



**ARTIFICIAL LIMBS MANUFACTURING
CORPORATION OF INDIA**



**(A GOVERNMENT OF INDIA UNDERTAKING)
UNDER MINISTRY OF SOCIAL JUSTICE & EMPOWERMENT
(AN ISO 9001:2008 COMPANY)**

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EOI Reference No. : PT/EOI/03/AT dated -16.11.2015

CALL FOR EXPRESSION OF INTEREST FOR

**ENGAGEMENT OF INDUSTRIAL CONSULTANT –PLANT, MACHINERY
& AUTOMATION TECHNOLOGY**

ALIMCO, a Govt. of India Undertaking under the aegis of Ministry of Social Justice & Empowerment, Department of Empowerment of Persons with Disabilities, is the only CPSU in the field of manufacturing & distribution of Assistive Devices & Rehabilitation Aids for Persons with Disabilities in India and abroad. The company intends to undertake Modernization of it's existing workshops & also intends to establish new workshops to manufacture technologically advanced Aids & Appliances for Persons with Disability (PwDs) at its HQ, Kanpur and its Auxiliary units using latest / up-graded Plant, Machinery & Automation technology available in the industry.

ALIMCO thus invites EXPRESSION OF INTEREST for the Engagement of Industrial Consultant from leading / renowned Industrial Consultants having extensive experience of establishing / up-grading new / existing Plant & Machinery, Automated workshops across the country in the manufacturing Industry. The Consultant is required to conduct an in-depth study of our existing plant & machinery set-up, design and propose / draw detailed road map & elaborate action plan for the modernization of existing workshop and creation of new workshops as contained in the DPR & monitor execution till successful completion.

Estimated cost of Plant & Machinery: Rs.160 crores (approx.)

Interested parties may visit our website www.alimco.in for details.

General Manager,
(Projects & Production), ALIMCO.



REQUEST FOR EXPRESSION OF INTEREST

FOR

ENGAGEMENT OF INDUSTRIAL CONSULTANT

PLANT, MACHINERY & AUTOMATION TECHNOLOGY

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Contents

Introduction to ALIMCO	3
Background to the request for EoI	4
Objective of the EoI	5
Response format.....	8
Important dates and contact details	9

Introduction to ALIMCO

ALIMCO is a company registered under Section 8 of the Companies Act 2013 as “NOT FOR PROFIT ORGANISATION”. It is a Government of India Undertaking which was set up in the year 1972 to manufacture and distribution of aids & appliances to persons with disabilities. It has emerged as one of the largest manufacturing company of Artificial Limbs and Rehab Aids in South Asia, located at Kanpur. It is wholly owned by Govt. of India and is working under the Aegis of the Ministry of Social Justice & Empowerment, Department of Empowerment of Persons with Disabilities, Govt. of India.

ALIMCO produces 35 categories of products with about 355 variants under the following major heads:

- Orthotic and prosthetic appliances
- Mobility Aids
- Aids for hearing Impaired
- Aids for visually handicapped
- Aids for mentally challenged
- Fitment Tools and Equipment
- Assistive Devices for Leprosy affected Persons

ALIMCO has a wide reach and rich experience of working with various stakeholders in the Disability space in India

- The company has provided aids & appliances for 4.30 million beneficiaries so far.
- Its main manufacturing unit is at Kanpur, Uttar Pradesh and has Auxiliary Production Units and Regional Marketing Centers spread across 8 states.

The key strengths of ALIMCO include:

- **Largest Manufacturing Centre at Kanpur.**
 - The manufacturing plant at Kanpur spread over an area are of about 44 Acres and its Auxiliary Production Centres (AAPCs) located at Bengaluru, Jabalpur, Bhubaneswar & Channalon (Punjab).
- **Understanding of the local context**
 - ALIMCO has In-depth understanding of the Indian disability space, including the knowledge of unique requirements of all types of disabilities.
- **Goodwill & Social mandate**
 - ALIMCO has a social mandate to provide quality disability aids to the poor. Over the years it has earned considerable goodwill and reputation in the disability space.

