



KONKAN RAILWAY CORPORATION LIMITED
(A Government of India Undertaking)
Belapur Bhavan, Sector – 11, CBD Belapur, Navi Mumbai – 400 614
Tel :- (022) 27572015 – 18 Fax No. (022) 27579756

Date of Issue of EOI: 26/07/2024

“EXPRESSION OF INTEREST” (EOI) FOR ENLISTING COMPANIES/FIRMS FOR PROJECTS.

Invitation of “Expression of Interest” for the association as Project Partners with Konkan Railway Corporation Ltd for Execution of Metro /Railway Projects.

1.0 General:

The Konkan Railway Corporation Ltd. (KRCL) is a company incorporated under the Companies Act, 1956 and having its registered office at Belapur Bhavan, Plot No. 6, Sector 11, CBD Belapur, Navi Mumbai – 400614, India and has constructed the 739 KMs long Konkan Railway Line along the west coast of India and is operating train services on the line since the year 1998. KRCL is a public sector underrating (PSU) under the ministry of Railways established with equity participation of Government of India (51%) along with four state Governments – Maharashtra (22%), Goa (6%), Karnataka (15%) and Kerala (6%) for construction and operation of west coast Railway line.

KRCL is engaged in implementation of Infrastructure projects in India and abroad.

- i) Construction of new BG Rail line in the Katra-Dharam Section of the Udhampur-Srinagar-Baramulla Rail Link Project in Jammu & Kashmir.
- ii) Construction of Coal Transportation system including associated Electricals Package NTPC Gadawara STPP, Stage I.
- iii) Rail connectivity to Vizhinjam International Seaport.
- iv) Anakampoyyil – Kalladi - Meppadi Tunnel Road in Wayanad, Kerala.

KRCL invites Expression of Interest from:

Agencies / Firms involved in providing services for Design, Supply, Erection, Installation, Testing and Commissioning of Electrical Infrastructure Projects and allied works.

2.0 Expression of Interest (EOI):

2.1The “Expression of Interest” is invited from experienced and reputed Companies/Firms with proven financial standing and experience in the following domain.

2.1.1 The domain is:

Business Associate in Detailed Survey, Estimation, Design and execution of Metro / Railway Project including OHE, MEPF (Mechanical, Electrical, Plumbing and Fire-Fighting) works, O&M works, SCADA Works with Railway / Metro, Transmission and Power Distribution works etc.

2.2 Further, the Interested Agencies who shall submit their offer against this Expression of Interest shall accept the terms & conditions which shall be stipulated in addition to other relevant terms at the time of tender floating for engagement of agency for job execution of mentioned works of Detailed Survey, Estimation, Design and execution of Metro / Railway Project including OHE, MEPF (Mechanical, Electrical, Plumbing and Fire-Fighting) works, O&M works, SCADA Works with Railway /

Metro, Transmission and Power Distribution works etc.

2.3 Based on the response to the “Expression of Interest”, KRCL will short-list/Select an Agency/Firm most suitable in its domain of expertise of the said applicant.

2.3.1 MoU shall be executed by KRCL with successful / shortlisted Agency /firms under this EOI.

2.4 For each Project / business identified, KRCL will associate with the selected / Short-Listed Agency/Firm meeting the eligibility criteria jointly with KRCL for such identified projects.

2.4.1 Selection of Agencies will be on Quality and Cost Based Selection (QCBS) basis through e-tendering in two bid system (Technical & Price Bid) from eligible Agency / firms.

2.4.2 Specific Agreements for each project will be signed subsequently with the successful Bidders.

2.5 Participation in the EOI and/or shortlisting in above domains does not create any legal obligation on the part of any of the parties to agree to associate on any project.

3.0 In addition to the terms of the MoU executed between KRCL and the successful / shortlisted Agency/Firms, the Scope of work of Successful / Shortlisted Agency / Firms shall include the following:

(i) The companies/firms will associate for pre-tender activities like survey, estimation and any other assistance required to KRCL for preparation of techno-economical costing.

(ii) Design, Engineering, Procurement, supply and shipment of entire material required for commissioning of respective work at respected sites, their installation, testing, commissioning and requisite training at site.

(iii) Provide warranty and maintenance support post commissioning.

