



ISO 9001:2015

**ARTIFICIAL LIMBS MANUFACTURING CORPORATION OF INDIA  
(A GOVERNMENT OF INDIA UNDERTAKING)  
UNDER UNION MINISTRY OF SOCIAL JUSTICE &  
EMPOWERMENT AN ISO 9001:2015 COMPANY, G T ROAD,  
KANPUR – 209217**

**Ph: 0512-2770176, Fax 0512-2770617, Email: [dgm\\_spc@alimco.in](mailto:dgm_spc@alimco.in),  
Website: [www.alimco.in](http://www.alimco.in)**

**EOI Ref. No.: PT/EOI/01/BA Dated 27.10.2022**

**CALL FOR EXPRESSION OF INTEREST**

Artificial Limbs Manufacturing Corporation of India (ALIMCO) is a Schedule 'C' Miniratna Category II Central Public Sector Enterprises, registered under Section 8 (Not for Profit motive) of the Companies Act 2013, is functioning under the Administrative Control of Ministry of Social Justice & Empowerment, Department of Empowerment of Persons with Disabilities. It is 100% owned Govt. of India Central Public Sector Enterprises with an objective of benefiting the persons with disability to the maximum extent possible by manufacturing Rehabilitation Aids and by promoting, encouraging and developing the availability, use, supply and distribution of Artificial Limbs and other Rehabilitation Aids to the disabled persons of the country.

Having made significant and sustained progress in the past, **ALIMCO** intends to expand market, focus on new geographical areas beyond Indian boundaries besides addressing the needs of its existing customers through technologically advanced products.

**ALIMCO THUS INVITES EOI (EXPRESSION OF INTEREST) FROM INTERESTED AGENCY(IES) THAT ACT AS A TECHNICAL SUPPORT UNIT FOR INCUBATING AND PROMOTING TECHNOLOGY INNOVATIONS / SOLUTIONS RELATED TO INDUSTRY 4.0 INCLUDING 3D PRINTING**

Interested parties may visit our website [www.alimco.in](http://www.alimco.in) for details.

**Alok K Thakur  
Dy. General Manager (Projects)**

Artificial Limbs Manufacturing Corporation of India (ALIMCO)  
G.T. ROAD, KANPUR –209217



**EOI (EXPRESSION OF INTEREST)**

**FROM**

**INTERESTED AGENCY(IES) THAT ACT AS A TECHNICAL SUPPORT UNIT FOR  
INCUBATING AND PROMOTING TECHNOLOGY INNOVATIONS / SOLUTIONS  
RELATED TO INDUSTRY 4.0 INCLUDING 3D PRINTING**

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## 1. INTRODUCTION TO ALIMCO:

- a. ALIMCO set up in 1972 by Government of India for manufacture and distribution of Aids & Appliances for persons with disabilities has emerged as one of the largest manufacturers of Artificial Limbs and Rehabilitation Aids in India today. ALIMCO's Headquarter is located in Kanpur near IIT, Kanpur, it is working under the aegis of the Ministry of Social Justice & Empowerment, Govt. of India.
- b. ALIMCO produces various categories of products with about several variants under the following heads:
  - i. Orthotic and prosthetic appliances
  - ii. Mobility Aids
  - iii. Aids for hearing Impaired
  - iv. Aids for visually handicapped
  - v. Aids for mentally challenged
  - vi. Fitment Tools and Equipment
  - vii. Assistive Devices for Leprosy affected Persons
- c. ALIMCO has a wide reach and rich experience of working with various stakeholders in the Disability space in India
  - i. Main manufacturing unit is in Kanpur, Uttar Pradesh along with five other Auxiliary production and five regional marketing centers spread across 8 cities.
  - ii. Works in the servicing space and conducts camps in association with various state governments, district authorities for fitting and distribution of aids and appliances.
  - iii. ALIMCO has registered impressive growth in its top line and bottom line over the past few years.
- d. The key strengths of ALIMCO include:
  - i. Deep access to Indian market
  - ii. Strong distribution and dealer network, complemented by experience of working with various government sponsored programs, bodies and policies.
  - iii. Understanding of the local context
  - iv. ALIMCO has In-depth understanding of the Indian disability space, including the unique requirements for localization of product features to ensure adoption.
  - v. Goodwill & social mandate
  - vi. ALIMCO has a social mandate to provide quality Rehabilitation aids for the poor

## **2. BACKGROUND TO THE REQUEST FOR EOI:**

- a. ALIMCO has ambitious future plans as under:
  - i. Up gradation of present facilities with State-of-the Art technology.
  - ii. Expansion of existing manufacturing base through setting up of additional production centers.
  - iii. Widening of present product range.
  - iv. Training and Research & Development through collaboration with institutions at National/International level.
  
