



**EXPRESSION OF INTEREST (EOI)**  
**FOR**  
**SELECTION OF BUSINESS PARTNER**  
**FOR**  
**JOINT R&D, CO-PRODUCTION AND**  
**CO-MARKETING & EXPORT OF DOWN BASED**  
**SCME CLOTHING**

**Eoi No. TCL/OCFS/TS/Eoi/DOWN CLOTHING/2025-26, Date: 26.06.2025**



**ORDNANCE CLOTHING FACTORY, SHAHJAHANPUR**  
(A Unit of Troop Comforts Limited)  
Govt. of India Enterprises,  
Ministry of Defence

## **PART – I**

### **1. OBJECTIVE OF EXPRESSION OF INTEREST (EoI)**

The objective of this Expression of Interest (EoI) is to have MoU with an Indian enterprise to become Business Partner of Ordnance Clothing Factory Shahjahanpur (OCFS) to exploit Business opportunities by Joint R&D, Co-Production and Co-Marketing & Export of down based SCME clothing. The aim of the EoI is to develop various range of ECC/SCME Clothing with insulation as down (natural goose down & duck down etc.) that may be used by Armed forces by developing or incorporating already approved new designs. It will include Jacket & Trousers and any other clothing to be used in ECC/SCME climate that will enable a soldier to perform in an efficient manner in the respective field. Also, it will provide the soldier an ease of selecting the proper clothing as per the field requirements. In addition to above, based on mutual agreement, scope & product range may be enlarged during the development and business phase.

### **EoI ISSUING AUTHORITY:**

This Expression of Interest (EoI) is issued by OCFS, a Unit of Troop Comforts Limited (TCL), Govt. of India Enterprise, Ministry of Defence, intended to short-list potential bidders. OCFS-TCL decision with regard to the short-listing of bidders through this EoI shall be final and the OCFS-TCL reserves the right to reject any or all the bids without assigning any reason.

S.N.	Item	Description
	<b>Project Title</b>	Expression Of Interest (EOI) For Selection Of Business Partner For Joint R&D, Co-Production And Co-Marketing & Export of Down based SCME clothing
	<b>EoI No. &amp; Date</b>	EoI No. TCL/OCFS/TS/EoI/DOWN CLOTHING/2025-26, Date: 26/06/2025
	<b>Project Initiator Details Department</b>	Ordnance Clothing Factory, Shahjahanpur A Unit of Troop Comforts Limited Ministry of Defence A Govt. of India Enterprises
	<b>Contact Person &amp; Contact Details</b>	Shri Rishi Babu, DGM Phone: 05842- 223416 (Extn: 224) Email: rishibabu@ord.gov.in

		<p>Ordinance Clothing Factory A unit of Troop Comforts Limited, Shahjahanpur U.P. – 242001. Ph. No.05842- 223416 Email:ocfs@ord.gov.in</p> <p>The General Manager Ordinance Clothing Factory Shahjahanpur U.P. – 242001 Email: ocfs@ord.gov.in (Kind attn: Shri Rishi Babu, DGM)</p> <p><a href="https://www.troopcomfortslimited.co.in">https://www.troopcomfortslimited.co.in</a> CPP Portal , GeM portal</p>
	<b>Submission of Proposal</b>	
	<b>Website</b>	

## 2. **TENTATIVE CALENDAR OF EVENTS**

The following table enlists important milestones and timelines for completion of bidding activities:3

Sl.	Milestone	Date and time (dd-mm-yyyy; hh:mm)
1.	Release of Expression of Interest (EoI)	30/06/2025, 1700 hrs
2.	Last date for submission of written questions by bidders	08/07/2025, , 1700 hrs
3.	Response to the Queries	12/07/2025, 1700 hrs
4.	Last date for Submission of EoI Response	22/07/2025, 1700 hrs
5.	Declaration of Short listed Firms	12/08/2025, 1700 hrs

## 3. **AVAILABILITY OF THE EoI DOCUMENTS**

EoI is floated on Central Public Procurement Portal (CPPP), TCL official website and can be downloaded from the website <https://www.troopcomfortslimited.co.in>. The bidders are expected to examine all instructions, forms, terms, project requirements and other details in the EoI documents. Failure to furnish complete information as mentioned in the EoI documents or submission of a proposal not substantially responsive to the EoI documents in every respect will be at the bidder's risk and may result in rejection of the proposal.