(iv) Procurement and delivery of material/equipments are to be planned and scheduled in such a manner that the material/equipments are delivered, at respective sites immediately once the sites are ready for installation and commissioning of equipments so as to ensure timely completion of project and do not loose warranty period.

Further, the Interested Agencies who shall submit their offer against this Expression of Interest shall accept the terms & conditions which shall be stipulated in addition to other relevant terms at the time of tender floating for engagement of agency for job execution of mentioned works of Detailed Survey, Estimation, Design and execution of Metro / Railway Project including OHE, MEPF (Mechanical, Electrical, Plumbing and Fire-Fighting) works, O&M works, SCADA Works with Railway / Metro, Transmission and Power Distribution works etc.

4.0 Documents for Eligibility: The Agency shall submit the following as a part of technical qualification:

- Agency's Company Profile.
- Details of personnel (Technical & Project Management Team) with designation, qualification, and experience to determine their capabilities.

- List of Equipment available with the Agency.
- Relevant documents for the project/work performed during last 07 years.
- A declaration on its letter head stating that firm is not under any litigation and under any notice of ineligibility issued by Govt. of India/State Govt./Public Sector Undertaking etc.
- Documentary proof (Work Order + Completion Certificate)
- Last 07 years given above shall mean the last 07 years ending on 31.03.2023.
AND

The Agency shall submit the following as a part of Commercial Qualification:-

- Firm registration certificate.
- Certificate of Incorporation / Partnership deed as applicable.
- PAN & GST registration
- MSME / NSIC registration
- PF / ESI registration

KRCL shall reserve the rights to decide the criteria for different categories / classes depending on the value of the projects completed and experience possessed.

5.0 For avoidance of doubt, it is clarified that:

- a) Shortlisted Business Associates may directly enter/undertake any transaction through itself outside this EOI; except for the projects jointly identified with KRCL, for which any bidding/participation/transaction shall be done jointly with KRCL only.
- b) For project not jointly identified with any business associates, KRCL may directly enter/undertake any transaction through itself or through its Group outside this EOI.
- c) However, in respect of the following, no party shall individually on its own or in association with some other third-party entity, proceed to further explore and/ or implement, with or without modifications, any project or investment opportunity:
 - Which has been jointly Quoted or worked on estimate together by the parties, or
 - Which has been identified by one party and introduced to the other party and agreed to be further explored jointly by the parties, or
 - Which has been awarded or being contemplated to be awarded to the parties, for joint exploration and/ or implementation, by any third-party entity, whether public or private.

Unless:

- The Parties agree in writing to take up and keep the said opportunity outside the scope of the EOI.

- One Party (Non-Pursuing Party) gives its consent, in writing, to the other Party to pursue and further explore the said opportunity, individually or in association with any other entity at its own cost & expense, outside the purview of this EOI.

6.0 Quality and Cost Based Selection (QCBS) Criteria:

The duly constituted Tender Evaluation Committee shall evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and by applying the evaluation criteria, Quality and Cost Based Selection (QCBS) specified hereunder. In the first stage of evaluation, a proposal shall be rejected if it is found deficient as per the requirement indicated in the EOI for responsiveness of the proposal. Only responsive proposals shall be further taken up for Techno Commercial evaluation. Techno Commercial proposal will be evaluated first and thereafter only technically qualified Agency's price bid (proposal) will be opened. The techno commercial proposals will be evaluated, based on the eligibility criteria and submission of all the requisite information/ documents as asked hereunder.

6.1 Pre-qualification Criteria (Total Max Marks = 100)

S.No	Minimum Requirements	Documents to be submitted	Max Marks
Organizational Structure (Max Marks = 15)			
(i)	The Agency shall have Minimum 15-years of experience as EPC/Turnkey contractor in execution of Metro, Railway and should have a Valid PWD Class A Electrical Contractors License .	1. Copy of Valid PWD Class 'A' Electrical Contractors License, 2. Copy of Certificate of Incorporation/ registration certificate of the company	Max. Marks= 10 Above 20 Years= 10 Marks Between 15 & 20 Years= 7 Marks
(ii)	Agency should have valid ISO certificate of Quality Management System, Environmental Management System and Occupational health and safety Management System for his operations.	Copy of Valid ISO Certificates.	Marks = 05
Financial Experience Criteria (Max Marks = 20)			
(i)	Agency should have Minimum-Annual Average Turnover (MAAT) of INR 150Cr in last 5 FY (Financial Years), as on 31 st Mar'23. AND Agency should also have Maximum Annual Turnover (MAT) of at least INR 200Cr in any one Financial Year out of the last 5 FY (Financial Years), as on 31 st Mar'23.	Copy of CA Certified Turnover Certificate	Marks = 05