- b. Industry 4.0 is going to transform the way products will be designed and manufactured in future and 3D printing is one such technology which will be an essential tool for ensuring employability across different industry verticals. It is further reiterated that Digital Designing is complementary to 3D Printing Technology. In today's world Digital Design literacy helps trained persons to become digital storytellers, weaving subject matter from their courses into narrative tapestries that illustrate a deeper understanding of what they're learning. They can solve problems, produce innovative projects, enhance communication, and prepare for the challenges of an evolving workplace. The ambitious Government initiatives like Make in India, Smart Cities, Skill India, Digital India and Start-up India are likely to create more jobs for designers.
  
- c. While ALIMCO has made significant progress in the space and has registered sustained growth over the last few years, however, to tap the expanding markets, focus on new geographies beyond India and address the needs of its existing/ future customers, ALIMCO intends to undertake modernization of its product/ service portfolio through Industry 4.0 Solutions and related technological advancements.
  
- d. In this context ALIMCO is inviting Expression of Interest from interested agencies to partner with ALIMCO to attain the above said objectives.

### 3. OBJECTIVES OF THE EOI:

- a. ALIMCO is aware that digital design, cloud technology and 3D printing are going to bring about a Fundamental change in the way customized Assistive devices (Prosthesis and orthosis) are going to be manufactured. However, adoption of these technologies requires detailing of requirements (BOQ – Bill of Quantity), skill development, training and capacity building of manpower in project deployment, publicity and relationship management with customers about new product offerings of ALIMCO and establishing symbiotic relationship with like-minded institutions across India.
- b. With the view as elaborated above, ALIMCO intends to solicit proposals by the way of this EOI from interested agencies who can provide a turnkey solution for achievement of objectives as above. The bid is open to any registered business entity / Government Undertakings / Universities / Institutions of National Importance.
- c. The bidder's response to this EOI should cover their capability in the following areas:
  - i. Overview of the proposed solution along with Technical Specifications of product offerings especially 3D Printing / IoT Devices that can be made using modern Industry 4.0 Technologies.
  - ii. Deploying digital solutions for promoting Ease of Doing Business especially preventing repeat visits to assessment / fitment centers of ALIMCO.
  - iii. Design / Animation Labs for rapid design and prototyping of customized assistive devices and related product / services offerings. This should reduce the gestation period for Go To Market of various products / services.
  - iv. Training and capacity building of internal manpower of ALIMCO to enable them use the proposed system as well as Cloud Based Continuous Education / Rehabilitation System for continuous capacity building of all stakeholders.
  - v. Additional trained manpower (if needed) for day-to-day Operations & Maintenance of the system proposed to be deployed.
  - vi. Define Roles and responsibilities of the Bidder & ALIMCO for successful project operations post commencement.
  - vii. Establishing synergy with like-minded institutions for Brand Building of ALIMCO including collaboration R & D on new products / service offerings as well as develop Hub & Spoke Model for better coverage over India for client interaction. This is necessitated since other than Kanpur Head Office, ALIMCO

currently has limited presence in terms of five Auxiliary Production Centres (AAPCs) situated at Bhubaneswar (Orissa), Jabalpur (M.P.), Bengaluru (Karnataka), Mohali (Punjab) and Ujjain in addition to the five Marketing Centres at New Delhi, Kolkata, Mumbai, Hyderabad & Guwahati.

- viii. Establishing a marketing network for promoting sales outside of ALIMCO's traditional market of Department of Empowerment of Persons with Disabilities, Government of India. The aim would be expanding the sale of digitally designed and 3D printed products / other solutions used in persons having notified permanent disabilities but also temporary infirmities where the knowledge base of ALIMCO and its partners can be harnessed to deploy solution to problems faced by the end customer. The aim is that after initial few years, ALIMCO should do additional revenues of Rs 50 Crores per annum by tapping into new markets.
  - ix. Other than initial funding from ALIMCO, capability to interact with other potential sources like CSR Funds / Research Grants for expanding outreach of these technologies across India shall be preferred.
  - x. As a substantial market within India may be Government Institutions, existing relationships with Government Educational Institutions of National Importance with work areas related to Digital Designing/3D printing/Industry 4.0 shall be the key criteria in evaluating the submitted proposals.
- d. It is also made clear that ALIMCO is looking for an end-to-end solution and turnkey deployment inclusive of R& D support / marketing support / subject matter experts for large scale training and field deployment for the scope of work in the project and not OEMs or suppliers or machinery.

4. **RESPONSE FORMAT:** Expression of interest is solicited from interested agencies/ entities who shall submit their response in the format as under:

Ref:

Date:

To,

The Deputy General Manager (Projects),  
Artificial Limbs Manufacturing Corporation of India, (ALIMCO)  
G.T. Road, Kanpur – 209217

**SUB: EOI COVER LETTER**

**REF: EOI (EXPRESSION OF INTEREST) FROM INTERESTED AGENCY(IES)  
THAT ACT AS A TECHNICAL SUPPORT UNIT FOR INCUBATING AND  
PROMOTING TECHNOLOGY INNOVATIONS / SOLUTIONS RELATED TO  
INDUSTRY 4.0 INCLUDING 3D PRINTING**

Sir,

1. I/We, the undersigned, having carefully examined the referred EOI offer to participate in the same, in full conformity with the said EOI and all the terms and conditions thereof.
2. I/We agree to abide by this Proposal, consisting of this letter and our EOI response Proposal, for a period of 120 days from the date fixed for submission of Bids/ EOI as stipulated in the EOI (including addenda / pre-Bid clarifications to the EOI).

