



In line with Government of India's Initiative Instrumentation Limited (IL), A Govt. of India Enterprise, invites "Expression of Interest" from....

INDIAN / OVER SEAS MANUFACTURERS / TECHNOLOGY PROVIDERS IN THE FIELD OF

- A) CONTROL & INSTRUMENTATION / SAMPLING SYSTEMS, GAS & STEAM ANALYSERS / UPS SYSTEMS / ELECTRONIC PRODUCTS / DEFENCE / SECURITY & SURVEILLANCE / SIGNALLING / TELECOMMUNICATION / PANELS / HVAC / ENVIRONMENT TECHNOLOGY / ALTERNATIVE ENERGY / IT/ DEFENCE PRODUCTS ANY OTHER PRODUCTS ( FOR OUR KOTA PLANT) AND
- B) DESUPERHEATERS, SMART POSITIONERS, ELECTRO HYDRAULIC ACTUATOR, DEFENCE PRODUCTS, PILOT OPERATED SAFETY VALVE, HP/LP BYPASS VALVES, TRIPLE OFFSET BUTTERFLY VALVES etc (FOR OUR PALAKKAD PLANT)

To Join hands with IL, to avail opportunities under Nation's " Make in India " mission, for manufacturing products with your technology.

Instrumentation Limited (IL) is a Government of India Enterprise under the Department of Heavy Industries, having its registered office at Kota (Rajasthan). The company was set up in 1964 and has ISO 9001 certified manufacturing plants located at Kota in Rajasthan and Palakkad in Kerala, with branch / regional offices across India.

IL invites reputed manufacturers / technology providers of national / international repute for a business partnership, to avail opportunities under "Make in India" mission of Hon'ble Prime Minister of India.

For Company Details please refer Annexure.

## ANNEXURE : COMPANY DETAILS



Instrumentation Limited Kota ( IL Kota ) was established in 1964 and is a premier PSU under ministry of heavy Industry Govt. of India, with the vision of attaining self-reliance in the field of control & Instrumentation for process Industries IL Kota has its Registered & Corporate office located at Kota Rajasthan.

The company has large manufacturing facilities at Kota (Rajasthan) & Pallakad (Kerala) . At present IL has around 1000 skilled employees. In addition to this, IL has a dedicated network of branch, regional & site offices across India for acquiring business & execution of turn key projects covering installation and maintenance support activities for all products of IL.

**A)** Instrumentation Limited Kota (IL Kota), a leader in Instrumentation, has further diversified in the field of Telecommunication, Power electronics, Railway signaling systems, special products for Defence & Nuclear power applications to have comprehensive range of products & services.

With this background IL Kota invites reputed manufacturers/technology providers of national/international repute to join hands for manufacturing products like Control & Instrumentation equipments, sampling systems, Gas & Steam Analysers, UPS Systems, Electronic products, Defence items, Security & Surveillance systems, Railway Signaling Systems, Telecommunications, Panels, HVAC Systems, Environment Monitoring Systems, Alternate Energy utilities, IT enabled Services, Defence products etc .

Major Turnkey major products, major customers & facilities available at IL Kota are listed below.

### **Major Products of IL Kota**

- ❖ Control System



- ❖ PLC System
- ❖ PC Based System
- ❖ Electronic Transmitters
- ❖ Gas & Liquid Analysis System and Pollution monitoring Instruments
- ❖ Control panel & Desks
- ❖ Control valves, Actuators & Flow elements
- ❖ Power Electronic & Energy Conservation Products
- ❖ Railway Signaling Products & Systems
- ❖ Microprocessor-based Recorders/ Controller
- ❖ C-MOS Based Annunciator
- ❖ Digital Switching System
- ❖ Electronic Private Automatic Branch Exchange (EPABX)
- ❖ Rural Automatic Exchange (RAX)
- ❖ Main Automatic Exchange (MAX)
- ❖ Safety Relief valve
- ❖ Special Bellow-Sealed Valves for Nuclear Service
- ❖ Large-Size Soft-Seated Butterfly Valves
- ❖ Pneumatic Control Drives
- ❖ Low-Noise Valve
- ❖ Tank Level Gauging System
- ❖ Uninterruptible Power Supply System
- ❖ Mini UPS

#### **Facilities at IL Kota**

The following are the major facilities available at IL Kota for manufacturing of telecommunication /Electronics equipments.

- ❖ Fully automated assembly lines/ SMT (Surface Mount Technology)
- ❖ Card assembly and testing including Circuit Tester
- ❖ Mechanical fabrication/ Machine shop with modern CNC machines and finishing shop
- ❖ Moulding & Plastic Injection technology
- ❖ Modern chemical , metallurgical labs & other modern testing facilities
- ❖ Full fledged tool rooms
- ❖ Environmental testing facility
- ❖ Component approval center
- ❖ PCB manufacturing facilities
- ❖ Through-hole component assembly

**B)** Instrumentation Limited, Palakkad (ILP) was established in 1974 to cater the needs of Control Elements for the process industries especially in the areas of Power plants, Refineries, Fertilizers & Chemical plants etc.



The main products are Control Valves, Butterfly valves, Safety valves, Bellow sealed valves, Actuators, Power Cylinders, Flow Elements & Desuperheaters system etc.

ILP has a good in-house manufacturing & production facilities.

ILP seeks the possibility of manufacturing of high technology products in India itself. ILP has got a very good infrastructure and scope for future expansion needs.

ILP has upgraded production & manufacturing facilities with CNC machines, advanced lathes and other world class equipments which include advanced Boring, Turning, Grinding, Lapping, Drilling machines and other special purpose machines etc.

Apart from that ILP has replaced conventional hydraulic PT presses by imported presses which have a lot of advanced features, can be used for pressure tests of very big size valves, the testing time required is very short as compared to conventional presses and digital read outs are also possible which will increase the quality of manufacturing and testing.

Besides these, ILP has a very upgraded material testing and final product testing facility which can also be used for the manufacture of high technology products. ILP has recently purchased an oven and a new helium leak testing in Hood Method for executing the nuclear valves.

ILP has recently set up a new production plant which is mainly meant for assembling very big size Butterfly Valves & Control Valves.

ILP has a very good material handling system which includes variety of cranes (available up to 20 Ton) & other very good material handling equipments. Last year ILP purchased an inverter type welding equipment and now plans to purchase a high capacity welding positioner which will strengthen the welding & fabrication set up.

Likewise ILP has upgraded its production & manufacturing facilities in all the areas by which IL can enter in to the areas of new and high technology products. The related products which can be manufactured in India are as follows:

- 1) Desuperheaters: Desuperheaters are very critical elements which are used in Power Plants, Refineries, etc. There is a very big market share for Desuperheaters in domestic projects .
- 2) Smart positioners: Nowadays, all the process industries have changed to smart positioners operated systems. ILP invites quality foreign smart positioners manufacturers in India to manufacture smart positioners.



- 3) Electro Hydraulic actuator: Pipe line valves have a good market share in domestic gas pipe line projects which are operated by electro hydraulic actuators. ILP seeks the possibility of finding out quality electro hydraulic actuator manufacturers and invite them to make the products in India.
- 4) Defense products: Now the government of India has allowed foreign direct investment in defense sector up to 49 percentages so that the private parties can come in to India and can manufacture defense oriented products. The new government policy involves technology transfers. This will involve enormous growth in manufacturing of defense products in India in future days. ILP has experience in supplying components to defense fields.
- 5) Pilot operated safety valve: Pilot operated safety valve is an advanced pressure relieving technology with great accuracy of operation which is presently not in ILP product range. Pilot operated safety valve has a very good market and the existing vendors are very limited in the Indian market. ILP seeks the possibility of finding out good technological partner to enter in to the subject product.
- 6) HP/LP Bypass valves: These valves are very critical items which are used in turbine systems. These valves have a good market share in domestic & foreign power projects. ILP seek's the help of reputed manufacturer, in this field.
- 7) Triple offset butterfly valves: These valves are very critical items with metallic seats and zero leakage which are used for high temperature & pressure application which is not presently in IL product range. It has got a very good market in power plants & other process industries in India & abroad. ILP is in search of a suitable technological partner in entering in to the subject product.

#### **Major Customers of IL**

- ❖ BHEL
- ❖ Railways
- ❖ BSNL
- ❖ Defence
- ❖ Central & State Governments
- ❖ Vidhyut Utpadan Nigams
- ❖ Steel Plants
- ❖ Refineries
- ❖ Fertilizer Plants
- ❖ Cement Plants
- ❖ NTPC etc

## Why Join Hands with IL

- ❖ IL has vast experience in manufacturing of telecommunication, Electronics equipments & Control Valves .
- ❖ IL had successful collaborations in the past which has made a sizeable contribution to the country.
- ❖ IL also has knowledge of the technical requirement of the end users
- ❖ IL has readily available basic manufacturing infrastructure.
- ❖ IL carries a vast experience of working within India for Govt. & Private sector.
- ❖ IL has readily available land/building and facilities required for the manufacturing.
- ❖ The manpower of IL with minimum training can catch up with the upcoming technologies.
- ❖ Rich experience of executing turnkey projects to C-DoT, BSNL, NTPC, NPCIL, DEFENCE, VIDHYUT UTPADAN NIGAMS, STEEL PLANTS etc.

IL is planning to augment the ambitious "Make in India" initiative of the Government of India. Any collaborator joining with IL would have a conducive environment for manufacturing in India as IL is a PSU of government of India. Interested parties may send their proposals on the proposed model of business. IL is open for discussion on the proposed model of collaboration. Contact at the following address for details on the modalities.

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