last Date and Time for receipt of Tender Bids is **25 Jan 2021 at 1100 Hrs.**
12. **Forwarding of Bids.** Bids should be forwarded by Bidders under their original memo/ letter head with complete postal & e-mail address of their office along with all supporting documents described at Para 3 above.
13. **Clarification Regarding Contents of the TE.** A prospective Bidder who requires clarification regarding the contents of the bidding documents shall notify to the Client in writing about the clarifications sought not later than 7 (seven) days prior to the date of opening of the Bids i.e. on or before 18 Jan 2021.
14. **Receipt of Bids.** Only those Bids that are found in the Tender Box will be opened. The Tender box is located at the Reception Desk, Embassy of India, Jakarta.
15. **Withdrawal of Bids.** A Bidder may withdraw his bid after submission if the client receives the written notice of withdrawal prior to deadline prescribed for submission of bids. A withdrawal notice may be sent by fax but a signed confirmation copy to be sent by post should follow it and such signed confirmation should reach the Client not later than the deadline for submission of bids. No bid shall be modified after the submission of bids. No bid may be withdrawn in the interval between the deadline for submission of bids and expiration of the period of bid validity specified.
16. **Time and date opening of Bids.** Bids shall be opened on **25 Jan 2021 at 1400 Hrs.** If due to any exigency or the due date for opening of the Bids is declared a closed holiday, the Bids will be opened on the next working day at the same time or on any other day/ time, as intimated by the Client.
17. **Place of Opening of the Bids.** The Bids shall be opened at Embassy of India in the presence of Board of Officers. The Bidders may depute their representative, duly authorized in writing, to attend the Opening of Bids on the due date and time.
18. **Clarification Regarding Contents of the Bids.** During evaluation and comparison of bids, the **Client** may, at his discretion, ask the **Bidder** for clarification of their bid. The request for clarification will be given in writing and no change in prices or substance of the bid will be sought, offered or permitted. No post-bid clarification on the initiative of the bidder will be entertained.
19. **Rejection of Bids.** Canvassing by the Bidder in any form, unsolicited letter and post-tender correction may invoke summary rejection of the Tenders.
20. **Validity of Bids.** The Bids should remain valid till 180 Days from the last date of submission of the Bids.
21. **Payment Terms.** The payment for the services provided will be 100% on completion of the assigned task and as such no advance payment shall be made. Accordingly, there is no Earnest Money Deposit (EMD) or Bank Guarantee (BG) being sought from the Bidder. However, it may be noted that the payment will only be made to the specified bank account of the firm/ agency provided by the Bidder as part of the documents sought at Para 3 above and no changes in the same shall be accepted.