

INVITATION FOR BIDS (IFB)



NTPC-SAIL POWER COMPANY LIMITED
(A Joint Venture of NTPC & SAIL)

CORPORATE CONTRACTS & MATERIALS DEPARTMENT

DETAILED INVITATION FOR BIDS (IFB)
FOR
Procurement of 70000 MT Imported Coal for NSPCL Bhilai Power Plant-III (2x250 MW)

(International Competitive Bidding)

IFB No: CC/C&M/CMCC240002

Date:16.01.2024

- 1.0 NSPCL invites e-tenders/ on line bids in Single-Stage-Two-Envelope bidding basis (Envelope-I: Techno-Commercial Bid and Envelope-II: Price Bid) **with Reverse Auction** from eligible bidders on 'FOR Destination' basis for aforesaid Package, as per the Scope of Work mentioned hereinafter.

NTPC SAIL Power Company Limited (hereinafter referred to as NSPCL or the Owner) have requirement of **70000 MT (+10%/-20%)** imported coal of specifications given in Bidding Documents, on 'FOR Destination' basis at NSPCL Bhilai Power Plant.

2.0 SCOPE OF WORK

Bidders shall declare the coal mine(s) outside India from where they are intending to supply coal as per specification, as per format enclosed in the bidding documents along with their bids. The Successful Bidder shall supply imported Steam Coal sourced from identified mine(s) as declared by him to NSPCL Bhilai power station at Indian Ports, arranging vessels, stevedoring, handling, storage, port clearances, arranging Railway rakes, loading, transportation and delivery at NSPCL Bhilai power station. All other activities for clearing and forwarding of the consignments like Customs Clearance, coordination with Ports, Railways and any statutory authorities shall also be part of Scope of Work of the Successful Bidder. All liaison, coordination with coal mine (s) outside India, coordination at load port, discharge port, Railways handling agents etc. shall also be part of Scope of Work of the Successful Bidder. Unloading of Coal at NSPCL Bhilai power station end from Railway Wagons shall be arranged by NSPCL Bhilai.

The detailed Scope of Work shall be as per Volume-III of Bidding Documents.

- 3.0 NSPCL intends to finance the subject package through Own Resources.
- 4.0 Detailed specification, scope of work and terms & conditions are given in the bidding documents, which are available for examination and sale at the address given below at Para 11.0 and as per following schedule:.



Bidding Document No.	CC/C&M/CMCC240002
SRM RFx No	2800009654
Start date of downloading of Bidding Documents	From 16.01.2024
Last date for receipt of Queries from bidders (if any)	22.01.2024 Up to 17:30 Hrs
Pre-bid conference date & time	Shall be conducted through VC on MS Teams on 25.01.2024, 1100 Hrs.(IST).
Last date for receipt of both Techno-Commercial bid (Envelope-I) and Price bid (Envelope-II) Bid Receipt Date & Time	05.02.2024 up to 14:00 Hrs (IST)
Techno-Commercial bid (Envelope-I) opening Date & Time	05.02.2024 at 14:30 Hrs (IST)
Cost of Bidding Document	Free of Cost
Bid Security/EMD Amount	INR 1,00,00,000/- (Indian Rupees One Crores Only) or in US \$ 1,20,100/- (US Dollar One Lakh Twenty Thousand One Hundred only).

No Queries from Bidders, whatsoever, shall be entertained by the Employer beyond the last date of receipt of Queries as specified above.

Date & Time for opening of Price Bids shall be intimated separately to the bidders whose Techno-Commercial Bid are found to be acceptable.

- 5.0 All bids must be accompanied by Bid Security in the form as stipulated in the Bidding documents.

"ANY BID NOT ACCOMPANIED BY AN ACCEPTABLE BID SECURITY IN A SEPARATE SEALED ENVELOPE SHALL BE REJECTED BY THE EMPLOYER AS BEING NON-RESPONSIVE AND SHALL NOT BE OPENED. IN CASE, THE BID SECURITY IS SUBMITTED THROUGH ELECTRONIC FUND TRANSFER (EFT), BIDDER TO SUBMIT THE PROOF OF E-PAYMENT OF BID SECURITY EITHER IN SEPARATE SEALED ENVELOPE OR IN THE E-TENDERING/SRM PORTAL."

6.0 QUALIFYING REQUIREMENT FOR BIDDERS

The Bidder can be an individual firm meeting the qualifying requirements stipulated hereunder as per Clauses A and B;

OR

The Bidder can be a Consortium of maximum three (03) firms meeting the qualifying requirements stipulated hereunder as per Clauses A and B collectively.

Each partner of Consortium shall meet at least 25% of Technical Criteria Requirement mentioned at Clause A1 or Clause A2 or at least 25% of the Financial Criteria Requirement mentioned at Clause B. Net worth criteria shall be as mentioned at Clause B (ii).