Background to the request for EOI & expectations

1. ALIMCO, having emerged as a Market Leader and largest manufacturer and service provider of Assistive Devices in the Country, firmly believes in not only sustaining its status but expand its business through manufacturing Hi-tech value- added assistive devices, by resorting to state-of-Art infrastructure including R&D lab adopting advanced technology, upgrading Plant/Machineries establishing Automated product & Assembly lines expanding manufacturing base, establishing service centers across the country, stream lining supply chain system and improving service delivery system as also other measures with an ultimate objective of serving the cause of huge population of our PwDs in country besides export.
2. ALIMCO has been working relentlessly for past four decades with consistence growth in turnover and no. of beneficiaries year after year. However, up-gradation of product as well as manufacturing technology went down the priority line in the wake of concentration on increasing turnover of its existing products and expanding its reach to every nook and corner. As a result most of its infrastructural resources such as Plant/Machinery, Civil Infrastructure, Electrical setup, manufacturing technology product profile etc. are almost on the verge of completing their life cycle or becoming obsolete, in addition to inadequate and inappropriate human resources.
3. In view of aforesaid Modernization of ALIMCO has become inevitable not only for its sustainability but also to fulfill the needs of our Disabled brethren in the country aspiring to become part of the mainstream and contribute their bit towards overall growth of the nation.
4. Accordingly, ALIMCO has engaged & got prepared a Detailed Modernization Plan / Report through a leading consultant M/s Delloite, Gurgaon. The DPR submitted by M/s Delloite ,contains creation of new work centers & establishment / installation of high precision Plant & Machineries & Automated Production Line / Assembly line etc.. The up-gradation / technological advancement of existing plant & machinery is also required to be dovetailed with the proposed new creation to be incorporated as per Corporate vision indicated in the DPR. This is to manufacture technologically advanced, high tech Aids & Appliance of international standards for Persons with Disabilities at a reasonable cost.

In this context ALIMCO is inviting expression of interests from:-

Leading INDUSTRIAL CONSULTANTS - PLANT, MACHINERY & AUTOMATION TECHNOLOGY
to undertake:-

An In-depth study of our existing plant and draw detailed road map and elaborate action plan comprising of products / components to be manufactured , quality up-gradation of existing products, manpower deployment and detailed specification of new / required Plant & Machineries, design layout plan & automation details, preparation of RFP/tender documents for procurement of Plant & machineries & co-ordination with civil consultants etc. taking into account proposed modernization & Corporate plan contained in the DPR.

OBJECTIVE OF THE EOI

ALIMCO solicits expression of interests from leading **INDUSTRIAL CONSULTANTS – Plant, Machinery & Automation Technology** who may be required to undertake:-

An In-depth study of our existing plant and draw detailed road map and elaborate action plan comprising of products / components to be manufactured , quality up-gradation of existing products, manpower deployment and detailed specification of new / required Plant & Machineries, layout plan details & co-ordination with civil consultants etc. taking into account proposed modernization & Corporate plan contained in the DPR.

- **Brief Background & expectations from Consultant:**
 - **Requirement Analysis:** An in-depth study and analysis is required to be undertaken by the consultant w.r.t. existing Plant & Machineries and Gaps as contained in the Detailed Project Report vis-à-vis to ALIMCO present & future requirement.
 - **Technology partnerships, transfer and licensing:** The technology has been considerably advanced in the past few decades. Products have become more sophisticated and modular & are being customized to suit individual's needs. They provide higher functionality, lighter in weight and more useful in day to day activities. ToT/ JVs, technological up-gradation and manufacturing is part of ALIMCO's agenda to bring these benefits to its customers.
 - **Product & Process Innovation:** India is a nation which has many cultures, practices, work environments, terrains etc. These factors dictate that Assistive Devices systems need high degree of localization to be effective. Collaborative technological innovations and new designs are needed to build products suited for the Indian milieu.