S.No	Minimum Requirements	Documents to be submitted	Max Marks
(ii)	Agency should have positive net worth of at least INR 100Cr s as on 31st Mar 23.	CA Certified Net Worth Certificate	Marks = 05
(iii)	Profit after Tax should be Positive for “ Any Three Years ” out of last five consecutive financial years. The profit shall not benegative for any two consecutive financial years.	CA Certified No Loss Certificate along with Audited Financial Statements of Last 5 years.	Marks = 05
(iv)	The Agency must demonstrate access to, or availability of, financial resources such as liquid assets or lines of credit Or Working Capital other than any contractual advance payments to meet cash- flow requirement of Not Less than INR. 50 Crores.	Bank Certificate	Marks = 05
General Experience Criteria (Max Marks = 10)			
(ii)	Agency should have experience under the Construction Contracts in the role of prime contractor (Single Entity or Lead partner of a JV/ Consortium)during last 07 years ending last day of the month previous to the month of tender submission with satisfactorily completed cumulative value of INR 1,200Cr s and the End user should be of Govt. Utility.	Copy of completion certificate issued by Client.	Marks = 10
Similar Work: For a project to qualify as an Eligible Project under General Experience, it shall be Metro / Railway OHE,MEPF works, O&M works, Transmission and power distribution works, SCADA etc.			
Specific Experience Criteria (Max Marks = 55)			
(i)	Agency should have cumulative experience in Supply, erection, testing and commissioning of LV Electrification, Firefighting, Automatic Fire suppression, Fire Detection, HVAC, Plumbing, DG, UPS of Metro/Railway Stations /Mass Rapid Transit System/ Govt. Institutional Bodies/Airport/Hospital Building.	Copy of completion certificate issued by Client.	Marks = 10
(ii)	Agency should have experience of Design, Engineering, Supply, Erection Testing and Commissioning in minimum 20 Nos 33kV AIS S/S and 5 Nos 33kV GIS S/S Cumulatively in last 07 years and out of which 2 Nos. 33kV GIS S/S should be in a single project in last 07 years.	Copy of completion certificate issued by Client.	Marks = 15
(iii)	Agency should have experience of	Copy of completion	Marks = 15

S.No	Minimum Requirements	Documents to be submitted	Max Marks
	Design, Supply, erection, testing and commissioning of 25kV OHE with minimum 15 TKM in a single project of Metro including 1 set of SP/SSP in last 7years.	certificate issued by Client.	
(iv)	Agency should have experience in Supply, Erection Testing and Commissioning of 33kv and above Substation SCADA systems in Power / Railway Sector in last 7 years.	Copy of completion certificate issued by Client.	Marks = 10
(v)	Agency Should have prior experience in a single project of minimum value of INR 150Cr s in Power / Railway Sector in last 7 years.	Copy of completion certificate issued by Client.	Marks = 05

Agency will be qualified as per the criteria based on documentary credentials submitted by the Agency, Verification of credential. Price bid of technically qualified Agency who has scored **minimum 70 marks** based on the Evaluation of the Agency shall only be opened with prior intimation to the Agency.

Note: - The Weightage Ratio of Technical Score and Financial Bid is 90:10 (90% weightage for Technical Score and 10% percent weightage for the Financial Bid / Quoted Price.)

QUALITY COST BASED SYSTEM

Illustration

STAGE 1: TECHNICAL BIDS EVALUATION

Agency Details	Technical Mark Obtained
Agency 1	92
Agency 2	85
Agency 3	55
Agency 4	75

QCBS Grading System

Grade	Range	Marks
Outstanding	91-100	100
Excellent	81-90	90
VeryGood	71-80	80
Good	61-70	70
VeryFair	51-60	60
Fair	41-50	50
Average	31-40	40
BelowAverage	21-30	30
Poor	11-20	20
VeryPoor	1-10	10
Zero	0	0

STAGE 2: Conversion of Technical Marks to Technical Score

Agency Details	Technical Score based on Grading System
Agency 1	100
Agency 2	90
Agency 3	Rejected*
Agency 4	80

*Since the eligible technical score should be 70 & above, Agency 3 is rejected

STAGE 3: FINANCIAL BID EVALUATION

Agency Details	Financial Bid Amount
Agency 1	1,30,000
Agency 2	1,20,000
Agency 4	1,00,000

Stage 4: Conversion of financial bid amount to score

Agency Details	Financial Bid Amount	Financial Score (LFB/F*100)
Agency 1	1,30,000	$100000/130000*100= 76.92$
Agency 2	1,20,000	$100000/120000*100= 83.33$
Agency 4	1,00,000	100

LFB= Lowest Financial Bid, **F**= Quoted Amount

Consolidated Technical & Financial Score

Agency Details	Technical Score	Financial Score
Agency 1	100	76.92
Agency 2	90	83.33
Agency 4	80	100

Stage 5: Combined Technical and Financial Score (CTFS) With Weightage 90:10

Agency Details	Applying weights for the Technical Score & Financial Score	CTFS	Rank of the Agency
Agency 1	$100*(90/100)+76.92*(10/100)$	97.69 (90+7.69)	L1
Agency 2	$90*(90/100)+83.33*(10/100)$	89.33 (81+8.33)	L2
Agency 4	$80*(90/100)+100*(10/100)$	82 (72+10)	L3

7.0 Document Submission

Interested Agencies may submit Expression of interest along with following documentation.

- a) Covering letter & indicating acceptance of terms & conditions of this EOI and clearly mentioning the particular Package(s) applying for.
- b) Company Profile and manpower & Equipment availability.
- c) Documents relating to fulfilling Eligibility Criteria. Copies of relevant Purchase Orders & completion documents.
- d) Documentary evidences if Agency is NSIC/MSME/SSI registered.
- e) Last Five years (ending on 31.03.2022) Audited Balance Sheet and Profit & Loss Account Statements.
- f) Working Capital Certificate.
- g) Unutilized Bank Guarantee Limit.

Note: KRCL will have the right to verify all the documents directly from the issuing authority.

8.0 Obligations of Selected Agency / Company / Firm under joint Bidding with KRCL –

8.1 In the event of participation by the Selected Agency / Company / Firm together with KRCL in any work as described under Clause 2.2 and Clause 3.0 hereinabove, such Selected Agency / Company / Firm shall furnish the Security Deposit, Earnest Money Deposit, Performance Guarantee as required under any such Tender for which such Selected Agency / Company bids together with KRCL.

8.2 The Selected Agency / Company at the time of joint Bidding with KRCL, and thereafter in the event of KRCL succeeding in securing the work under any such Tender of a Client, shall be required to -

(i) Submit Security Deposit (SD) as per applicable conditions of contract and/or as a percentage of total contract value from time to time.

(ii) The submitted SD amount, by empaneled vendor, shall be converted into Performance Guarantee (PBG) which will remain valid till completion of the warranty / guarantee period of the contract.

(iii) Submit Performance Bank Guarantee, in the form of Insurance Surety Bonds, account payee demand draft, fixed deposit receipt from a commercial bank, or bank guarantee issued/ confirmed from any of the commercial bank in India or online payment in an acceptable form as defined under the Tender issued by any such Client / Employer.

(iv) All conditions with regard to penalty, damages, default under the Original Contract executed between KRCL and the Principal Client / Employer, shall be fully applicable to the Selected Vendor / Agency who has participated in the joint bidding.

(v) Notwithstanding above, for any delay in submission of SD/PBG under a Contract awarded to KRCL through joint bidding with any Selector vendor / agency, such delay in submission of SD/PBG will attract additional penalty of 1.5% of the value of SD/PBG which shall be recovered by KRCL from the monthly billing of such Selected Vendor / agency for the said Contract.

8.3 Upon succeeding in any Bid jointly submitted with KRCL and upon award of work under the Bid by the Client / Employer to KRCL, the empaneled vendor / agency / company shall comply with all Contract Conditions of the work/contract awarded by such Client/Employer, including especially mandatory timely compliance of all statutory requirements, under all applicable Laws, Statutes, Rules, Regulations, notifications issued from time to time in relation to employment of their employees for completion of such awarded work / contract of the Client/Employer, and, compliance of all statutory levies, taxes, duties etc. with concerned authorities, as required under the work / contract awarded by the Client/Employer.

9.0 Validity of Empanelment

9.1 The empanelment against this EOI shall remain valid for 3 years from the date of empanelment which can be further extended for another one year subject to satisfactory performance.

9.2 The cancellation of empanelment of any selected agency/company / firm shall be in terms of the MoU executed by KRCL with each such Selected Agency / Company / Firm under this EOI.

9.2.1 However, notwithstanding, the terms and conditions agreed upon in the MoU executed between KRCL and the Selected Agency / Company / Firm under this EOI, KRCL shall, in addition to all other rights and remedies available to KRCL under the law, KRCL shall cancel the empanelment if it is found that after bidding for a particular tender in consortium with KRCL, the vendor has submitted bid for the same tender either jointly or singly.

10.0 KONKAN RAILWAY CORPORATION LIMITED RESERVES THE RIGHT TO:

Konkan Railway Corporation Limited reserves the right to postpone the above-mentioned due date; cancel the EOI at any stage due to unforeseen reasons. May ask for further clarification during scrutiny of bids received.

11.0 Bid Rejection Criteria

KRCL may at its sole discretion and at any time during the evaluation of proposal, disqualify any Agency, if they have

- a) Bids received after due date.
- b) Agency's failure to furnish sufficient or complete details for evaluation of the bids within the given period.
- c) Incomplete / misleading / false / ambiguous in the proof of eligibility requirements.
- d) Failed to produce timely clarifications related there to, when sought.
- e) Bids not meeting qualification criteria as mentioned herein.
- f) Declared in eligible by the Government of India / State govt. /Public sector undertaking.

g) Bids with technical requirements and or terms not acceptable to KRCL.

h) Information relating to the evaluation, clarification and recommendation for pre-qualification shall not be disclosed to Agency or any other persons not officially concerned with such process until the pre-qualification process is completed. Any effort by the Agency to influence KRCL prequalification process may result in rejection of his EOI.

12.0 Submission of EOI: The interested Companies/Firms are requested to submit its credentials including past experience of executing the similar works, Company/Firms financial status, organizational setup available with Company/Firm etc., in the EOI format enclosed so as to reach the office of Chief Electrical Engineer/KRCL, Belapur Bhavan, 3rd Floor, P.B. No. 45, Plot No. 6, Sector 11, CBD - Belapur, Navi Mumbai – 400 614, INDIA, on email – edbo@krcl.co.in before 15: 00 hours on 02.08.2024. However, the process of shortlisting will be a dynamic process and the list will be modified, if necessary, from time to time on yearly basis.

KRCL reserves the right at its absolute discretion to proceed or not to proceed with offers received from Company/Firm under the Expression Of Interest and classify the Company/Firm in respective categories. For any other information the Company/Firm may contact the office of Chief Electrical Engineer/KRCL at the above address.

13.0 Processing charges: Processing charges of INR 15,000/-Plus GST 18% i.e., Rs.17,700/- (Rupees Seventeen Thousand Seven Hundred Only) shall be submitted along with the EOI documents in the form of Demand Draft drawn in favour of FA&CAO, KRCL, payable at Navi-Mumbai, India.

14.0 As the above process is dynamic one, the list will be updated periodically. Interested Companies/ Firms may submit their Expression of Interest with documents and requisite fee as given in para 13.0 above as and when the Company/Firm shall interest and they consider itself to be eligible.

FORMAT

“Expression of Interest” for association as Business Associates with Konkan Railway for various project. in India.

1. Name of Firm/ Company:
2. Respondent’s present address: a) Head Office

b) Nearest Office
3. Place and year of incorporation of the company/firm (Attach copy of Certificate of incorporation/ Registration of the Company/Firm, partnership deed (if any) Memorandum & article of Association and list of Directors and their Director Identification Number and Phone numbers)
4. Particulars of Holding, Subsidiaries or Associated Companies
5. Details of the Company/Firm, Present Business activities.
6. Turnover, Summary of assets and liabilities on the basis of audited financial statements of last Five financial years. (2018-19, 2019-20, 2020-21, 2021-22 and 2022-23)
7. Relevant Projects completed in the preceding seven years.
8. Relevant Ongoing Projects.

Note: For the purpose of evaluation, financial year for the national/ international firms shall be considered as per the country of incorporation.

Respondent’s Name (s)

Signature

List of Enclosures

(I)

(II)