



KERALA ELECTRICAL & ALLIED ENGG. CO. LTD.

(A Govt. of Kerala Undertaking)

**Corporate Office, 7th Floor KSHB Office Complex
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KEL INVITES

EXPRESSION OF INTEREST

FOR

PRE-QUALIFICATION OF BUSINESS ASSOCIATES/CONTRACTORS

FROM

ORIGINAL EQUIPMENT MANUFACTURERS (OEMS), HOLDERS OF PROPRIETARY SOFTWARES/SERVICES/, PARTNERSHIP, PUBLIC/ PRIVATE LIMITED FOR SUPPLY, INSTALLATION, COMMISSIONING AND MAINTENANCE OF VARIOUS PRODUCTS & EXECUTION OF PROJECTS.

Kerala Electrical & Allied Engg. Co. Ltd.
(A Govt. of Kerala Undertaking)
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NO:GM(BDC)/EMPLMNT/2019

November 22, 2019

EOI FOR PRE-QUALIFICATION OF BUSINESS ASSOCIATES/CONTRACTORS- SINGLE COVER SYSTEMS

EXPRESSION OF INTEREST (EOI) IS INVITED FOR PRE-QUALIFICATION OF BUSINESS ASSOCIATES/CONTRACTORS FROM REPUTED ORIGINAL EQUIPMENT MANUFACTURERS (OEM), PROPRIETARY, PARTNERSHIP, PUBLIC/PRIVATE LIMITED COMPANIES/ CONTRACTORS FOR SUPPLY, INSTALLATION & COMMISSIONING, EXECUTION & MAINTENANCE OF VARIOUS PRODUCTS AND EXECUTION OF PROJECTS.

Last date of submission of EOI

16 December 2019@ 02.00 pm

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General Manager (Business Development Centre)

1.0 Background

Kerala Electrical & Allied Engg. Co. Ltd.(KEL) is a Govt. of Kerala Undertaking established in 1964. KEL had been manufacturing Distribution & Medium Power Transformers, Hydraulic Control Gates, Hoists, Heavy steel Fabrication, Diesel Generator Sets, Railway Alternators, Switch Gears, Steel Lattice &Hanging Bridges, Building Construction and maintenance works, Electrification works, Lighting Systems, Stadium lighting, Installation of various projects viz. Smart Metering, CCTV, Communication equipments, computer hardware and software solutions to various government departments etc.

KEL has a strong team of professionals possessing adequate skill sets in the areas of Civil, Mechanical, Electrical networking and IT solutions, providing an efficient and reliable support to customers. In addition to this we are partnered with many industry experts in domain specific verticals for IT product and services area. It is KEL's endeavor to provide state-of-the-art technology solutions to customers to keep pace with the changing technology.

KEL intends to invite EOI for pre-qualification of Business Associates/Contractors/Contractors from interested companies/Agencies of original equipment manufacturers (OEMs), holders of proprietary software/services/, partnership, public/ private limited for supply, installation & commissioning, execution of projects and maintenance of various Products, Projects and Services in the discipline listed below for the purpose of selecting Pre-bid and post bid consortium partners.

1.1 List of Products, Projects and Services

I. EOI for pre-qualification of Business Associates for the following Products, Projects and Services

1. Computer Hardware, Networking and Electronics equipments
2. CCTV Surveillance and Video conferencing solution
3. Software of all kinds
4. System integration, that includes Hardware, software and related services
5. LED and Smart Meters supply and Integration – BOOT Model
6. Smart Meters supply and integration including software.
7. Electrical vehicles and infrastructure
8. Smart city solutions
9. LED Street lighting - CCMS supply and ESCO Model.
10. Electronics and communication equipments.
11. Steel and Wooden Furniture.

II. Empanelment of Contractors/Consultants

01. LED High Mast / Mini mast/Ordinary street lights.
02. Civil /Mechanical/Electrical/STP/Effluent Treatment/Firefighting Contract Works.
03. Consultants – Civil, STP, Effluent treatment, Structural, Electrical & Architecture.

