

Telephone: +91-532-2687754

Fax: +91-532-2687751

Email: ceo@nael.co.in
ceo-sec@nael.co.in

REF: NAeL/CEO-SEC/2022/ 214

DATE: 8th JAN 2022

Expression of Interest (Eoi)

DUE DATE: 10th FEB 2022@ 15:00 Hrs IST.

**INVITATION FOR EXPRESSION OF INTEREST (EoI) FOR
DEVELOPMENT OF RPTO (Remote Pilot Training Organisation) SET UP AT
NAeL, NAINI PREMISES**

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1. Introduction

- 1.1 Naini Aerospace Limited (NAeL) is a wholly owned subsidiary of Hindustan Aeronautics Limited, presently engaged in fabrication of Looms of Helicopters & Aircraft and manufacture & assembly of Advance Light Helicopter (ALH) Structures.
- 1.2 The Company has been engaged in fabrication of Aviation Looms and assembly of ALH Structures since 2017-18 after providing structured skill development training to the employees and establishment of infrastructure for manufacturing of Aviation Looms and Aero structures. The company now, has established proven capabilities to manufacture Aircraft Looms and Aero-structures.
- 1.3 NAeL, has so far produced and delivered over 6000 looms of LCA & ALH and 14 sets of structural fuselage assemblies of ALH after due clearance by Regulatory Agencies of Ministry of Defence, Govt. of India.
- 1.4 NAeL has got dedicated and committed team of Technicians and QC personnel. with experience of aerospace manufacturing.
- 1.5 The company is certified for implementing and maintaining Quality Management System as per AS9100D standards.
- 1.6 The company's sales has steadily grown from Rs. 66 Lakhs to over Rs 6 Crores in last 3 years.

- 1.7 NAeL has been offering specialized quality of services in loom fabrication & structural assembly (involving riveting) work to HAL divisions with full customer satisfaction.

2 Other salient features of the organisation are:

- 2.1 Located in close proximity to three divisions of HAL viz. Kanpur, Lucknow and Korwa allowing easy access to technical, logistic & managerial support.
- 2.2 NAeL has a well-equipped air-conditioned Training Class Room with audio-visual training aids and having seating capacity of 30 participants. Apart from this class room facility, a separate building adjacent to admin block has also been renovated for this purpose.
- 2.3 NAeL has signed a MoU with Govt. of U.P. (UPEIDA) for Training programmes associated with U.P. Defence Corridor Project.
- 2.4 Framework for full-fledged residential vocational training programme for Engineering under-graduates is under preparation and it is planned to provide in-house residential/non-residential facility for this programme.
- 2.5 Equipped with aircraft cable (loom) wire printing facility.
- 2.6 Power back-up up to 325KVA load.
- 2.7 A team of technical officers (with expertise in Aerospace domain) have been positioned by various HAL Divisions to handle existing workload as well as for pursuance of future projects of NAeL.
- 2.8 Apprx. 40-acre factory area available for production related activities.
- 2.9 An additional 12.5-acre land is available for further expansion.
- 2.10 NAeL is equipped with modern amenities, office & communication equipment, internet, LAN/WAN & video conferencing facility through internet.
- 2.11 Equipped with full-fledged safety and security system, comprising CCTV, firefighting equipment etc.

Naini Aerospace Limited has so far been focussing on manufacture of Aircraft Looms and Aerostructures for Military aircraft and Helicopter, however, to diversify its business and make suitable use of vacant land and other unutilized resources, it has now decided to venture into **RPTO (Remote Pilot Training Organisation)**

set up in collaboration with a suitable partner, having specialization in Drone manufacturing/Drone Pilot Training.

The Pilot Training project is envisaged to engage Indian industries/Start-ups to participate and create a facility to provide trained and approved Drone Pilots for ever increasing Drone market in India.

In this connection, this Expression of Interest (EoI) invites responses from eligible Indian Industries/Start-ups.

3 Objective

- 3.1 The objective of this EoI is to seek responses from eligible Indian Industries viz. Pvt Ltd/Public Ltd/LLP/MSME/Start-ups, engaged in Drone manufacturing business, complying with DGCA norms and to shortlist potential partner, who could participate in development of **RPTO (Remote Pilot Training Organisation) AT NAeL, NAINI PREMISES.**

4 Scope of Project

- 4.1 Development of Drone Pilot Training facility within NAeL premises.
- 4.2 Compliance with DGCA requirements for establishing Drone Pilot Training set up/facility by the shortlisted vendor jointly with NAeL.
- 4.3 Setting-up of facility for class room training to cover syllabus and other academic aspects of Drone Pilot Training, jointly by selected vendor and NAeL.
- 4.4 Operational approval by DGCA, which inter-alia, includes demonstration of licenced versions of operational drones to be used during training of aspiring Drone Pilots in different categories of Drones by the selected vendor.
- 4.5 Time line for development & approval of RPTO set up by DGCA should be completed within 3 to 4 months, jointly by selected vendor and NAeL.
- 4.6 The Drone proposed to be utilized for the training should be in conformance with DGCA's prescriptions for the training set up (Drone specifications/class etc must be specified by the selected vendor for training purpose).
- 4.7 Advertisement of training for aspiring Drone Pilot at NAeL will be published by NAeL after obtaining DGCA clearance.

5 Information and Instructions for potential vendors:

- 5.1 Proven expertise for the manufacturing/repair and maintenance of drone complying with DGCA norms & proven expertise in flying of drone using trained/approved/licenced drone trainer.
- 5.2 Potential vendor will provide drone(s), suitable (specified) for training purpose, trained and approved Drone Trainer in compliance with DGCA norms. Engineered site, well equipped class room & other requisite infrastructure will be provided by NAeL.

- 5.3 Initially, this project will be undertaken by selected partner on NC-NC (No Cost – No Commitment) basis using their own resources, as well as resources expressly provided by NAeL for this purpose. After successful demonstration of the capabilities and required clearances from DGCA, collaboration with the selected vendor will be pursued further on mutually agreed terms and conditions covering all aspects such as resource commitment and revenue sharing.
- 5.4 Vendor should commit for trouble-free and obsolescence-free maintenance of proposed drone(s) for training purpose as well as for maintaining the required / mandatory spares for serviceability of drones for the complete project duration.
- 5.5 The prospective vendor should provide details of Drone Instructor/Trainer (preferably DGCA approved) as well as technical details of proposed drone for the training purpose, clearly specifying training capabilities (Technical & Operational).
- 5.6 The Scope of Project for Drone Pilot Training Facility (Refer Para 4) are only tentative in nature and are subject to change and may be considered only as advance information for market exploration.
 - a) NAeL will freeze the scope based on response to this EoI and as deemed necessary at the time of issuing RFP (Request for Proposal) at NAeL's discretion.
 - b) Compliance and requisite details against para 5.1, 5.2, 5.3, 5.4 & 5.5 should be provided by the vendor in tabular format.
- 5.7 The potential vendor will propose suitable and proven training Plan/Module(s) to meet NAeL's EoI requirements and also give a presentation on fulfilling the EoI requirements to NAeL management for assessment.
- 5.8 **Evaluation Criteria for the Potential Vendors:**
 - 5.8.1 Physical presentation (PPT including company profile and significant work done in the field of Drones/UAVs along with the achievements till date)- MARKS-25
 - 5.8.2 Team comprising at least one DGCA approved Drone trainer- MARKS-10
 - 5.8.3 Capabilities to train on various models of drones (Tricopter, Quadcopter, Hexacopter, Octacopter, RC airplane); should be supported with appropriate proofs in terms of flying videos of every model- MARKS-25
 - 5.8.4 DAN number of at least one UAV - MARKS-25
 - 5.8.5 Plan of Action- MARKS-15

5.9 Eligibility Criteria:

- 5.9.1 Entity should be either Pvt Ltd/Public Ltd/LLP/MSME/Start-ups.
 - 5.9.2 ISO 9001 or equivalent Certification
 - 5.9.3 DAN number of at least one UAV
 - 5.9.4 Vendor must have repair and maintenance facility of Drone to provide uninterrupted service during training period.
- 5.10 This document is not intended to form the basis of any decision to purchase/finalize contract and it does not constitute an offer or invitation or solicitation of an offer to purchase.
- 5.11 Future Process: Based on the evaluation of EoI proposals received, NAeL will finalize Technical Specification for the proposed **RPTO (Remote Pilot Training Organisation)** set up.
- 5.12 The EoI project proposal (including Technical & Operational details) document duly completed and signed should be sent to:
- Deputy General Manager (NAeL),
Naini Aerospace Limited,
Naini,
Prayagraj – 211 010, INDIA
Tel: +91-532-2687754
Mobile: 9453436430
Fax: +91-532-2687751
email: ceo-sec@nael.co.in
dgm@nael.co.in
- 5.13 The due date for submission of EOI proposal is 10th FEB 2022@15:00 HRS IST.

Thanking you.

Yours faithfully,
For Naini Aerospace Limited,

Dy. General Manager (NAeL)