#### **4. VENUE & DEADLINE FOR SUBMISSION OF PROPOSALS**

Proposals, in its complete form in all respects as specified in the EoI, must be submitted in hard copy to OCFS, at the following address and soft copy must be mailed to the below mentioned e-mail:

**The General Manager  
Ordnance Clothing Factory  
Shahjahanpur U.P. – 242001  
Email: [ocfs@ord.gov.in](mailto:ocfs@ord.gov.in)**

OCFS may, in exceptional circumstances and at its discretion, extend the deadline for submission of proposals by issuing an addendum to be made available on the TCL website, in which case all rights and obligations of OCFS and the bidders previously subject to the original deadline will thereafter be subject to the deadline as extended.

# **PART – II**

## **EXPRESSION OF INTEREST (EOI)**

**ORDNANCE CLOTHING FACTORY, SHAHJAHANPUR**  
**(A unit of Troop Comforts Limited)**  
**Govt. of India Enterprises, Ministry of Defence**

**Expression of Interest (EOI) For Selection of Business Partner for  
Joint R&D, Co-Production and Co-Marketing & Export of down  
based SCME clothing**

**EOI No. TCL/OCFS/TS/EOI/DOWN CLOTHING/2025-26 Date:  
26/06/2025**

**SUB: Expression of Interest (EOI) for Selection of Business Partner for Joint  
R&D, Co-Production and Co-Marketing & Export of Down based SCME  
clothing**

### **1. INTRODUCTION**

- Ordnance Clothing Factory, Shahjahanpur (OCFS) is a unit of Troop Comforts Limited, Govt of India Enterprise, Ministry of Defence. Troop Comforts Limited is a Public Sector Undertaking incorporated on 01<sup>st</sup> October 2021 under the companies Act, 2013(18 of 2013) with 100 % equity share held by Government of India. Prior to this, OCFS was part of erstwhile OFB (Ordnance Factory Board) under Dept. of Defence Production, Govt. of India.
- The unit is involved in manufacture of Troop Comforts Clothing Items such as Life Cycle Clothing (LCC), Extreme Cold Climate Clothing (ECC), Special Clothing & Mountaineering Equipment (SCME) etc. for Indian Armed Forces, MHA, State Police and Civil Sector.

## **2. OBJECTIVE:**

The objective of this Expression of Interest (EoI) is to have MoU with an Indian enterprise to become Business Partner of Ordnance Clothing Factory Shahjahanpur (OCFS) to exploit Business opportunities by Joint R&D, Co-Production and Co-Marketing & Export of down based SCME clothing. The aim of the EoI is to develop various range of SCME Clothing with insulation as down (natural goose down & duck down etc.) that may be used by Armed forces by developing or incorporating already approved new designs. It will include Jacket & Trousers and any other clothing to be used in super high altitude area (SHAA) climate that will enable a soldier to perform in an efficient manner in the respective field. Also, it will provide the soldier an ease of selecting the proper clothing as per the field requirements. In addition to above, based on mutual agreement, scope & product range may be enlarged during the development and business phase.

## **3. GENERAL INFORMATION:**

- a) The firm should have an in-house R&D setup with trained manpower having technical background dedicatedly engaged for developmental purpose. Also, Firm must share the details of the setup and manpower engaged therein.
- b) The firm should have in-house facilities for carrying out co-production activities and experience in manufacturing of down based SCME clothing.
- c) The firm should have operational facilities for Co-Marketing & Export.
- d) This EoI is not a part of bidding process and submission of any information against this EoI or any other additional information do not automatically entitle them to claim to qualify and/or any other right in any way.
- e) TCL reserves the right to seek additional information from participating firms, including detailed presentation of their proposal.
- f) TCL reserve the right, solely at its discretion to modify or issue another EoI at a later date without assigning any reason whatsoever.
- g) The TCL Kanpur will select at least one or more companies for its MOU as a business partner as per the scope and the duration of the empanelment will be three years, with the possibility of an extension based on performance.

