



**ARTIFICIAL LIMBS MANUFACTURING
CORPORATION OF INDIA**
(A GOVERNMENT OF INDIA UNDERTAKING)
UNDER MINISTRY OF SOCIAL JUSTICE & EMPOWERMENT
(AN ISO 9001:2008 COMPANY)
G T ROAD, KANPUR – 209217



Ph: 0512-2770176, **Fax:** 0512-2770617 **Email:** alimco_hq@vsnl.net,
Website: www.alimco.in

EOI Reference No. : PT/EOI/04/AT dated 16th Nov, 2015

CALL FOR EXPRESSION OF INTEREST FOR

**TO UNDER TAKE JOB OF COMPLETE INDUSTRIAL ENGINEERING OF OUR EXISTING
PLANT LOCATED AT KANPUR**

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 for Persons with Disabilities in India and abroad. The company intends to undertake Modernization of it's existing workshops & also to establish new workshops to manufacture technologically advanced Aids & Appliances for Persons with Disability (PwDs) at its HQ, Kanpur.

ALIMCO thus invites EXPRESSION OF INTEREST to undertake an in-depth study and prepare process sheet, conduct time & motion study, prepare standard time sheet, establish industrial engineering department, manpower deployment etc. from leading / renowned Industrial Consultant having extensive experience in handling job of Industrial Engineering & Production Planning & Control activities of manufacturing unit/plant.

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

General Manager,
(Projects & Production), ALIMCO.



REQUEST FOR EXPRESSION OF INTEREST

FOR

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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 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 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

1. ALIMCO, having emerged as a Market Leader and largest manufacturer and service provider of Assistive Devices in the Country, we firmly believe 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 centres 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 Construction, Electrical Work, 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. The DPR contains only broad guidelines / Broad specification w.r.t. establishment / installation of high precision Plant & Machineries & Automated Production Line / Assembly line. which is required to be analyzed keeping in view the ALIMCO's Corporate plan and to fulfill Vision / objective of the report to manufacture technologically advanced, high tech Aids & Appliance of international repute & standard for Persons with Disabilities at a reasonable cost

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

Leading Industrial Engineering Organization / Consultant to undertake job of Complete Industrial Engineering of our manufacturing plant located at Kanpur which would primarily involve following :-

Conducting in-depth study of our existing plant, and machineries etc. , Products / components / assemblies , process and existing systems etc. and preparation of following and design and implementation of updated / new complete Industrial Engineering functions / Process etc. pertaining to our entire range of existing Products / Assemblies / sub-assemblies / components etc. :-

- i) Process sheet (all products / Assemblies / sub-Assemblies & components etc.)
- ii) Conduct Time & Motion Study for all products / assemblies/sub-assemblies and components etc.
- iii) Process and Manufacturing optimization plan / system to minimize wastage, cost and maximize production
- iv) Working out complete plant capacity in terms of various existing products mix. and submission of sub-contracting proposal viewing laid down corporate plan in consultation with ALIMCO team.
- v) Elaborate analysis and report (each work centre wise) regarding each existing machine / plant / system.
- vi) Elaborate analysis and deployment of Skilled Manpower each work centre wise.
- vii) Standard Time Sheet (for all products / work centres)
- viii) Design & implementation of work flow and introduction of job/route cards system in various manufacturing shops / machines etc.
- ix) Complete Industrial Engineering of the existing plant.

OBJECTIVE OF THE EOI

ALIMCO solicits expression of interests from leading **INDUSTRIAL CONSULTANTS** who may be required to undertake Broadly the following activities :-

In order to do Complete Industrial Engineering of our existing manufacturing plant, consultant is required to conduct in-depth study of the all the existing products and process etc. & to prepare process sheet, conduct time motion study & prepare standard time sheet, design work flow, & introduce job & route card etc., of our existing manufacturing process / system. Since ALIMCO is not having Industrial Engineering Department.

- **Brief Background & expectations from Consultant:**

- **Requirement Analysis:** An in-depth study and analysis is required to be undertaken by the consultant w.r.t. to 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 advanced considerably in the past few decades. Products have become more sophisticated and are customized to an individual's needs. They provide higher functionality, are lighter and more useful or day to day activities. Licensing, 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. A complete Industrial engineering of our existing plant is required to be undertaken.
- **Indicative Outcomes:**
 - **Technological advancement:** New or improved manufacturing processes and technology is expected to improve time to market. Quick design, production and market release is essential to meet the burgeoning demand for Assistive Devices in India.
 - **Cost:** Reduced costs have major implications for ALIMCO. India has a fair share of disabled poor, who can't pay for basic aids. ALIMCO has a social mandate to provide for them. Enabling the disabled poor with better Assistive Devices will give them relief and equip them with the tools to be productive. Lower costs will allow ALIMCO to be sustainable and fulfill its responsibilities.

Response format

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

To undertake job of complete industrial engineering of the plant:

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 regarding successful completion of designing and implementing Industrial Engineering systems / functions
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. Complete Industrial Engineering of Plant & Infrastructure and implementation of complete industrial engineering process/system.
5.	Overview of Technology, machinery and processes established during past.	Basic description of the type of technology used/proposed for designing & implementation of complete industrial engineering process/system.
6.	Relevant quality certification / accreditation	List of quality certification/ accreditations relevant to 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 experts	

Methodology and other Terms of EOI :

1. 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.
2. 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.
3. The tender documents shall be issued only to those which will submit their Expression of Interest against our EOI publication.
4. 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.
5. 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 thru Speed post.**
- Queries to the request for EOI may be submitted in writing or over email, latest by 04th December, 2015 on email address given below:

sm_spc@artlimbs.com

- **For any clarifications, interested parties may contact or visit ALIMCO on any working day on or before 04th December, 2015:**

Contact Persons :

Shri Prakash Srivastava,
Dy. General Manager,
(S P&C)

e-mail : sm_spc@artlimbs.com

Cell no. : +919935387538