2.0 Eligibility Criteria

Interested participants are requested to submit the following documents to place in the relevant category.

1. Company registration copy (Proprietary, Partnership, Private Limited, Limited etc.)
2. Turnover of the previous three years

3. IT Returns of the previous three years
4. Quality Certificates.
5. Work order copies of the orders executed for the last three years.
6. Self attested letter of Field of Interest and their domain expertise.
7. Self attested letter declaring not block listed in any Government Department/Organisation
8. Valid PWD / Electrical Inspectorate registration of appropriate class is mandatory for contractors and copy of the same shall be submitted along with their application.

NOTE: Pre-qualification of Business Associates/Contractors will be based on their financial capability, experience and technical capability as specified in this document.

2.1 TERMS and CONDITIONS FOR PARTICIPATION IN EXPRESSION OF INTEREST:

1. Bid will not be accepted after the date and time fixed for receipt as is set in notification for subsequent extensions if any.
2. Relevant documents in proof have to be attached / enclosed wherever required.
3. The products/services may be generic or required to be customized to the needs of our customer .The quality of any product and services provided through KEL must be to the full satisfaction of our customers.
4. The bid inviting authority may, at its discretion, extend the last date for submission of bid, in which case, all rights and obligations of the tendering authority and the bidders, subjected to the previous last date, will thereafter be subject to such extended last date.
5. The date and time for opening bids will be as per the timelines specified.
6. The bids with incomplete information, subjective and conditional offers as well as partial offers will be liable for rejection.
7. The originals of the certificates are to be produced for verification, if required. Any discrepancy in the original document and copy submitted, if found at any stage, the empanelment will be cancelled.
8. Non-compliance of any of the clauses of this EOI will be liable for rejection.

2.2 KEL RIGHTS:

- I. KEL reserves the right to accept or reject any or all the EOI received, at its sole discretion without assigning any reason thereof.
- II. In case of any default by the applicants and in any of the terms & conditions (whether General, Special, Statutory), KEL may without prejudice to any other right/ remedy which shall have accrued or shall accrue thereafter, terminate the contract, in whole or in part, by giving One (1) month notice in writing to the Business Associate.
- III. Notwithstanding anything contained herein KEL also reserves the right to terminate the contract at any time or stage during the period of contract, by giving one (1) month notice in writing without assigning any reason and without incurring any financial liability whatsoever to the Business Associate/Contractor.
- IV. KEL may also give in writing notice and without compensation to the Business Associates/Contractors, if the Business Associate/Contractor becomes unwilling, bankrupt or otherwise insolvent without affecting its right of action or remedy.
- V. Area of the operation of the Business Associates/Contractors is the discretionary power of the Management of KEL.
- VI. The payment for the work executed will be released against receipt of the same from the respective departments / organisations only. Similarly, in some departments / organisations, the payment for the subcontractor will be released to them directly against recommendation from KEL. The realisation of payment from the respective departments / organisations shall be the responsibility of the business associate. No advance payment shall be made.

3.0 SUBMISSION, RECEIPT, AND OPENING OF PROPOSALS

The original bid shall be prepared and submitted duly signed to The General Manager (Business Development Centre), KEL before the due date & Time in a closed envelop super scribing name of the EOI, in above mentioned address.

Bid Processing Fee: Each bidder shall pay bid processing fee by Demand Draft in favour of Kerala Electrical & Allied Engg. Co. Ltd (KEL).

4.0 CATEGORIZATION OF BUSINESS ASSOCIATE PRE- QUALIFICATION

Pre-qualification of Business Associates/Contractors shall be categorized in to the following three categories based on their financial capability, past experience and technical capability. However, KEL reserves right to merge or create more categories based on the number of responses/bids received.