#### **4. SCOPE OF WORK:**

##### **A. ACTIVITIES AND OBLIGATIONS OF OCFS (A unit of TCL)**

1. Market Intelligence and Identification of Potential Opportunities/ Projects (including samples / prototypes / drawings / specifications thereof).
2. OCFS and Business Partner shall facilitate in both product as well as Business Development.
3. OCFS and Business Partner shall decide on case to case basis for development of items and participation in any Tender(s).
4. OCFS shall participate as prime contractor with support of Business Partner. The business Partner should not participate in tender(s) in which OCFS participates as prime contractor to avoid conflict of interests.
5. OCFS and Business Partner shall decide mutually for joint R&D, Co-Production and Co-Marketing & Export with agreed work share and investment of complete end product or parts/accessories at OCFS or Business Partner's premises.
6. OCFS and Business Partner will decide strategies of Marketing, Branding and Export of the subject items.

##### **B. ACTIVITIES AND OBLIGATIONS OF BUSINESS PARTNER:**

The Business partner should provide support for:

1. Market intelligence and identification of Potential Opportunities.
2. Drafting of responses for RFPs/RFIs/EoIs.
3. Customer/End User Engagement as per mutual agreement.
4. Joint R&D, Co-Production and Co-Marketing & Export of down based SCME clothing as mentioned in Clause 1 of Part-I of EoI document.
5. Marketing & Export on case to case basis with mutual agreement of both parties.
6. Sourcing of Down based material
7. Quality Control & assurance through down specific testing
8. Establishing specific plant & machinery/testing facilities like automatic filling machine at OCFS.

## 5. ELIGIBILITY CRITERIA:

- a) The participating firm should be a manufacturer of down based SCME clothing and should have valid PAN & GST along with a minimum three years experience in the same field.

OR

In case of foreign based OEMs, the OEM should have a branch office or authorised agency/firm available in India who could take decision on behalf of the company.

- b) The participating firm should have supplied/developed similar items i.e. Down Clothing to Govt. Organization/Semi-Govt. Organization/DPSU/PSU/Export Market. The copies of supply orders to be enclosed with the documents.
- c) The participating firm should have basic infrastructure & R&D facilities such as machines/equipment for development of Down clothing or should have legal contracts with another firm for a particular process/operation.
- d) The participating firm will share the details of successful R&D activities/projects undergone in last three years in relevant fields.
- e) The firm should not be blacklisted or debarred from any Central/State Govt. Organizations for the similar range of products.
- f) Average Turnover of 4 Crore per year of last three years.

## SELECTION PROCESS

TCL Kanpur will constitute an EoI committee for issuance of EoI and for evaluation of responses received from the firms. EoI committee may also consider holding Pre-opening meeting for any clarification required by the likely Business Partner.

After bidding, EoI committee will prepare evaluation report and rank the eligible respondents based upon Evaluation Criteria as mentioned below-

### Evaluation Criteria

S. No.	Parameters	Compliance (Yes /No)	Marks
1.	Available Plant & Machinery and annual production capacity /legal tie-up for outsourced operations	Yes/No	20
2.	Supplied/Executed orders from Services/MHA	Yes/No	10



3.	Successfully developed items similar to EOI range of items i.e. down based SCME clothing and received certificate for fit to use from Defence establishments/Para Military forces	Yes/No	10
4.	Executed orders of Export for down based SCME clothing	Yes/No	10
5.	Registration certificate for SCME clothing from Field Units/DGQA/Defence Establishments	Yes/No	10
6.	Available IP (Intellectual Property) Right/ToT for down based SCME clothing	Yes/No	05
6.	Details of State/National/ International certification/accreditation/awards along with copy if any	Yes/No	05
7.	Presentation on Capability/Capacity to design/ develop/ manufacture & supply similar items including expertise, specialist employed, IPR etc. Presentation should highlight Market Analysis & Export potential knowledge & scanned by the responding firm. In depth knowledge & experience of Market trends business potential in India & Export and R&D strategies of working model.	Yes/No	30

Note: 1. Qualifying marks for selection of Business Partner(s) will be minimum 70 out of 100. Only top 03 firms will be selected for evaluation that will fulfill the eligibility criteria.

