

EXPRESSION OF INTEREST

1) **INTRODUCTION**

- 1.1 This Expression of Interest (Eoi) seeks response from reputed suppliers of Signalling & Train Control systems who are interested to associate with BEML in the tender floated by Madhya Pradesh Metro Rail Corporation Limited (MPMRCL) vide notification no. 1427/MPMRCL/2021/Package BH&IN-02 dated 02.11.2021 (Project).
- 1.2 Interested applicant shall have to be responsible for the scopes of Signalling & Train Control and Telecommunication Systems as per the tender requirement.

2) **About BEML Limited:**

- 2.1 BEML Limited (formerly Bharat Earth Movers Limited) was established in May 1964 as a Public Sector Undertaking for manufacture of Rail Coaches & Spare Parts and Mining Equipment at its Bangalore Complex. The Company has partially disinvested and presently Government of India owns 54 percent of total equity and rest 46 percent is held by Public, Financial Institutions, Foreign Institutional Investors, Banks and Employees. BEML Limited, plays a pivotal role and serves India's core sectors like Defence, Rail, Metro, Power, Mining and Infrastructure. The Company started with a modest turnover of Rs. 5 Cr during 1965 and thanks to its diverse business portfolio, the company has been able to achieve a turnover of more than Rs.3,500 Cr.
- 2.2 The Rail & Metro business of BEML Limited, was established to cater to the manufacturing needs of rolling stock in India. Starting 2002, BEML has successfully diversified into manufacturing of the state-of-the-art stainless steel Metro cars. BEML has been a pioneer in this area having supplied over 1600 metro cars till date. BEML's esteemed customers in metro segment include Delhi Metro, Bangalore Metro, Jaipur Metro and Kolkata Metro. Further, BEML secured the driverless metro car contract for the prestigious Mumbai Metro Line 2 & 7 project, which is presently under execution. Delhi Metro, the nation's most successful metro, is one of the major customers to BEML and more than 60% of the rolling stock run by Delhi Metro is supplied from BEML factory.
- 2.3 In the Railway segment, since its inception, BEML has successfully rolled out varied range of products such as Rail Coaches, AC EMUs, DC EMUs, Stainless Steel EMUs, Rail Buses, 4 & 8 Wheeler OHE cars, Track Laying Equipments, Spoil Disposal Units, Utility Vehicle, BWTB Wagons, BFAT Wagons, BRSTN Wagons and BOMN Wagons. BEML Limited is the first rail Coach-manufacturing unit in India to get ISO 9001 accreditation. The division is accredited with ISO9001-2015, ISO 14001-2015 & BS OHSAS 18001-2007 certifications. As of date over 19000 coaches have been supplied to Indian Railways. BEML truly epitomizes the "Make in India" initiative of the Government of India.

- 2.4 More details about the entire range of BEML's products and operations are available at <https://www.bemlindia.in/>

3) **INFORMATION TO APPLICANTS**

- 3.1 Reputed suppliers may submit the application on their letter head along with all the documents as prescribed in this EOI document.
- 3.2 Eoi documents of the applicant are to be signed by Authorized Person with Proof of Authority to be enclosed. The same shall be sent through email / post / courier or handed over in person to the following address within IST 1500 Hrs of 14 days from the date of publication of this Eoi.

General Manager (Marketing),
BEML Limited,
New Thippasandra Post,
Bangalore-560075
Karnataka, INDIA

Email: rj@beml.co.in

Tel: 08025242416

- 3.3 Responses to Eoi are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents are available in language other than English, the applicant shall necessarily provide duly authenticated translated version of the same in English.
- 3.4 All the pages of the Eoi submission shall bear the sign and seal of the authorized signatory of the company.
- 3.5 BEML reserves the right to withdraw / cancel the Eoi proceedings without assigning any reasons whatsoever.

4) **Evaluation Methodology:**

- 4.1 BEML shall approach the applicants who fulfill ANNEXURE - 3 criteria. Detailed discussions on techno-commercial matters and other terms & conditions of association shall be held with such applicants.
- 4.2 The applicants shall note that this Eoi is primarily for addressing the project; As such, any applicant who does not satisfy or comply with the requirements of the project or the terms of this Eoi is liable to be rejected.