4.1 Categories- Will be finalised after evaluation of documents by the committee.

- a. Business Associates/Contractors competent to execute orders with an estimated project value more than Rs.5 Crores --Category--‘A’
- b. Business Associates/Contractors competent to execute orders with an estimated project value more than Rs.1 crore but less than Rs 5 Crores --Category --‘B’
- c. Business Associates/Contractors competent to execute orders with an estimated project value more than Rs 5 lakhs but less than Rs. 1Crores for the specific job category/ categories --Category --‘C’.

4.2 Bidders may participate for pre-qualification in any One of the products, projects and services or all categories of the pre-qualification of Business Associates/Contractors (A or B or C).

4.3 Requirements and Experience

4.3.1. Business Associates/Contractors competent to execute orders with an estimated value more than Rs.5 Crores--Category--‘A’.

Bidders Company/Organization:

- 1) Should be at least more than five years old.
- 2) Should have average turnover of Rs.10 Crores during last three financial years. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 03 financial years.
- 3) Income Tax Returns (ITRs) for the preceding 03 financial years.

4.3.2. Business Associates/Contractors competent to execute orders with an estimated value above Rs.50 lakhs and up to Rs 5Crore --Category--‘B’.

Bidders Company/Organization:

- 1) Should be at least more than four years old.
- 2) Should have average turnover of Rs.5 Crores during last three years. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 03 financial years.
- 3) Income Tax Returns (ITRs) for the preceding 03 financial years.

4.3.3. Business Associates/Contractors competent to execute orders with an estimated value of 5 lakhs up to 1 Crores – Category--‘C’.

Bidders Company/ Organization:

- 1) Should be at least one year old.
- 2) Should have turnover of Rs.10 lakhs. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 01 financial year.
- 3) Income Tax Return (ITR) for the preceding 01 financial year.

5.0 TERMS AND CONDITIONS OF PRE-QUALIFICATION WITH KEL

1. The company/ Agency pre-qualified with KEL shall be called as Business Associate.
2. The pre-qualification of the Business Associate/Contractor will be for a period of One year from the date of issuance of letter of pre-qualification.
3. For business to be undertaken by KEL, it shall select its partner in the following manner:-
 - a) For low value orders of less than Rs.5 lakhs to be executed, manual quotation will be called and the party quoting the lowest amount shall be its partner for executing such orders.
 - b) KEL will invite e-tenders for the work received by them and suitable pre-qualified Business Associates/Contractors with demonstrable competence in the required field(s) {of specific Job in the Categories of Business Associates/Contractors (A/B/C) as specified in this EOI document} can participate in the tender. Business Associate/Contractor who offers the lowest rate will be awarded with the work.
 - c) KEL participates in tender along with the consortium of business partners (pre bid arrangement) – KEL will join with a suitable pre-qualified Business Associate with demonstrable competence in the required field(s) {of specific Job in the Categories of Business Associates/Contractors (A/B/C) as specified in this EOI document}. Business Associate will submit their financial proposal / quotation to KEL within stipulated time and if project demands then Business Associates/Contractors may be asked to submit techno-commercial proposal. Such Business Associate/Contractor shall be executing the orders subsequently if work is awarded to the consortium.

The selection of Business Associates/Contractors subject to back to back they shall handle projects up to 3 times of their average turnover. However, in case of proprietary

/patented products KEL may decide to deviate from the above rules and go for specific consortium agreement with a specific business associate for business prospects continuity.