Note: 2. MSME firm will be exempted from prior experience and turnover criteria as mentioned at eligibility criteria (clause No.5a & 5f).

## 6. DETAILS OF THE COMPANY:

a)	Name of the Company	
b)	Complete Address	
c)	Nature of the Company	
d)	Ownership Status	
e)	Category of Industry	Start-up/DPSU/ MSME/etc
f)	Registrations available with Govt. Agencies: (Please mention Registration No., date & enclose the Certificate):	1. 2. 3. 4.
g)	Average Turnover for last 03 Years	
h)	Net Worth of previous financial	Positive /Negative

	year	
i)	PAN/TAN/CIN/GST (Enclose the certificate copy)	
j)	Balance Sheets of last 02 Financial Years, if Applicable/Income Tax returns	
k)	Name of Contact person with communication details	Name: Phone/Mob No: Email: Whatsapp No:

### **LIST OF DOCUMENTS REQUIRED FOR EVALUATION CRITERIA:**

a)	Capability/Capacity to design /develop/manufacture& supply the subject items in the form of complete units or parts thereof.	Yes/No/NA
b)	Enclose the latest & complete Technical Brochure of all the products/ technology along with their annual production capacity.	Yes/No/NA
c)	Enclose the complete details of Plant & Machine along with their annual production capacity.	Yes/No/NA
d)	Enclose the details along with copy of IPRs, if any.	Yes/No/NA
e)	Presentation on Capability/Capacity to design/ develop/ manufacture & supply the subject item.	Yes/No/NA
f)	Enclose the details of Foreign collaborations, if any.	Yes/No/NA
g)	Enclose details of In-House R&D setup, if any.	Yes/No/NA
h)	Details of National/ International certification/ accreditation along with copy, if any.	Yes/No/NA
i)	Percentage of local content in manufacturing of subject item ( <i>Preference to be given as per Make In India Policy</i> )	Yes/No/NA
j)	Undertaking for acceptance of the terms & conditions	Yes/No/NA
k)	Any other relevant information	Yes/No/NA

### **7. SHORT LISTING & SIGNING OF MoU:**

After evaluating the credentials, draft MoU will be forwarded to the selected Business Partner. After confirmation of mutually agreed details of the draft MoU, the MoU will be signed.

### **8. DURATION OF EMPANELMENT**

The duration of the empanelment will be of 03 years and may be extended based on business Partner's performance. TCL Kanpur reserves all the rights to discontinue the collaboration with business partner any time in case of non-performance without any notice.

## **OTHER REQUIREMENTS:**

The Participating Firms should also submit the following:

- i. Non-Disclosure Agreement
- ii. No Cost No Commitment confirmation.
- iii. An undertaking that firm is not debarred/blacklisted by any Government Organization/Department.

This EOI is being issued without any financial commitment whatsoever.

## 9. CHECK LIST FOR ENCLOSURES:

Following is the Checklist for the documents to be attached with the EoI:

i.	Copy of Registration with Govt Agencies	
ii.	Copy of PAN/TAN/CIN/GST	
iii.	Balance Sheet of last 03 financial years, if applicable	
iv.	Non-Disclosure Agreement	
v.	No Cost No Commitment confirmation	
vi.	An undertaking that firm is not debarred/blacklisted by any Government Organisation/Department.	
vii.	Copy of latest & complete Technical Brochure of all the products/ technology along with their annual production capacity.	
viii.	Complete details of Plant & Machine along with their annual production capacity.	
ix.	Copy of IPRs.	
x.	Details of Foreign collaborations.	
xi.	Details of In-House R&D setup and activities.	
xii.	Details of Marketing & Export setup and activities.	
xiii.	Copy of National/ International certification/ accreditation	
xiv.	Any other relevant information	