



Request for Qualification (RFQ)

ISRO's Heavy Lift Launcher – LVM3 Production under Public Private Partnership with NSIL

NewSpace India Limited (“NSIL”), a CPSE (Government of India Undertaking) under the Department of Space (“DoS”), is the commercial arm of the Indian Space Research Organization (“ISRO”). NSIL has the mandate of enabling Indian industries to scale up high-technology manufacturing and production base in the country for meeting the emerging domestic and international space programme needs.

As part of Space Sector reforms, announced by Government of India during June 2020, and the Indian Space Policy 2023, activities related to space sector in India got opened up for enhanced private sector participation. In line with this initiative, NSIL is considering collaborating with private sector to leverage their expertise and capabilities towards productionising ISRO's heavy lift launcher, the LVM3, under a Public Private Partnership (PPP) framework.

LVM3, the heavy lift launcher of ISRO, has successfully accomplished 7 missions till date. During 2023, LVM3 made its successful entry into the Global commercial Launch Service market, wherein it successfully launched 72 satellites belonging to M/s OneWeb, UK on-board 2 LVM3 missions from SDSC, SHAR. As part of payload improvement for LVM3, ISRO has outlined plans which among several others, include induction of semi-cryogenic stage. The planned technological advancements are expected to significantly improve the LVM3's payload capability in the coming years.

Based on the market assessment for “Global trends in launch service market”, NewSpace India Limited (NSIL) recognizes that there is growing demand for launching heavier communication satellites as well as satellites for global Mega LEO Constellations in large numbers. The market assessment indicates substantial growth potential for LVM3 class of vehicle in the coming decade.

To cater to the projected Global launch service market demand, there is a need to increase the production capability of LVM3 to 4- 6 vehicles per year from the present capability of 2 vehicles per year. As part of this, NSIL is exploring options to partner with Indian industry through a PPP framework wherein industry partners would be



made responsible to produce LVM3 in large numbers over a period of 10 to 15 years. Further, NSIL is also considering option to seek investment from the partnering Indian industry for the same. LVM3 production programme under a PPP framework is proposed over a period of fourteen years with the Indian industry expected to produce up to 6 LVM3 annually from the sixth year of commencement of the programme. Approximately 60 to 65 launch vehicles are projected to be realized through Indian industry during this proposed period.

NSIL's proposal is to select an Indian industry partner for this LVM3 programme through a two-stage process viz. (i) Request for Qualification (RFQ) followed by (ii) Request for Proposal (RFP). As part of RFQ, NSIL would technically qualify and shortlist **Multiple** Indian industry partners who would be bidding individually or as a consortium. NSIL would then issue RFP to these technically qualified and shortlisted bidders to seek their investment/financial proposals. Following the completion of RFP process, a **Single** Indian industry partner either as a Sole Bidder or a Consortium would then be selected to execute the envisaged LVM3 production programme.

OBJECTIVE & PROCESS INVOLVED:

This project is envisaged over a period of Fourteen (14) Years, which shall comprise of a Developmental Phase (DP) spanning over a period of Two (2) years and an Operational Phase (OP) for a period of Twelve (12) years. NSIL is looking for experienced Indian industry partners who have handled multidisciplinary turn-key aerospace projects and are capable of manufacturing and realizing launch vehicle systems. Through this RFQ process, NSIL expresses its intent to partner with Indian industry for the LVM3 production programme.

Brief Description of the Overall Bidding Process:

- *NSIL would follow a two-stage Bidding Process. First stage is the RFQ and the second stage would be issuing RFP to the technically qualified bidders.*
- *The scope of the present RFQ is to evaluate & shortlist the technically qualified bidders.*
- *The scope of the RFP would be to select a "bidder" among the short-listed bidders based on their competitive financial bid.*

RFQ Process:

- NSIL is releasing the RFQ to invite responses from potential bidders who would end-to-end realize the LVM3 Launch Vehicle.
- Bidders shall sign a Non-Disclosure Agreement (NDA) document as per the attached format.
- Bidders shall be required to pay a non-refundable RFQ document Fees, along with any applicable taxes thereon, for the procurement of the RFQ.
- The interested Parties can submit queries/clarifications to the RFQ within four weeks.
- On successful completion of RFQ process, the technically qualified bidders would be shortlisted, based on the 'Evaluation and Selection Criteria' and would be notified.

RFP Process:

- NSIL would issue the RFP to the technically qualified bidders.
- Request for Proposal (RFP) would be a limited tender document that would outline:
 - Scope of work
 - Draft Concession/Partnership Agreement
 - Bill of Materials (BOM) and applicable documentation for vehicle realization
 - List of facilities/infrastructure available
 - Format for Submission of Financial Offer including Revenue Share options
 - The envisioned financial model for the Project

- Concession agreement/Contract will be signed by NSIL with the Selected Bidder for undertaking production of LVM3.
- The Selected Bidder would form a Special Purpose Vehicle “SPV” to undertake the project.