5) Submission Checklist

S.No	Description of the document	Document Reference	Yes/No
1	Applicant's Company Profile	Annexure-1 along with enclosures	
2	Financial Details	Annexure-2	
3	Audited annual reports of last 05 financial years	Annexure - 2 supporting documents	
4	Filter Criteria	Annexure-3 along with supporting documents	
5	Company Declaration	Annexure-4	
6	Proof of Authority Document	-	
7	Whether each page of the EoI submitted have been signed and sealed by authorized signatory of the company.	-	

***** End of Document *****

ANNEXURE-1

APPLICANT's COMPANY PROFILE

1.1	General Information
1.1.1	Name of company: (Please attach articles of incorporation or constitution of the legal entity named above)
1.1.2	Country of Incorporation:
1.1.3	Year of Incorporation:
1.1.4	Details of Registered Office: Address: Telephone: Fax: E-mail: Mob: Website:
1.1.5	Details of Design Office / Works: Address: Telephone: Fax: Mob: E-mail:
1.1.6	Authorized Contact person(s) Name(s): Designation: Address: Telephone: Fax: Mob: E-mail:
1.1.7	Product range (Attach brochures and catalogues)
1.1.8	Details of the metro contracts executed and scope performed (Please attach write up / document)
1.1.9	Any additional information - applicant may include / attach documents
1.2	Details of authorized Indian subsidiary/Marketing/Liaison contact: (in India, if any) Name: Contact Person: Address: Telephone: Fax: Mob: E-mail:

Sign & Seal of Authorized Signatory

ANNEXURE-2

FINANCIAL DETAILS

(currency to be mentioned)

SI No	Particulars	FY 1	FY 2	FY 3	FY 4	FY 5
1	Net Worth					
2	Turn Over					
3	Profit					

Notes:

- a) The financial year as applicable in the country of origin of the applicants would be considered. FY 1 will be the latest completed Audited Financial Year, preceding EOI publishing date. FY 2 shall be the year immediately preceding Year 1 and so on.
- b) The applicant shall attach copies of the Audited Annual Reports for the last 5 (five) financial years preceding the EOI publishing Date.

Sign & Seal of Authorized Signatory

FILTER CRITERIA FOR EOI APPLICANTS

Sl.No	Criteria	Applicant Response Yes / No
1	Does the applicant satisfy the Clause 10.3 : Work Experience for Signalling & Train Control of Part 3: Eligibility cum Qualification Criteria (EQC) of tender Package BH&IN-02 Note: The applicant shall submit documentary evidence supporting his response to this criteria	
2	Does the applicant satisfy the Clause 10.4 : Work Experience for Telecommunication of Part 3: Eligibility cum Qualification Criteria (EQC) of tender Package BH&IN-02, either on its own or through engaging a sub-contractor Note: The applicant shall submit documentary evidence supporting his response to this criteria	
3	Has the applicant been debarred by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on the due date of submission of application?	
4	Does the applicant have records of poor performance during the last five years, as on the date of application, such as abandoning the work, rescission of the contract for reasons which are attributable to non-performance of the contractor, inordinate delays in completion, consistent history of litigation resulting in awards against the contractor or any of the constituents, or financial failure due to bankruptcy, and so on.	
5	Is the Net Worth of the applicant (to be obtained from audited Balance Sheet) 'positive' in the audited statement of at least any 3 of last 5 financial years?	

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- 1) A "No" answer to any SL. No. 1, 2, 5 will disqualify the applicant.
- 2) A "Yes" answer to any SL. No. 3, 4 will disqualify the Applicant.

Part 3: Eligibility cum Qualification Criteria (EQC) of tender Package BH&IN-02 is enclosed for reference purpose only. MPMRCL tender addendums, if any, shall prevail.

Note: The applicant shall submit documentary evidence supporting his responses to this Annexure

COMPANY UNDERTAKING

Dated: _____

This is to confirm that to the best of our knowledge and belief that the information furnished in our Expression of Interest documents submitted to BEML Limited correctly describes the credentials and experience of our Company and individuals. We understand that any misrepresentation in the documents submitted may lead to our disqualification for associating with BEML Limited in future.

2. We hereby declare that we have fully and carefully read and understood all the contents of the documents of the BEML EoI

3. We hereby undertake that the Company has not been debarred / blacklisted by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on date

4. We hereby declare that the number of arbitration cases pending against the company at the time of submitting this EoI is _____.

5. We declare that presently we do not have any Joint Venture Arrangement or Memorandum of Understanding with any Company for the project in Indian market.

6. We agree that, if any false/misleading information was found to be furnished in the EoI documents submitted by us, BEML reserves the right to undertake any actions at its discretion as deemed fit.

7. We agree that, we shall furnish documentary support to enable BEML verify the details and data provided in our EoI submission. Any such verification or lack of verification by BEML of our submission shall not relieve us of our obligations or liabilities laid out as per this EoI.

8. We agree that the data/commitment provided in the EoI documents by us, is completely binding on our company and may be made part/elaborated in future agreements to entered between our company and BEML.

