

**Request for Proposal (RfP)**

**For**

**Selection of Charge Point Operators (CPO) for Supply, Installation, Testing, Commissioning, Operation and Maintenance of 810 Nos. of EV Charging Stations (with financial support covered under FAME India Scheme Phase-II) at 16 Nos. of Highways/Expressways in India on Build, Own and Operate (BOO) Model**

**ISSUED BY**



*Convergence Energy Services Limited*

**2<sup>nd</sup> Floor, Core-III, SCOPE Complex,  
Lodhi Road, New Delhi-110003**

**APRIL 2022**

Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300



## **TABLE OF CONTENTS**

TABLE OF CONTENTS .....	2
BENEFITS & EXEMPTIONS FOR MSEs.....	9
1. BACKGROUND .....	15
2. DEFINITIONS AND INTERPRETATIONS .....	15
3. OBJECTIVE .....	16
4. TERMS OF REFERENCE .....	17
5. REVENUE SHARING.....	26
6. FINANCIAL SUPPORT.....	27
7. SELECTION PROCESS.....	28
a. Methodology.....	28
b. Phased Manufacturing Programme (PMP) .....	28
c. Qualification Requirements .....	29
d. Cost Evaluation of Bids.....	31
8. CLARIFICATIONS DURING BID EVALUATION .....	32
9. VALIDITY OF RFP .....	32
10. CONDITION UNDER WHICH RfP IS ISSUED .....	32
11. GENERAL CONDITIONS OF THE RFP .....	33
12. PAYMENT TERMS .....	33
13. SERVICE LEVEL AGREEMENT (SLA).....	33
14. TAXES AND DUTIES .....	34
15. ACTION IF L1 BACKS OUT.....	34
16. COMPLIANCE WITH EHSS.....	35
17. ADJUDICATOR .....	35
18. ARBITRATION .....	35
19. RESTRICTIONS ON PROCUREMENT .....	35
20. DECLARATION OF LOCAL CONTENT .....	36
21. BID SECURITY / EARNEST MONEY DEPOSIT (EMD) .....	36
22. CONTRACT PERFORMANCE GUARANTEE .....	37
ANNEXURE – A .....	39
ANNEXURE – B .....	40
ANNEXURE – C .....	41
ANNEXURE – D .....	42
FORMAT – 1 .....	48
ATTACHMENT – 1 .....	49
ATTACHMENT – 2 .....	51
ATTACHMENT – 3 .....	55
ATTACHMENT – 4 .....	56
ATTACHMENT – 9.....	58
ATTACHMENT – 10 .....	
ATTACHMENT – 11 .....	
ATTACHMENT – 12 .....	68
ATTACHMENT – 13.....	69