- **Indicative Outcomes:**
 - **Technological advancement:** New or improved manufacturing processes and technology is expected to improve in the industry. Creation of strong R&D and design group is essential to meet the burgeoning demand for Assistive Devices in India.
 - **Cost:** Reduced costs have major implications for ALIMCO, as it has the social mandate to cater to the needs of poor disabled brethren of the country. Enabling them with better Assistive Devices will improve their comfort level and enable them to efficiently perform their daily activities/earn their livelihood.

**BROAD SCOPE OF INDUSTRIAL CONSULTANT -
PLANT, MACHINERY & AUTOMATION TECHNOLOGY**

Estimated cost of Plant & Machinery: Rs.160 crores (approx.)

The scope of Industrial Consultant -Plant, Machinery & Automation technology as envisaged for the project are given as under:-

- i) To undertake in-depth study of our existing plant and draw detailed road map and elaborate action plan keeping in view quality up gradation of existing products, Detailed Project Report which has already been prepared regarding restructuring & modernization of ALIMCO and to prepare layout design, detailed Specifications of various Plant & Machineries/ automated production line/ assembly line, facilities etc. together with manpower deployment.
- ii) To prepare layout plan and co-ordinate with civil consultants with respect to construction of proposed work centers as contained in DPR in consultation with ALIMCO technical team keeping in view current and forthcoming Joint Venture / Transfer of Technology agreement signed / being progressed by the Corporation.
- iii) To undertake re-designing / refurbishment of Electrical sub-station and Power Supply plan, Back up system i.e. DG Set etc.
- iv) Preparation of Layout plan with reference to work centre proposed in the DPR and finalization of the same with ALLIMCO technical team.
- v) Preparation of RFP / Tender document in line with CVC/GFR and ALIMCO Purchase Policy in respect of all procurement proposed based on specification finalized. All the plant & machineries proposed to be procured (indigenous / imported) should be supported with detailed estimate & 2-3 budgetary quotes.
- vi) Bid evaluation and preparation & issue of supply / work contract to be undertaken and finalized in consultation with ALIMCO team.
- vii) To undertake Complete monitoring, supervision of erection and commission of the order finalized based on above referred RFP / Tenders regarding all type of plant & machineries, tooling, jigs, fixtures, accessories, facilities & material handling equipments and services etc.
- viii) To undertake Site evaluation, analysis and impact of existing and /or proposed Modernization vis-à-vis to proposed Joint Venture and ToTs.
- ix) Prepare conceptual designs with reference to ALIMCO's requirements and

- prepare rough cost estimate/analysis & evaluation of Project etc. Preparation of Plant layout / work / Time flow analysis, meeting industry standards and Government norms & as per PWD norms if any.
- x) Preparation of preliminary plant layout & drawings as per the requirements and to the satisfaction of ALIMCO.
 - xi) Design and drawings for:-
 - a) Functional / reference Design & drawings for the Plant wherever required to be given to bidder.
 - b) Estimation of Power load for plant & machinery and preparation of suitable Power Distribution System with backup power support.
 - c) Preparation of electrical layout, cabling, panel design for plant & machinery including lightings.
 - d) Modify the designs incorporating changes as required during the course of execution.
 - e) Graphic Design and Signage etc.
 - f) Any other works related to the establishment of work centers.
 - xii) To undertake inspection and evaluation of erection & commissioning work of Plant & Machineries and co-ordination with Civil Consultant.
 - xiii) Team of site engineers should be available at the site for close & regular monitoring of work. Wherever necessary clarify, offer interpretation of the drawings/ specifications, attend conferences and meetings to ensure that the project proceeds generally in accordance to design and ensure execution of Project, as required.
 - xiv) Certification of work having been completed as per the design/drawings before handing over the same to ALIMCO.
 - xv) Prepare and submit completion reports and drawings for the project as required and obtain “NOC/Completion/Occupancy Certificate” from statutory authorities, wherever required.
 - xvi) Issue two sets of as built drawings including services and Distribution Structures (including underground cabling network).
 - xvii) Work centers no.6 & 7 (as per DPR) are required to be established at our four AAPC located at Bhubaneswar, Jabalpur, Bangalore and Chanalon (Punjab) which needs to planned accordingly as per DPR.
 - xviii) Also one new unit (AAPC, Ujjain) is required to be constructed in an approx. area of 2000 Sq.Mtrs. the complete planning of Plant & Machineries are required to be planned .