4. Prequalified Business Associates/Contractors should take prior consent from KEL before approaching any client department for procuring orders. Subsequently, KEL will participate in the bid based on the technical and financial competence of the prequalified Business Associates/Contractors who has initiated the order / work / job. If such orders / work / job are procured by KEL on the strength of specific Business Associates/Contractors such orders / work / job will be allocated to the same Business Associates/Contractors subject to verification of credentials of such Business Associates/Contractors.
5. All the correspondence with the client department will be done by KEL / Business Associate/Contractor.
6. The cost of Tender fee, EMD, Security Deposit, Bank Guarantee and any other expenses will be borne by pre-qualified Business Associates/Contractors, on back to back basis as prescribed in the respective Tender / RFP. Refund of EMD & Security Deposit and release of Bank Guarantee as per respective Tender / RFP conditions.
7. The pre-qualified Business Associates/Contractors shall sign Non Disclosure Agreement (NDA) and Consortium Agreement with KEL either as per standard format of KEL or on back to back basis as per the prescribed format in the respective Tender / RFP.
8. If an Agreement / MOU is required to be signed by KEL with the client department for execution of the Job order, an Agreement /MOU with similar clauses shall have to be signed by the concerned pre-qualified Business Associates/Contractors with KEL on back to back basis for smooth execution of the order.
9. Payment of Business Associates/Contractors shall be on the following terms:
 - a) KEL will retain its margin.
 - b) KEL will deduct all statutory deductions.
 - c) KEL shall charge fees for its other services / roles which may be decided on case-to-case basis.
10. All payments from the client department shall be received through Cheque / Draft favoring Kerala Electrical & Allied Engineering Co. Ltd (KEL) payable at Ernakulam.

After receipt of the payment from the client department and running payment may be released to the Business Associates/Contractors as per the terms and conditions of the Job order awarded to the Business Associate by KEL and review of the progress in project.

11. KEL may select lower category of pre-qualified Business Associates/Contractors without considering their turn over criteria and their category of pre-qualification. In such cases lower category pre-qualified Business Associate will have to submit additional guarantee equal to 10% of order value to KEL in addition to the Security Deposit to be borne by pre-qualified Business Associate/Contractor, on back to back basis as prescribed in the respective Tender / RFP. Release of Deposit will be after successful completion of the project.
12. It shall be the responsibility of the Business Associate/Contractor for the implementation and execution of the project in which hard ware items are also required. The Business Associates/Contractors shall procure the required hard ware from the OEM / authorized dealer with warrantee support from them. The Business Associates/Contractors shall submit an undertaking that they shall be deploying the required manpower / representative (with list of man power with their telephone numbers that may be given to the client department) to be deployment / posted at the locations required in the project / required by the client department for smooth services during implementation and warranty period.
13. The pre-qualification as Business Associates/Contractors shall also be guided by the terms and conditions given in the EOI document.
14. EOI received will be screened for requirements, experience and qualifications. KEL may carry out physical inspection / verification of the information given by the bidder /bidder's infrastructure set up. The pre-qualification of successful bidders will be done thereafter. The bidders may not necessarily be pre-qualified in the Categories in which they have applied. The Business Associates/Contractors will be selected on the basis of their existing experience, manpower availability, technical competence and experience of related Job category /categories. Business Associate/Contractor may apply for the pre-qualification in different expertise / levels of competence.
15. Any Pre-conditions of the bidder submitted with the bid shall not be binding on KEL.
16. No Business Associate/Contractor will bid for a job where KEL is participating as bidder. Any Business Associate/Contractor found opposing KEL is liable to be disqualified and his pre-qualification shall be cancelled and they will be barred from getting themselves

re-pre-qualified for a period of at least 5 years. The decision of the KEL management shall be final in the matter.