### TABLE OF CONTENTS

Bidding Document Fee	Rs. 25,000 (Rupees Twenty-Five Thousand Only) (Non-Refundable and Non-Adjustable)		
Project Summary	<p><b>Selection of Charge Point Operators (CPO) for Supply, Installation, Testing, Commissioning, Operation and Maintenance of 810 Nos. of EV Charging Stations (with financial support covered under FAME India Scheme Phase-II) at 16 Nos. of Highways/Expressways in India on Build, Own and Operate (BOO) Model</b></p> <p><b>Ref No:</b> CESL/06/2022-23/CPO/EVCI/BOO/222304012  <b>Date:</b> 11.04.2022</p>		
Document Sale Date & Timing, i.e., Last date & time for downloading EOI from website	From 11.04.2022 (Monday) to 03.05.2022 (Tuesday) (up to 1100 hours IST)		
Online Bid Submission Period	From 11.04.2022 (Monday) to 03.05.2022 (Tuesday) (up to 1130 hours IST)		
Pre-Bid Meeting	<p>To be held on 19.04.2022 (Tuesday) at 1100 Hrs IST</p> <p>Pre-Bid Meeting will be convened through Teams Meeting. Meeting Link is as follows:</p> <table border="1"> <tr> <td>Meeting Link</td><td><a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d</a></td></tr> </table> <p><b>Note:</b></p> <ul style="list-style-type: none"> <li><b>Bidder shall ensure at their end that the device from which Bidder is attending the online meeting is configured appropriately (if required).</b></li> <li><b>CESL shall not be responsible for any issue arising on this context.</b></li> </ul> <p><b>All the queries shall be sent well in advance as mentioned in Annexure A</b></p>	Meeting Link	<a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d</a>
Meeting Link	<a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_MDA5MWI0N2QtMzhjNS00ZjIxLWJjNWEtMGY5YThlZTEzMjM0%40thread.v2/0?context=%7b%22Tid%22%3a%224a993be3-3ce0-49c4-96e9-23324992b1dd%22%2c%22Oid%22%3a%22b85c8853-f74a-4781-8e87-60c3fe118d09%22%7d</a>		
Technical E-bid Opening Date	On 03.05.2022 (Tuesday) (1200 hours IST)		
Place of Opening	<p><b>Convergence Energy Services Limited</b>  2<sup>nd</sup> Floor, Core-III, SCOPE Complex  Lodhi Road, New Delhi-110003</p>		
Bid to be Addressed to	<p>Mr. Ashim Bhattacharya  Chief General Manager (SCM)  <b>Convergence Energy Services Limited</b>  2<sup>nd</sup> Floor, Core-III, SCOPE Complex  Lodhi Road, New Delhi-110003</p>		
Email	<p>Contact Person(s) for Tender-related Queries  Mr. Deepak Mittal, AM (SCM)  Mr. Mahendra Singh, Engineer (SCM)  <a href="mailto:dmittal@eesl.co.in">dmittal@eesl.co.in</a>; <a href="mailto:msingh@eesl.co.in">msingh@eesl.co.in</a>;  Contact Person(s) for Technical Queries</p>		

Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=1318300, OU=SUPPLY CHAIN MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300



	(Copy of the query to be marked to Contracts Dept. as well)	
	Mr. N Mohan, DGM (Tech -EVCI) <a href="mailto:nmohan@eesl.co.in">nmohan@eesl.co.in</a> , <a href="mailto:tagarwal@eesl.co.in">tagarwal@eesl.co.in</a>	
Website	<a href="https://cesl.eproc.in">https://cesl.eproc.in</a>	
Earnest Money Deposit (EMD)	Lot No.	Amount of Bid Security / Earnest Money Deposit
	1	134000
	2	134000
	3	268000
	4	401000
	5	163000
	6	230000
	7	1070000
	8	2110000
	9	1050000
	10	788000
	11	986000
	12	611000
	13	1590000
	14	1590000
	15	983000
	16	1590000

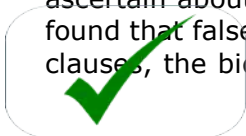
All the bids must be accompanied by Bid Document Fee & EMD, as mentioned above. **Bids not accompanying the Bid Document Fee & EMD, or those accompanied by these instruments of inadequate value, shall not be entertained and in such cases, the bids shall not be opened.**

The Bid Document Fee & Bid Security Declaration and must reach the following address in a sealed envelope superscribed "**Bid Document Fee & EMD for CESL/06/2022 - 23/CPO/EVCI/BOO/222304012** Date: 11.04.2022" before the submission date & time mentioned above.

Mr. Ashim Bhattacharya,  
Chief General Manager (SCM)  
**Convergence Energy Services Limited**  
2<sup>nd</sup> Floor, Core-III, SCOPE Complex  
Lodhi Road, New Delhi-110003

The details of the instruments of Bidding Document Cost (DD/BG, etc. as applicable) have to be entered online in relevant fields/columns of the module while submitting the E-bid. It must be ensured by the Bidder that the original instruments towards Bidding Document Cost and EMD are received by CESL before opening time of the techno-commercial bids for verification of the details of the same as given online by the Bidder. Failure to comply with this would render the bid liable for rejection and the bid will not be opened online. CESL will not be responsible for any delay, loss or non-receipt of Bidding/RfP Document Cost or EMD sent by post/courier.

Any relaxation/exemption sought by Bidders shall only be considered in accordance with relevant clauses regarding submission of EMD and Bidding Document Cost and shall be subject to fulfilment of conditions defined in the said clauses. Since all the conditions explained in the said clauses for seeking exemption from submission of Bidding Document Cost & EMD are self-explanatory, Bidders should ascertain about their fulfilment of all conditions and submit their bid accordingly. If at any stage, it is found that false information is furnished or non-compliance of any of the conditions defined at the said clauses, the bid/offer shall be considered as non-responsive and would not be considered for further



evaluation. Bidder seeking exemption from submission of the Bidding Document Cost and the EMD has to mandatorily submit/upload the scanned copy of their valid original registration certificate(s) as asked for in the relevant, clause along with other relevant documents as part of their online bid.

CESL reserves the right to cancel / withdraw the RfP without assigning any reason whatsoever and in such a case, no Bidder / intending Bidder shall have any claim arising out of such action.

The subject procurement will be done through e-tendering. The NIT is available on the website <https://cesl.eproc.in> or could be viewed after following the link of 'e-Tendering' on CESL's website's Home Page, i.e., from where the Bidders registered with CESL (registration process is explained at the Home Page) will be able to download the Tender documents and submit their bids online. The Tender submission, Tender closing and opening will be done electronically and online.

**NOTE: CESL has appointed M/s. C1 India Pvt. Ltd., NOIDA as implementation agency for carrying out e-Procurement. Also, as per IT ACT 2000, use of Digital Signature Certificate (DSC) is mandatory for participating in the E-tendering process. New Bidders should register on the website <https://cesl.eproc.in> by payment of one-time registration fee of Rs. 5,000/- through DD in favour of "Convergence Energy Services Limited".**

Bidders are requested to visit "e-Tendering" section at CESL website, [www.ceslindia.org](http://www.ceslindia.org) for instructions and registration on E-tendering portal.

#### Steps for Registration on CESL's E-Procurement Portal

- (i) Open portal by entering URL <https://cesl.eproc.in> in internet explorer.
- (ii) Download and read 'System Requirement Manual' and Registration Manual from our e-tendering portal <https://cesl.eproc.in>
- (iii) Click on 'Login/Sign Up' link and then Registration link for new registration.
- (iv) Fill all mandatory fields and click on submit button.
- (v) Login with the user id and password you have created. You will be redirected to a page where you have to enter your challenge phrase which is received in your registered email id.
- (vi) Register your class-III Signing and Encryption Digital Signature Certificate (DSC).
- (vii) Fill all mandatory fields of Common Info form and upload scan copy of your DD (in favour of "Convergence Energy Services Limited", Delhi) in PDF format of INR 5,000/- and click on save and send the original DD to CESL, Delhi office, Covering Letter on your letter head pad and print out of page regarding registration of approval (automatically generated on screen).
- (viii) Also read the instructions given under E-tendering link available at home page of CESL website [www.ceslindia.org](http://www.ceslindia.org).

Note: Online registration shall be done on e-tendering website, i.e., <https://cesl.eproc.in> & in general, activation of registration may take 24 hours subject to the submission of original DD. It is sole responsibility of the Bidder to register in advance.

#### A. Digital Signature Certificate:

It is mandatory for all the Bidders to have class-III Digital Signature Certificate (DSC) with signing and Encryption certificate (in the name of person who will sign the BID) from any of the licensed Certifying Agency (Bidders can see the list of licensed CAs from the link [www.cca.gov.in](http://www.cca.gov.in) ) to participate in e-tendering of CESL.

#### B. CESL Global Support Telephones and e-mail id

Contact Details: +91-124-4302033/36/37, +91-8826814007  
[ceslsupport@c1india.com](mailto:ceslsupport@c1india.com), [sandeep.bhandari@c1india.com](mailto:sandeep.bhandari@c1india.com)



Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300

## BID SUBMISSION PROCESS

BIDS ARE TO BE SUBMITTED AS FOLLOWS:

### Envelope-I should contain the following:

1. **Physical copy to be submitted before Closing Date & Time and Scanned copy to be uploaded on the E-Procurement portal/website, and details to be entered therein, during bid submission:** Bidding Document Cost in the form of Banker's Cheque/Demand Draft/Pay Order drawn in favour of "Convergence Energy Services Limited", payable at New Delhi, OR copy(ies) of the relevant documents/certificates, etc. in case exemption is sought.
2. Letter of the bidder submitting the bid in the form as stipulated in the bid document i.e., as per Bid Form as **Attachment-1** , Forms & Procedures. ***(Scanned Copy to be uploaded at E-tendering portal)*** Duly filled and signed by authorized signatory.
3. Bid Security Fee/Earnest Money Deposit as Attachment-2 by Banker's Cheque / Demand Draft/ insurance surety bonds drawn in favor of "Convergence Energy Services Limited" or in the form of Bank Guarantee as per prescribed format . ***(To be submitted in hard copy/ manually in the tender-box on and before Technical E-Bid Opening Date & Time. Scanned Copy to be uploaded at E-tendering portal)***
4. Power of attorney to sign the bid as Attachment-3 , Forms & Procedure. Bidders to use their own format. ***(Scanned Copy to be uploaded at E-tendering portal)***.
5. Certificate regarding acceptance of important terms and conditions as per ITB clause 4.6 as Attachment-4. . ***(Scanned Copy to be uploaded at E-tendering portal) Duly filled and signed by authorized signatory)***.
6. Form of acceptance of EESL fraud prevention policy and declaration as per Attachment- 7 , Forms & Procedure. ***(Scanned Copy to be uploaded at E-tendering portal) Duly filled and signed by authorized signatory)***.
7. NEFT/RTGS Bank details as per Attachment-8 , forms and procedure. ***(Scanned Copy to be uploaded at E-tendering portal) Duly filled and signed by authorized signatory)***.
8. Declaration for Letter of Undertaking for a Quoted Lots/Zones per Attachment-09, Forms & Procedure ***(Scanned Copy to be uploaded at E-tendering portal)***.
9. Duly Filled Compliance Matrix/ CHECK – LIST FOR BIDDERS as per Attachment-10, Forms & Procedure ***(Scanned Copy to be uploaded at E-tendering portal)***.
10. Self-Declaration regarding "Restrictions on procurement from a Bidder of a country which shares a land border with India" as per Attachment-11, Forms & Procedure ***(Scanned Copy to be uploaded while submitting application online on E-tendering portal)***.
11. Certificate regarding Declaration of Local Content as per Attachment-12 , Forms & Procedure ***(Scanned Copy to be uploaded at E-tendering portal)***.
12. Self-Declaration for not been blacklisted by Central/State/UT Government or any Public sector entities duly signed and stamped at company's Letter Head. ***(Scanned Copy to be uploaded at E-tendering portal)***.
13. Self-Declaration duly signed and stamped at company's Letter Head for not being under debar list/undergoing debarment period on account of breach of the code of integrity under Rule 175(1)(i)(h) of the General Financial rules for giving false declarations of local content. Bidder shall clearly mention tender reference number and date of signing the self-declaration ***(Scanned Copy to be uploaded at E-tendering portal)***.
14. CERTIFICATE REGARDING COMPLIANCE OF MeitY NOTIFICATION VIDE FILE NO. 1(10)/2017-CLES dt. 02.07.18 -ATTACHMENT - 13 ***(Scanned Copy to be uploaded at E-tendering portal)***.



Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300



**Envelope-II, i.e., Techno-Commercial Proposal of the bid should contain the following:**

- i. **Deviation Statement** (as per format at **Attachment-5**).  
**NOTE:** CESL reserves the right to consider or disregard deviations, and reject bids in case of non-compliance. Bids containing material deviations from or reservations to the Terms & Conditions and specifications mentioned in the Tender will be treated as non-responsive & will not be considered further.
- ii. Covering Letter of the Bidder, enclosing technical bid as indicated in bid documents, i.e., documentary evidences regarding Bidder's eligibility and qualifications to perform the Contract, as required per the Eligibility Conditions/Criteria, Qualifying Requirements and Bid Evaluation Criteria,
- iii. One complete set of the EOI and of all its subsequent amendments (if any, effected)}, duly signed and stamped on each page by the Bidder.

**Opening & Further Processing of the Bids**

Initially, Envelope-I containing the documents (as stated above) will be opened. Envelope-II will be opened on the same day of only those Bidders, who have submitted/paid Bid Document Fee & EMD (if exemption is not claimed and applicable) and the requisite documents of Envelope-I.

Documents found in Envelope-II shall be scrutinized by CESL w.r.t. the Tender's Eligibility Conditions/Criteria for Bidders, Qualifying Requirements and Bid Evaluation Criteria.

*On Behalf of CESL*

**SCM Department**



Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300

**BENEFITS & EXEMPTIONS FOR MSEs**  
(APPLICABLE TO THIS TENDER ONLY)

**Following benefits will be given to Start ups and MSEs in this tender:**

All MSEs notified as per GFR 2017 clause no. 1.10.4 and as notified below shall be exempted from payment of Bid Document Fee & Bid Security Declaration. For claiming this exemption, MSE must, along with their offer, provide proof of their being registered as MSE (indicating the terminal validity date of their registration) for the item tendered, with any agency mentioned in the notification of Ministry of MSME, indicated below: -

- i. District Industries Centres;
- ii. Khadi and Village Industries Commission;
- iii. Khadi and Village Industries Board;
- iv. Coir Board;
- v. National Small Industries Corporation;
- vi. Directorate of Handicraft and Handloom;
- vii. Udyog Aadhar Memorandum issued by Ministry of MSE; or
- viii. Any other body specified by the Ministry of MSME.

1. For claiming the above exemption for Start-ups, a valid certificate of Start-up recognized by 'Department of Industrial Policy & Promotion (DIPP)' along with Business eligibility certificate or any other document issued by Govt/Recognized institute is required in support of product/ service item being tendered.
2. **Purchase Preference to MSEs:** Subject to meeting terms and conditions stated in the tender document including but not limiting to prequalification criteria, 25% of the total quantity of the tender is earmarked for MSEs registered with above mentioned agencies/bodies for the tendered item. Out of the 25% target of annual procurement from micro and small enterprises 4% & 3% shall be earmarked for procurement from micro and small enterprises owned by Scheduled Caste (SC) & Scheduled Tribe (ST) entrepreneurs & Women entrepreneurs respectively. In the event of failure of such MSEs to participate in the tender process or meet the tender requirements and L1 price 4% & 3% sub targets so earmarked shall be met from other MSEs.

Type of tender	Price quoted by MSE	How the tender shall be finalized
Can be split	L1	Full Order on MSE subject to tender evaluation condition
Can be split	Not L1 but within L1+15%	25% order on MSE subject to matching L1 price
Cannot be split	L1	Full Order on MSE
Cannot be split	Not L1 but within L1+15%	Full Order on MSE subject to matching L1 price

**2.1 Where the tendered quantity can be split:** In a bid, if prices quoted by participating MSEs fall within the price band of L1+15%, such MSEs shall also be allowed to supply 25% of the total tendered quantity by bringing down their prices to L1 prices. In case of more than one such MSE (L1+15%) the supply shall be shared proportionately (to tendered quantity), subject to the condition that such MSEs match the L1 price. Further, 4% out of above 25% shall be from MSEs owned by SC/ST entrepreneurs & 3% out of above shall be from MSEs owned by women entrepreneurs. This quota is to be transferred to the general category MSEs in case of NON-availability of MSEs owned by SC/ ST entrepreneurs & Women entrepreneurs respectively.

**2.2 Where the tendered quantity cannot be split/divide:** In case of tender item is non-split able or non-dividable, etc.: MSE quoting price within price band L1+15% may be awarded for full/complete supply of total tendered value to MSE, considering spirit of Public Procurement Policy, 2012 for enhancing the Govt. Procurement from MSE.





### 2.3 **MSE owned by SC/ST is defined as:**

- In case of proprietary MSE, proprietor(s) shall be SC /ST
- In case of partnership MSE, The SC/ST partners shall be holding at least 51% shares in the enterprise.
- In case of Private Limited Companies, at least 51% share shall be held by SC/ST promoters.

### 2.4 **MSE owned by Women is defined as:**

- In case of proprietary MSE, proprietor(s) shall be Women
- In case of partnership MSE, The Women partners shall be holding at least 51% shares in the enterprise.
- In case of Private Limited Companies, at least 51% share shall be held by Women promoters.
- If Bidder does not provide appropriate document or any evidence to substantiate the above, then it will be presumed that he does not qualify for any preference admissible under the Public Procurement Policy, 2012.

- For relaxing the PQ/QR conditions regarding prior turnover and prior experience for MSEs and start-ups, the prior turnover and prior experience will be as under subject to their meeting of quality and technical specifications:

Category of tender	Past experience	Average TurnOver	Award Philosophy
Can be split as per tender conditions	25% of total experience as required for general Bidders	25% of total ATO as required for general Bidders	<p>(a) If MSE is L1, order will be given as per split criteria in order of ranking as defined in the tender document which could be greater than 25%. The treatment for award will be same for MSE as general Bidder.</p> <p>(b) If MSE is other than L1 Bidder, then the split criteria as per tender condition will be followed subject to price matching with L1 Bidder in order of ranking treating the MSE Bidder(s) at par with the general Bidder. In such event also, order(s) going to MSE Bidder(s) could be greater than 25%. If order(s) going to MSE Bidder(s) is/are less than 25% after the matching of rates with L1 Bidder by adopting the tender split criteria, then the clause of purchase preference for award to MSE Bidder(s) up to 25% of the tendered quantity subject to matching L1 rates will be followed to make the total quantity going to MSE Bidder(s) @ 25%; provided the rates are within L1+15% range. In such cases,</p>

Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300



Category of tender	Past experience	Average TurnOver	Award Philosophy
			<p>remaining quantity after award of 25% to MSE Bidder(s) shall be distributed amongst other eligible Bidders in the pre-declared split ratio. If order(s) going to MSE Bidder(s) is less than 25% and also MSE Bidder(s) not meeting the condition of purchase preference clause i.e., quoted rates not within L1+15% range, then the order(s) quantity going to MSE Bidder(s) in such cases shall be less than 25% which will be in line with the tender conditions.</p> <p><b>(c)</b> If MSE is in the range of L1+15% and not getting the order after splitting and award is going to all non MSE Bidder(s), then in such event 25% will be awarded to MSE Bidder(s) who fall in the range of L1+15% subject to price matching and remaining 75% will be awarded as per the tender conditions to general Bidders subject to matching L1 rates.</p> <p><b>(d)</b> If after splitting MSE Bidder(s) are getting order for more than or equal to 25%, then other MSE Bidder(s) will not be awarded any work under purchase preference clause even if they fall in the range of L1+15%. However, they will be considered for award of work as any other general Bidder as per tender conditions subject to matching of rates in order of ranking.</p> <p><b>(e)</b> If MSE Bidder is a <del>single</del> resultant vendor, then the quantity that would be considered for award to such Bidder will be as defined in the pre-declared split ratio to L-1 Bidder in the tender condition; provided the quoted rates of the Bidder are found</p>

Signature :-  
Subject : CN=MAHENDRA SINGH, ST=DELHI, OID.2.5.4.17=110003, OU=SUPPLY CHA  
MANAGEMENT, O=ENERGY EFFICIENCY SERVICES LIMITED, C=IN  
User ID : mahendra.singh  
Serial No : 1318300



Category of tender	Past experience	Average TurnOver	Award Philosophy
			reasonable by CESL. However, CESL reserves the right to award 100% quantity to such MSE Bidder provided the MSE Bidder has got ATO which is corresponding to the cumulative applicability for 100% order value. In case, where ATO of the MSE Bidder is less than what is required for 100% cumulative order value, then work may be awarded to such MSE Bidder in proportion to the ATO. For exp: If ATO of MSE Bidder is 56% of the cumulative ATO requirement of 100% order value, then maximum 56% work may be awarded to the MSE Bidder. However, in such case CESL reserves the right to award appropriate quantity based on the existing requirement and such decision will be taken by CESL which will be binding on the Bidder. CESL may take consent from the Bidder for award of such quantity (which is over and above the quantity to be allotted to L-1 Bidder as per pre-declared split ratio) before award.
Cannot be split as per tender conditions	25% of total experience as required for general Bidders	85% of total ATO as required for general Bidders	<p>(a) If MSE is L1, 100% order will be given to MSE.</p> <p>(b) If MSE is within the range of L1 + 15%, 100% order will be given to MSE subject to price matching with L1 Bidder.</p> <p>(c) If MSE is not L1 and not in range of L1 + 15%, no work will be given to MSE.</p>

4. Start-ups are also covered under 25% purchase preference from procurement basket of MSEs as defined in point (3) above, provided that participating Start-ups submit all the relevant documents pertaining to MSEs as defined in point (1) above and documents for start-ups as defined in point (2) above.

# Whereas startup means an entity incorporated or registered in India:  
a. Not prior to ten years



- b. With annual turnover not exceeding INR 100 crore in any preceding financial year, and
- c. Working towards innovation, development or improvement of products or processes or services, or if it is a scalable business model with a high potential of employment generation or wealth creation
- d. Provided that such entity is not formed by splitting up, or reconstruction, of a business already in existence. Provided also that an entity shall cease to be a Start-up if its turnover for the previous financial years has exceeded INR 100 crore or it has completed 10 years from the date of incorporation/ registration.

Note: For Start-up firms, Gazette Notifications dated: 17-Feb-2016, G.S.R. 180 (E), and subsequently issued notifications will be considered.

**NOTES: -**

- a. In case where tender quantity can be split and MSE Bidder is already getting order more than 25% of the tender value, no additional purchase preference is required to be given in that tender.
- b. In case MSE Bidder is already getting order for less than 25% of the tender quantity, purchase preference to this and other MSE vendor (together) shall be given only up to the differential quantity to make total as 25% to MSE vendor subject to L1+15% and price matching.
- c. Public Procurement policy is meant for procurement of goods produced and services rendered by Micro and Small Enterprises. The preference to MSEs is not applicable for works contracts where supply of goods not produced by MSEs is also involved.
- d. The eligibility of MSE Bidders for any other benefits/relaxations for MSE Bidders indicated in Tender documents shall be as indicated in the above "Tender conditions for Benefits/Preference for Micro & Small Enterprises (MSEs)."
- e. If Bidder submits EMD/bid security fees and also MSE certificate along with the offer, then the Bidder will be treated as general Bidder and no relaxation will be given to such Bidders pertaining to MSE's.
- f. The registration certificate must be valid as on bid closing date of the tender. Bidder shall ensure validity of certificate in case bid closing date is extended. The MSEs who have applied for registration or renewal of registration with any of the above agencies/bodies, but have not obtained the valid certificate till the end date of bid submission, are not eligible for any exemption/preference and will not be considered. Such offers will be treated as offers received without EMD and out rightly rejected.
- g. Traders, resellers, distributors and agents will not be considered for availing benefits under PP Policy 2012 for MSE's.

**Note:** In case of submission of Udyog Aadhar Memorandum/Udyam Registration to claim benefits applicable to MSEs, NIC (National Industrial Classification) code mentioned in below table shall be acceptable as a proof of the fact that the applicant is registered as MSE for the 'Tendered Item'.

S. No.	5 Digit NIC Code	Description
1	35109	Electricity collection and distribution to general users
2	77100	Renting and leasing of motor vehicles
3	29102	Manufacture of commercial vehicles such as vans, lorries, over-the-road tractors for semi-trailers, etc.
4	29101	Manufacture of passenger cars
5	29109	Manufacture of motor vehicles n.e.c.
6	27201	Manufacture of primary cells and primary batteries and re-chargeable batteries, cells containing manganese oxide, mercuric oxide silver oxide or other material
7	30911	Manufacture of motorcycles, scooters, mopeds, etc. and their engine
8	30912	Manufacture of three-wheelers and their engine

**Note:** If NIC codes as mentioned at above are not found in the submitted Udyog Aadhar Memorandum/Udyam Registration, then in such a case the benefits applicable to MSEs shall NOT be given to the applicant.