RFQ RESPONDENTS – MINIMUM ELIGIBILITY CRITERIA:

The Respondents to this RFQ have to qualify the minimum eligibility criteria as described below to be able to participate in this bidding process.

S No.	Description	Compliance by
1.	The Bidder shall have been operational for a period of more than 5 (five) years (up to the date of Response submission).	Sole Bidder / Lead Member of Consortium
2.	The Bidder shall have experience of more than 5 (five) years (up to the date of Response submission) in Aerospace.	Sole Bidder / All Members of Consortium
3.	The Bidder shall have a valid Copy of PAN certificate and a valid GST registration certificate.	Sole Bidder / Lead Member of Consortium
4.	<p>The Bidder shall have sound financial track record as prescribed herein below:</p> <p>i. Minimum annual average Turnover of INR 5,000 crores per year for the past 5 (five) financial years (i.e., financial year 2022-23, 2021-22, 2020-21, 2019-20 and 2018-19)</p> <p>ii. Positive net worth in the past 5 (five) financial years (i.e., financial year 2022-23, 2021-22, 2020-21, 2019-20 and 2018-19)</p> <ul style="list-style-type: none"> • The net worth of the Bidder firm (manufacturer or principal of authorised representative) should not be negative on the ‘Relevant Date’ and also should have not eroded by more than 30% (thirty percent) in the last three years, ending on ‘The Relevant Date’. • ‘Annual Turnover’ and ‘Net Worth’ of only the Bidder (or Lead Member in case of a Consortium) will be considered and NOT of any Affiliate (including parent, investor or group company). • The ‘Relevant Date’ shall mean March 31st of the financial year preceding the date on which the Bid is submitted. 	Sole Bidder / Lead Member of Consortium
5.	<p>The Bidder shall be an Indian Entity under Indian Management and Control.</p> <ul style="list-style-type: none"> • Legal Entity: The Bidder shall be: (i) a company incorporated under the Companies Act, 2013 or (ii) a partnership firm established under the Limited Liability Partnership Act, 2008, (iii) a trust under the Indian Trusts Act, 1882, (iv) an association of persons or body of individuals incorporated under relevant statutes in India. • Foreign Investment: Any foreign investment into the bidding entity shall be in accordance with the Foreign Exchange Management (Non- 	Sole Bidder / Lead Member of Consortium

S No.	Description	Compliance by
	Debt Instrument) Rules 2019 and subject to the Bidder remaining an Indian Entity under Indian Management and Control.	
6.	The Bidder shall not have been blacklisted by any central/ state government department/ public sector undertakings/ central government funded organizations/ state government funded organizations/ World Bank, or other World Bank organizations nor should it be under any illegal expression by Government of India.	Sole Bidder / All Consortium members
7.	There shall be no outstanding bankruptcy, judgment or pending legal action that could impair the operations of the Bidder as a going concern. Also, the Bidder / Consortium Members must be solvent.	Sole Bidder / All Consortium members

If any one of the aforementioned minimum eligibility criteria is not met by the bidder/consortium, it will not be considered for Bid Evaluation.

PROCEDURE FOR OBTAINING RFQ DOCUMENT:

The interested parties are requested to sign the Non-Disclosure Agreement (“NDA”) using the provided format and to pay “**INR 75,000 (Rupees Seventy-Five Thousand only) plus 18% GST**” RFQ document cost (Non-Refundable) in the form of a **Demand Draft/Pay Order** issued by one of the Nationalised/Scheduled Commercial banks in India in favour of “NewSpace India Ltd” as per the details given below. Upon receipt of the payment and signed NDA, the RFQ document for bidder qualification, will be shared.

Contact Details:		Bank Details for Payment:	
<i>Address</i>	Deputy Manager, Commercial NewSpace India Limited (NSIL), 11th Floor, Brigade Rubix, Watch Factory Rd, Phase -1, Yeshwantpur, Bengaluru, Karnataka 560013	<i>Account Name</i>	NewSpace India Ltd
<i>Contact</i>	080 23227777 (Front Desk) Extension: 137 (Deputy Manager, Commercial)	<i>Bank Account Number</i>	38345843981
<i>Email</i>	purchase@nsilindia.co.in lvmiii@nsilindia.co.in	<i>Account Type</i>	Current Account
<i>Website</i>	https://www.nsilindia.co.in/	<i>Bank Name and Branch</i>	State Bank of India, Dollar Colony Branch, Bengaluru
		<i>IFSC Code</i>	SBIN0009042
		<i>MICR</i>	560002063