17. If a Business Associate/Contractor represents and obtains work directly from any client by mentioning their pre-qualification in KEL, their pre-qualification shall stand cancelled and any damages suffered by KEL shall be recovered from the Business Associate.
18. KEL reserves the right to inspect the site of the Business Associates/Contractors at any time and if the infrastructure is not found adequate as per this EOI document requirement, the pre-qualification of the Business Associates/Contractors is liable to be cancelled.
19. If the Business Associates/Contractors hides some information or gives wrong information or is found misrepresenting, pre-qualification of that Business Associates/Contractors shall be cancelled and KEL would not be under any obligation to give any clarification or damages.
20. Business Associates/Contractors shall not divulge any contents of the agreement, in part or whole without express written permission of KEL.
21. The Business Associates/Contractors shall have to be careful, diligent and show workman like manner in conformity with the accepted standard practices as per industry norms.
22. Any dispute arising out of this pre-qualification process shall be subject to the jurisdiction of Ernakulam only.
23. If a Business Associate/Contractor is found to obtain jobs / services by means of using fraudulent techniques then their pre-qualification shall be cancelled and punitive actions may be initiated against them.
24. The pre-qualified Business Associate/Contractor which receives an enquiry but does not respond to the enquiry will be blacklisted as non-responsive. However, if the Business Associates/Contractors cannot perform the job as per the enquiry, it shall submit a regret letter with reasons failing which, it will be blacklisted.
25. The contractors who are at present in the approved vendor list of KEL need not submit the credentials. However they shall submit the application with statement of works executed in KEL mentioning Time of completion as per work order, actual date of completion, Reason for delay if any, List of works in hand, present status of work and the

requisite application fees. Suitable Security Deposit shall be furnished on demand. The continuance of the registration will be based on the past performance as certified by the concerned department/unit.

26. The pre-qualified Business Associates/Contractors/Contractors should submit non refundable application fee drawn in favour of KEL, as per the category and amount indicated below;

Sl. No.	Category	Amount
a	Category - A	Rs. 10,000/- plus applicable GST
b	Category - B	Rs. 7,500/- plus applicable GST
c	Category - C	Rs. 5,000/- plus applicable GST

Name of the Bank : Canara Bank
Branch Name : Panampilly Nagar, Ernakulam.
Account No-Current A/c :1372201000163.
IFSC Code for RTGS } : CNRB0001372.
Fund Transfer }

27. In case of renewal of the pre-qualification, on request of the Business Associates/Contractors, based on their performance on the job awards /job orders during their pre-qualification period, the pre-qualified Business Associates/Contractors should submit additional non refundable royalty equal to the amount already paid for their pre qualification. However the decision of KEL management in this regard will be final and no claim what so ever will be entertained.

28. The selected bidders shall furnish security deposit as per the following table.

CATEGORY	SECURITY DEPOSIT (Rs.)
A : Above 05 Crore	5,00,000.00
B : 01 Crore-05 crore	3,00,000.00
C : 5 Lakhs - 01Crore	1,00,000.00

ANNEXURE -1
FORMAT FOR THE BIDDERS INFORMATION
(on the letter Head of the Bidder)

1.	Applied for pre-qualification of Business Associate for Products, Projects and Services.	Mention the product, project and services as per the list given in item 1.1 of the tender.	
2.	Applied for Category pre-qualification of Business Associates/Contractors	A/B/C	
3.	Name of the bidder		
4.	Address of the Bidder		
5.	Status of the Bidder	Public Ltd / Pvt. Ltd /LLP/ Startup/Others (specify)	
6.	Details of Registration of the Company/partnership firm/proprietary firm. [Attach copy of Incorporation certificate]	Date:	
		Ref. #	
7.	Details of Commencement of Business	Date:	
		Ref. #	
8.	Valid Sales tax /VAT/GST registration number [Attach certificate]		
9.	Valid Service tax registration number. [Attach certificate]		
10.	Permanent Account Number (PAN) [Attach certificate]		
11.	Name & Designation of the contact person with whom all correspondence shall be made.		
12.	Mobile Number of the contact person		
13.	Telephone No. (with STD Code) of the contact person		
14.	E-Mail of the contact person with whom all correspondence shall be made:		
15.	Fax No. (with STD Code)		
16.	Manpower details	Technical	Others

SIGNATURE, Name, Designation with Seal

ANNEXURE -2

Turnover information

(Total turnover of the bidder during the preceding 3 years supported by balance sheet)

Financial year	Turnover (Rs. in Lakhs)
2016-17	
2017-18	
2018-19	

Name of the Firm:

Seal & Signature:

