

**Supply of 220 KV XLPE cable along with termination module & accessories including laying and termination at POWERGRID 400/220 kV Raipur substation**

**QUALIFYING REQUIREMENT (QR) OF BIDDER**

Qualification of Bidder will be based on meeting the minimum pass/fail criteria specified below regarding the Bidder's Technical Experience and Financial Position as demonstrated by the Bidder's responses in the corresponding Bid Schedules. Technical experience and financial resources of any proposed subcontractor shall not be taken into account in determining the Bidder's compliance with the qualifying criteria. The bid can be submitted by an individual firm or a Joint Venture of two or more firms (specific requirements for Joint Ventures are given under Para 3.0 below).

The Employer may assess the capacity and capability of the bidder, to successfully execute the scope of work covered under the package within stipulated completion period. This assessment shall inter-alia include (i) document verification; (ii) bidders work/manufacturing facilities visit; (iii) manufacturing capacity, details of works executed, works in hand, anticipated in future & the balance capacity available for present scope of works; (iv) details of plant and machinery, manufacturing and testing facilities, manpower and financial resources; (v) details of quality systems in place; (vi) past experience and performance; (vii) customer feedback; (viii) banker's feedback etc.

**1.0 Technical Experience**

**1.1** The bidder must have designed, manufactured, type tested (as per IEC or equivalent standard) and supplied cumulatively at least 5 (five) km of single core 220kV or higher grade XLPE insulated cable during last seven (7) years and same must have been in satisfactory # operation for at least 2 (two) years as on the originally scheduled date of bid opening.

OR

**1.2** The bidder who has established manufacturing and testing facility in India for 220kV or higher grade XLPE insulated Cable can also participate provided that:

- (a) Bidder has designed, manufactured, type tested (as per IEC or equivalent standard) and supplied cumulatively 1(one) km of single core 220kV or higher grade XLPE insulated cable during last seven (7) years and same must be in satisfactory # operation for at least one (1) year as on the originally scheduled date of bid opening as mentioned above.
- (b) The bidder has to furnish an additional performance guarantee for two (02) years over and above the standard guarantee period specified in bidding documents.

OR

**1.3** The bidder who has established manufacturing and testing facility in India for 220kV or higher grade XLPE insulated Cable can also participate provided that:

- (a) Bidder has designed, manufactured, type tested (as per IEC or equivalent standard) and has completed Prequalification (PQ) tests as per relevant IEC for 220kV or higher grade XLPE insulated Cable as on the originally scheduled date of bid opening as mentioned above.
- (b) The bidder has to furnish an additional performance guarantee for two (02) years over and above the standard guarantee period specified in bidding documents.

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**1.4** The bidder, who has established manufacturing and testing facilities for 220kV or higher grade XLPE insulated Cable in India based on technological support of a Collaborator/Parent/Principal, but not meeting the requirement stipulated in para 1.1 or 1.2 or 1.3 above can also participate provided that:

(a) Bidder must have designed, manufactured and type tested (as per IEC or equivalent standard) 220kV or higher grade XLPE insulated Cable as on the originally scheduled date of bid opening as mentioned above.

(b) the Collaborator/Parent/Principal meets the requirements as per para 1.1 above as on the originally scheduled date of bid opening mentioned above

(c) Further, the bidder shall also submit the following along with the bid:

(i) A valid collaboration agreement for technology transfer/ license to design, manufacture, test and supply 220kV grade XLPE insulated cable in India

(ii) A legally enforceable undertaking (jointly with the Collaborator/Parent/Principal) to guarantee quality, timely supply, performance and warranty obligations as specified for the equipment(s)

(iii) A confirmation letter from the Collaborator/Parent/Principal stating that the Collaborator(s)/Parent/Principal shall furnish performance guarantee for an amount of 3% of the ex-works cost of such equipment(s). This performance guarantee shall be in addition to the Contract Performance Guarantee to be submitted by the bidder.

OR

**1.5** The bidder must have successfully executed a contract which includes underground laying & termination in a single contract, at least 5 (five) km of single core, 110kV or higher grade XLPE insulated cable including testing and commissioning during last seven (7) years and same must have been in satisfactory# operation for at least 2 (two) years as on the originally scheduled date of bid opening mentioned above.

**1.6** If a bidder qualifies through criteria mentioned at para 1.1 or 1.2 or 1.3 or 1.4 above, then he should engage a sub-contractor qualifying as per para 1.5 for execution of works related to cable laying & termination. Similarly, if a bidder qualifies through criteria mentioned at para 1.5 above, then he shall supply cables from a manufacturer qualifying the criteria as per para 1.1 or 1.2 or 1.3 above.

A consent letter from proposed sub-contractor/ manufacturer for the execution of respective works is required to be submitted along with bids. If any bidder qualifies both the criteria for cable manufacturing & laying, i.e. criteria mentioned at para {1.1 or 1.2 or 1.3 or 1.4} and para 1.5, then para 1.6 would not be applicable.

**Notes:**

- # Satisfactory operation means Certificate issued by the Employer certifying the operation without any adverse remark.
- In case the bidder is a holding company, the technical experience referred to in the 1.0 above shall be of that holding company only (i.e. excluding its subsidiary/group companies). In case a bidder is a subsidiary of a holding company, the technical experience referred to in clause 1.0 above shall be of that subsidiary company only (i.e. excluding its holding company).

**2.0 FINANCIAL POSITION:**

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For the purpose of this particular bid, bidders shall meet the following minimum criteria:

- a) Net Worth of the bidder for the last 3 financial years should be positive
  - b) Minimum Average Annual Turnover<sup>^</sup>(MAAT) of the bidder for the best three years i.e. 36 months out of last five financial years of the bidder should be **Rs 2039.58 Lakhs.**
- <sup>^</sup>Note- "Annual gross revenue from operations/gross operating income as incorporated in the profit & loss account excluding other operative income/other income".
- c) Bidder shall have Liquid Assets (LA) and/or evidence of access to or availability of credit facilities of not less than **Rs 339.93 Lakhs.**

**Notes:**

(i) In case bidder is a holding company, the Financial Position criteria referred to in para 2.0 above shall be that of holding company only (i.e. excluding its subsidiary / group companies). In case bidder is a subsidiary of a holding company, the Financial Position criteria referred to in para 2.0 above shall be that of subsidiary company only (i.e. excluding its holding company).

(ii) In case bidder has established manufacturing facility in India and yet to complete three (3) financial years, the Net Worth and average of the turnover as per financial statement for completed financial years shall be considered for the purpose of compliance to the specified Net Worth and MAAT requirements.

(iii) In case of bidder qualifying through para 1.4 above who has established manufacturing facility in India as Subsidiary/JVC/Group company by its Parent/Principal but not meeting the Financial Position requirement as per note (i) read along with note (ii) above, the following shall be applicable:

In case the bidder is yet to complete five (5) years from the date of commercial production of such equipment(s) as on the originally scheduled date of bid opening as above, the financial position requirement as per para 2.0 (b) & (c) of parent/principal company providing collaboration for technological support shall be considered. However, once he completes five (5) years from the date of commercial production of such equipment (s) in India as on the originally scheduled date of bid opening as above, the financial position requirements as specified at 2.0 (b) and (c) above shall also be required to be met by such bidder on their own as per note (i) above and not based on their parent/principal company. Further, in case the bidder is yet to complete one (1) financial year, the Net worth requirement as per para 2.0 (a) above of parent/principal shall be considered.

(iv) Relaxation for Start-Ups<sup>^</sup>/ MSEs

Start-Ups<sup>^</sup>/ MSEs, meeting the specified requirements at Para 2.0 (a) above in Financial Position shall also be considered qualified if they meet Eighty (80) % of the requirement specified at Para 2.0 (b) & 2.0 (c) above in Financial Position.

<sup>^</sup> Start-Ups as defined by DPIIT, applicable as on the originally scheduled date of bid opening.

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**3.0 JOINT VENTURE BIDS:**

a) In case a bid is submitted by a Joint Venture (JV) of two or more firms as partners, all the partners of Joint Venture shall meet collectively the complete requirements stipulated at para 1.0 and 2.0 (b) & (c) above. The figure of average annual turnover and liquid assets/credit facilities for each of the partners of the JV shall be added together to determine the JV's compliance with the minimum qualifying criteria set out in Para 2.0 (b) & (c) above.

However, for a JV to be qualified, the partners of JV must also meet the following minimum criteria:

- i. All the partners of the JV shall meet individually the Financial Position criteria given at 2.0 (a) above and Technical Experience criteria given at para 1.1 or 1.2 or 1.3 or 1.4 or 1.5 above for execution of respective scope.
- ii. The Lead Partner shall meet, not less than 40% of the minimum Financial Position criteria given at para 2.0 (b) & (c)
- iii. Each of the other partner(s) individually shall meet not less than 25% of the minimum Financial Position criteria given at para 2.0 (b) & (c) above

Failure to comply with these requirements will result in the rejection of the joint venture's bid.

4.0 The bidder shall furnish documentary evidence in support of the qualifying requirement stipulated as above.

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