(Signature of the Authorized Signatory of the Bidding Organization)

Name :

Designation :

Seal :



## INFORMATION SHEET

S No.	GENERAL INFORMATION	
PART A		
1.	Name of the Entity	
2.	Type of Incorporation	
3.	Address for communication	
4.	Name of Contact Person	
5.	Designation:	
6.	Phone No./ Mobile No	
7.	Email address	

## LIST OF DOCUMENTS ATTACHED

S. No.	COMPONENT	Flag
1	Company Registration Document (any one registration document with any Government Entity).	1
2	Profile of the Entity	2
3	<b>Turnover</b> - The entity must have an average turnover of Rs 15 crores in the last three financial years (FY 2018-19, 2019-20 and FY 2020-21). This must be certified by way of a CA Certificate along with the Balance sheet certified by a CA. In case of delay in finalizing the balance sheet due to COVID 19, an Undertaking with provisional balance sheet shall also be considered for bid evaluation process. Government Universities/ Institutions of National Importance are exempt from the same.	3
<b>Capabilities With Documentary Support In Response Documents</b>		
4	The entity must be engaged with any Central / State Government or any Public Sector Enterprise or Government University or Government Autonomous Institutions / Healthcare Institutions for deployment of Project related to Animation / Digital Design Labs.	4
5	The entity must be engaged with any Central / State Government or any Public Sector Enterprise or Government University or Government Autonomous Institutions / Healthcare Institutions for working in the areas of 3D Printing solutions as well as related Skill Development, Training & Capacity Building, Employment Generation, Innovation ecosystem.	5
6	Any work related to Digital Designing / 3D printing with undertaken for any Public Sector Enterprises, National Institution under the Department of Empowerment of Persons with Disabilities, Government of India or the Disability Department of State Government.	6

7	Any projects related to large scale training and capacity building/Digital Skill development conducted for State/ Central Government. This is to evaluate the capability of the organisation vis a vis large scale field deployment by ALIMCO.	<b>7</b>
8	Deployment of any cloud based LMS (Learning Management System) for any Public Sector Enterprises, National Institution under the Department of Empowerment of Persons with Disabilities, Government of India or the State Government.	<b>8</b>
9	Data Center with allied telecom infra - The project is likely to be deployed in a distributed environment with one Hub servicing multiple Spokes (spread across different parts of India) in mesh network. Hence, any prior expertise in deployment of Telecom Infrastructure / Data Center for seamless sharing of data between hub and the spokes in a mesh network shall be helpful. This expertise shall also be used for ALIMCO for storage of digital data generated during the designing of Assistive Devices for training & capacity building of manpower.	<b>9</b>
10	R&D Capabilities and collaborations in the field of Digital Designing/ 3D printing with National level educational institutions / Healthcare institutions	<b>10</b>
11	Copy of EOI document with addendums, if any	<b>11</b>

(Signature of the Authorized Signatory)

Name :  
Designation :  
Seal :

## 5. IMPORTANT DATES AND CONTACT DETAILS:

I.	EOI Document	Can be Downloaded from the website <a href="https://alimco.in/">https://alimco.in/</a>
II.	Office of issue:	Alok K Thakur, Deputy General Manager (Projects), Artificial Limbs Manufacturing Corporation Of India, (ALIMCO) G.T. Road, Kanpur – 209217
III.	EOI Document available from	1000 Hrs. on 28/10/2022
IV.	Pre-Bid Conference	Due to COVID 19, the meeting shall be held in physical (Venue: ALIMCO Kanpur)/ virtual mode only on 09/11/2022
V.	Feedback/ suggestions in written from Bidders up to	1600 Hrs. on 14/11/2022
VI.	Reply/ Clarifications from ALIMCO	1600 Hrs. on 21/11/2022
VII.	Last Date of Submission of EOI	30/11/2022
VIII.	Mode of submission of EOI	Scanned copy of the proposal along with the relevant documents duly stamped and signed by the authorized representative of the agency(ies) may please be sent to <a href="mailto:dgm_spc@alimco.in">dgm_spc@alimco.in</a> , <a href="mailto:gm_pc@alimco.in">gm_pc@alimco.in</a> and <a href="mailto:alimco@alimco.in">alimco@alimco.in</a>  <b>Proposals received after the last date shall not be considered.</b>
IX.	Period of validity of bids/ EOI	120 days from the last date of submission of EOI.
X.	Queries	In case of any query, the bidders should send such queries through email on <a href="mailto:gm_pc@alimco.in">gm_pc@alimco.in</a> or <a href="mailto:dgm_spc@alimco.in">dgm_spc@alimco.in</a>

**ALIMCO reserves the right to change the above dates at its discretion.**

Alok K Thakur,  
Deputy General Manager (Projects)  
Mobile: 9818894184