The Consortium shall necessarily identify one of the Partners as lead Partner who shall meet on its own at least 51% of one of the Technical Criteria mentioned at clause A1 and Clause A2 and at least 51% of Financial Criteria mentioned at Clause B. Net worth criteria shall be as mentioned at Clause B (ii).

In case, lead partner of Consortium meets on its own, at least 51% of only one of the Technical Criteria mentioned at clause A1 or A2, then one partner other than lead partner shall have to meet at least 51 % of the remaining Technical Criteria.

A. Technical Criteria for Bidder:

- A1.** The Bidder should have imported / exported and supplied a minimum of **0.31 LMT** of any dry bulk (solid) commodity, like Coal, Iron ore, Fertilizers, Chemicals, Cement etc. of origin other than India to any firm, in any continuous twelve (12) months (consecutive 365 days) in one or multiple contracts during the preceding five (5) financial years along with the current financial year up to date of Techno-Commercial bid opening.

In support of the aforesaid experience, the Bidder shall furnish:

- a) Supply Experience certificate from purchaser and;
- b) Certificate in original from Statutory Auditor(s) of the Bidder

The start date and end date of the qualifying period shall be specified by the Bidder. The start date and end date of each consortium partner claimed for qualifying experience shall fall on or within the dates specified in the qualifying period.

AND

- A2.** The Bidder should have handled, including port operations and loading for dispatch through Indian Railways, a minimum of **0.31 LMT** of any dry bulk (solid) commodity, like Coal, Iron ore, Fertilizers, Chemicals, Cement etc. in India, in any continuous twelve (12) months (consecutive 365 days) in one or multiple contracts during the preceding five (5) financial years along with the current financial year up to date of Techno-Commercial bid opening.

In support of the aforesaid experience, the Bidder shall furnish:

- a) Handling Experience certificate from the purchaser and;
- b) Certificate in original from the Statutory Auditor(s) of the Bidder

The start date and end date of the qualifying period shall be specified by the Bidder. The start date and end date of each consortium partner claimed for qualifying experience shall fall on or within the dates specified in the qualifying period.

B. Financial Criteria for Bidder:

- (i) The average annual turnover of the Bidder in the preceding three (3) financial years as on the date of Techno-Commercial bid opening should not be less than **INR 71.84 Crore (Indian Rupees Seventy-One Crore and Eighty-Four Lakh only) or in equivalent foreign currency.**

In case a Bidder does not satisfy the annual turnover criteria, stipulated above on its own, its Holding Company would be required to meet the stipulated turnover requirements as above, provided that the Net Worth of such Holding Company as on the last day of the preceding financial year is at least equal to or more than the paid-up share capital of the Holding Company. In such an event, the Bidder would be required to furnish along with its Techno-Commercial bid, a Letter of Undertaking from the Holding Company, supported by the Holding Company's Board Resolution, as per the format enclosed in the bid documents, pledging unconditional and irrevocable financial support for the execution of the Contract by the Bidder in case of award. In case a bid submitted by a Consortium, all the partners of Consortium shall be collectively required to meet the turnover criteria.

- (ii) The Net worth of the bidder should not be less than 100% (hundred percent) of its paid up share capital as on the last day of the preceding financial year on the date of Techno-Commercial bid opening. In case the Bidder does not meet the Net worth criteria on its own, it can meet the requirement of Net worth based on the strength of its Subsidiary (ies) and/or Holding Company and/or Subsidiaries of its Holding company wherever applicable. In such case the Net worth of the Bidder and its subsidiary (ies) and/or Holding Company and/or subsidiary (ies) of the Holding company, in combined manner should not be less than 100% (hundred percent) of their total paid-up share capital. However individually, their Net worth should not be less than 75% (seventy five percent) of their respective paid-up share capitals. For a Consortium, the net worth of all Consortium members in combined manner should not be less than 100% (hundred percent) of their paid up share capital however individually, their Net worth should not be less than 75% (seventy five percent) of their respective paid up share capitals. Net worth in combined manner shall be calculated as follows:

$$\text{Net worth (combined)} = (X1+X2+X3) / (Y1+Y2+Y3) \times 100$$

where X1, X2, X3 are individual Net worth which should not be less than 75% of the respective paid up share capitals and Y1, Y2, Y3 are individual respective paid up share capitals.

- (iii) In case the Bidder is not able to furnish its audited financial statements on standalone entity basis, the unaudited unconsolidated financial statements of the Bidder can be considered acceptable provided the Bidder further furnishes the following documents for substantiation of its qualification:
- a. Copies of the unaudited unconsolidated financial statements of the Bidder along with copies of the audited consolidated financial statements of its Holding Company.

- b. A certificate from the CEO/CFO of the Holding Company, as per the format enclosed in the bid documents, stating that the unaudited unconsolidated financial statements form part of the Consolidated Annual Financial statements of the Company.

In cases where audited results for the last financial year as on the date of Techno Commercial bid opening are not available, the financial results certified by a practicing Chartered Accountant shall be considered acceptable. In case, Bidder is not able to submit the Certificate from a practicing Chartered Accountant certifying its financial parameters, the audited results of three consecutive financial years preceding the last financial year shall be considered for evaluating the financial parameters. Further, a Certificate would be required from the CEO/CFO as per the format enclosed in the bidding documents stating that the Financial results of the Company are under audit as on the date of techno-commercial bid opening and the Certificate from the practicing Chartered Accountant certifying the financial parameters is not available.

NOTES:

- i. Net Worth means the sum total of the paid up share capital and free reserves. Free reserve means all reserves credited out of the profits and share premium account but does not include reserves credited out of the revaluation of the assets, write back of depreciation provision and amalgamation. Further, any debit balance of Profit and Loss account and miscellaneous expenses to the extent not adjusted or written off, if any, shall be reduced from Reserves and Surplus.
- ii. Other income shall not be considered for arriving at annual turnover
- iii. "Holding Company" and "Subsidiary Company" shall have the meaning ascribed to them as per Companies Act of India.
- iv. For turnover indicated in foreign currency, the exchange rate as on seven days prior to the date of Techno-Commercial bid opening shall be used
- v. The term 'date of bid opening' would mean the date of Techno-Commercial bid opening.
- vi. A firm can be a partner in only one Consortium; bids submitted by Consortium including the same firm as partner will be rejected.
- vii. The Consortium shall necessarily identify one of the partners as lead partner.
- viii. The Consortium Bidder shall provide, along with the bid, a Consortium Agreement, as per the format enclosed in the bid documents in which the partners of the Consortium are jointly and severally liable to the Owner to perform all the contractual obligations. The Consortium Agreement shall be submitted along with the bid, failing which the Bidder shall be disqualified and his bid shall be rejected.
- ix. In case of Consortium, the bid security (BG) and in the event of award to Consortium the performance bank guarantee, shall be in the name of all the partners of the Consortium.
- x. Dry (bulk) solid commodity mentioned at A above means dry solid bulk cargo covered in Appendix 4 (page 352 to 358) of International Maritime Solid Bulk Cargoes (IMSBC) code MSC 84/24/Add.3.

- xi. The qualifying period of **A1** and **A2** for the bidders may fall in different periods respectively.
 - xii. For determining the financial criteria of consortium as per **Clause B**, the financial statements for the same three financial years shall be used for all the consortium members.
- 7.0 NSPCL reserves the right to reject any or all bids or cancel/withdraw the Invitation for Bids without assigning any reason whatsoever and in such case no bidder / intending bidder shall have any claim arising out of such action.
- 8.0 A complete set of Bidding Documents may be downloaded by any interested Bidder from NSPCL e-tender/SRM website <https://sapportal.nspclsrijan.co.in:50200/irj/portal> at free of cost.

For logging on to the e-Tender/SRM Site, the bidder would require user ID, password.

For downloading of bidding document, procedure for submission of bids & Reverse Auction methodology, bidders may please refer to the link “Bidders Manual” given on home page of NSPCL’s website <https://nspcl.co.in/pages/nspcl-srm-portal>.

Note: No hard copy of Bidding Documents shall be issued.

In case of Consortium, at least one of the Partner of the consortium must have purchased the bidding documents in his name.

- 9.0 Any ‘Bidder from a country which shares a land border with India’, as specified in the Bidding Documents, will be eligible to bid in this tender only if bidder is registered with the Competent Authority as mentioned in the Bidding Documents.

However, the said requirement of registration will not apply to bidders from those countries (even if sharing a land border with India) to which the Government of India has extended lines of credit or in which the Government of India is engaged in development projects.

- 10.0 Issuance of bidding documents to any bidder shall not construe that such bidder is considered to be qualified. Bids shall be submitted online and opened at the address given below. Bidder’s attendance during the Techno-Commercial Bid opening and Price Bid opening in NSPCL premises is not envisaged.

Transfer of Bidding Documents purchased by one intending Bidder to another is not permissible.

- 11.0 **Address For Communication:**

GM(CC&M)
NTPC-SAIL Power Company Limited
4th Floor, NBCC Tower,



15, Bhikaji Cama Place,
New Delhi-110 066
Phone: 011-26717376/ 26717377,
Fax: 011-26717365/ 26717363
E-mail: vidyathool@nspcl.co.in and pkpan@nspcl.co.in
Websites: <https://nspcl.co.in> or <https://sapportal.nspclsrijan.co.in:50200/irj/portal>

12.0 Registered Office

NTPC SAIL Power Company Limited,
4th Floor, NBCC Tower,
15, Bhikaiji Cama Place,
New Delhi-110066
Corporate Identification Number: U74899DL1999PLC098274