Response format

Expression of interest is solicited from interested firms, providing information in the following format :-

Engagement of Industrial Consultant -Plant, Machinery & Automation Technology

S. No.	Criteria	Description
1.	Organizational Profile	Overview of the organization i.e. : i) TURNOVER : Last Five Years ii) Profit : during last 3 years iii) Solvency iv) Client Overview v) Manpower strength (on roll)
2.	Experience	A short description of firms experience in the INDUSTRIAL CONSULTANCY-Plant, Machinery & Automation Technology space along with profiles of key personnel.
3.	Financial track record	Financial parameters demonstrating firm's sustainability over 5 years preceding the date of submitting the EOI.
4.	Demonstrated success in Consultancy	Overview of demonstrated success in CONSULTANCY pertaining to similar requirement i.e. To formulate detailed roadmap and elaborate action plan comprising of products, quality up gradation, manpower deployment and detailed specification of Infrastructure and Plant & machinery & implementation of DPR i.e. total execution/commissioning of the project.
5.	Overview of Technology, machinery and processes established during past.	Basic description of the type of technology used in the up-gradation / JV&ToTs Hi-Tech workshops and indicators of their cost effectiveness and efficiency. Details of minimum 5 similar projects executed as a consultant in last 3 years to be furnished along with project cost details
6.	Relevant quality certification / accreditation	List of quality certification/ accreditations in the relevant field.
7.	Details of implementation of any new/invented technology in Plant & Machinery, materials etc.	
8.	Details of Manpower (on roll) and profile of Key Personnel likely to be involved in the proposed Industrial consultancy	

Methodology and other Terms of EOI

1. **Pre-EOI meeting has been scheduled on 07th December, 2015 at 11.30 AM at ALIMCO.**
2. The parties who will express their intent in this instant, will be requested to make a brief presentation covering brief profile of the organization, demonstrated success / experience in the relevant field, methodology to execute the proposed project, timelines of the project and other relevant details / queries if any about the project on date and time convenient at Kanpur.
3. Based on the inputs received during the presentation, a committee consisting of the officers of ALIMCO will finalize the technical and commercial specification. The terms and conditions of the tender documents will be finalized by the aforesaid committee.
4. The tender documents shall be issued only to those which will submit their Expression of Interest against our EOI publication.
5. An overview about Modernization plan of ALIMCO shall be given during the presentation meeting and if desired by parties a quick site survey may also be arranged for the party for better understanding of the Project.
6. The organization may submit their key recommendations / views which they feel necessary at their end for the smooth execution of the Project.

Important dates and contact details

- Interested parties are requested to send in their response to this request for **EOI by 14th December, 2015 at 1700 Hrs. in electronic format / Hard copy through Speed post addressed to Dy. General Manager(SP&C), Artificial Limbs Manufacturing Corporation of India, G.T. Road, Kanpur- 209217**
- **Pre-EOI meeting has been scheduled on 07th December, 2015 at 11.30 AM at ALIMCO, Kanpur** where in ALIMCO will give an overview on its Modernization / up-gradation Plan. An interactive session of 2 to 3 Hours will be held with all prospective EOI participants. However, any queries to the request for EOI may be submitted in writing or over email, latest by 07th December, 2015 on email address given below :-

sm_spc@artlimbs.com

In addition to above , for any clarifications, interested parties may contact or visit ALIMCO on any working day on or before 07th December, 2015:

Contact Persons :

General Manger (Production & Project)

e-mail : gm_pd@artlimbs.com

or

Dy. General Manager, (S P&C)

e-mail : sm_spc@artlimbs.com

Contact no. : 0512 2770176