Sign & Seal of Authorized Signatory

PART 3: ELIGIBILITY CUM QUALIFICATION CRITERIA (EQC)

8 General Information

- 8.1.1 Tenders will be evaluated for the Eligibility and Qualification criteria as per following Clauses 9 and 10, and other requirements stipulated in the Tender Documents. The Tender is liable to be rejected, if the credentials and information required are not submitted in entirety as per the Tender Documents.
- 8.1.2 Information supplied by the Tenderer must apply to the Tenderer or constituent member (in case of JV/ Consortium) named in the application and not, unless specifically requested, to other associated companies or firms.
- 8.1.3 The Tenderers should demonstrate their capabilities, by providing data based on their experience, past performance, their personnel, equipment and financial resources. Client certificates are mandatory for the work done.
- 8.1.4 Tenderers will not be required to submit on their own, additional information or material subsequent to the date of submission and such material if submitted will be disregarded.
- 8.1.5 Participation by Subsidiary Company / Parent Company with credential of other Company:
- Applicant in the capacity of a Subsidiary Company as a single entity is not permitted to use the credential of its Parent Company and/or its Sister Subsidiary Company/ Companies unless the Applicant participates in tender as JV/ Consortium with its Parent Company and/or its Sister Subsidiary Company/ Companies as a member(s) in JV/ Consortium with minimum 15% participation each for such member(s).
 - Also, Applicant in the capacity of a Parent Company as a single entity is not permitted to use the credential of its Subsidiary Company/ Companies unless the Applicant participates in tender as JV/ Consortium with its Subsidiary Company/ Companies as a member(s) in JV/ Consortium with minimum 15% participation each for such member(s).
 - However, in case of consortium/ JV between companies and their subsidiaries or subsidiaries/associates (which are under the same parent/holding company), where either the parent or the subsidiary/associate company or both is/are (an) Indian company/ companies registered in India, parent company shall be eligible to bid on the basis of credentials of their owned subsidiaries/associates. Subsidiaries/Associates (which are under the same parent/holding company) shall be eligible to bid on the basis of credentials of their parent company/subsidiaries/associates. Here it will be mandatory that the bidders must enter into a consortium/JV agreement with a token participation of such parent/ subsidiary/associate company, whose credentials are being sought to be used. This consortium/ JV agreement should clearly stipulate that the individual companies (i.e. the parent/subsidiary/associate company and the JV) shall be jointly and severally responsible and liable for the timely execution of the contract and

failure to do so will make all of the them liable to the penal conditions of the contract. In such case there will be no requirement of the minimum threshold of 15% participation by each member of the consortium/JV.

8.1.6 Credential Cut-Off Date: 31st October 2021

9 Eligibility Criteria

9.1 Nationality

9.1.1 Tenders are open to nationals of all countries.

9.2 Type of Tenderers

9.2.1 Tenders for this Contract will only be considered from proprietorship firms, partnership firms, companies, corporations, consortia or joint ventures. In the case of a JV/ Consortium all members of the group shall be jointly and severally liable for the performance of the whole of the Contract.

9.2.2 Lead Partner and other Partners in a JV/ Consortium

- a. The lead partner must be associated with Rolling Stock role in the proposed JV/ Consortium and must have experience of train integration as well as interface with other systems (like signalling, tele-communication, track, traction etc.). The lead partner must have a minimum of 40% participation in the JV/ Consortium and the lead partner must have a higher share than all other partners.
- b. The Tenderer (all members in case of JV/Consortium) shall clearly and unambiguously define the role and responsibilities for each member in the JV agreement/MOU, providing clearly that any abrogation/subsequent re-assignment of any responsibility by any partner of JV/Consortium in favour of other JV/ Consortium partner or any change in constitution of partners of JV/ Consortium (without written approval of the Client) from the one given in JV agreement /MOU at tender stage, will be treated, as 'breach of contract condition' and/or 'concealment of facts' (as the case may be). They shall provide an MOU as specified in Appendix – 6 of Letter of Tender.
- c. Change in constitution or percentage participation of Partner(s) of a JV/ Consortium shall not be permitted (without written approval of the Client) at any stage after their submission of bids. In case of changes during tendering stage, the bid shall be treated as nonresponsive.

9.2.3 A firm, who has paid tender fee for the tender document in their name, can submit the tender either as an individual firm or in JV/ Consortium.

9.3 Conflict of Interest

9.3.1 The Tenders (any member in case of JV/ Consortium) must not have any conflict of interest in accordance with sub-clause 2.2.1 of Instruction to Tenderer.

9.4 One Tender per Tenderer

9.4.1 A Tenderer including any member of JV/Consortium shall only submit one Tender in the same tendering process, either individually as a tenderer or as a partner of a

JV/ Consortium in accordance with sub-clause 2.4 of Instruction to Tenderer.

- 9.4.2 Any proposed subcontractor or design subcontractor can be engaged as subcontractor or design subcontractor in other Tenders of the same tendering process, but not as member of JV/ Consortium or Tenderer solely.

9.5 Misrepresentation of Facts and Prohibited Conduct

- 9.5.1 The Tenderer (any member in case of JV/ Consortium) must observe the highest standards of ethics during tendering process. If there is any misrepresentation of the facts with regards to the undertaking(s), forms, statements and/or any other details submitted, or indulge in Prohibited Conduct as confirmed in Sub-Clause 2.3.3 of ITT, the same will be considered as “Fraudulent practice” and such tenders will be summarily rejected.

9.6 Ground for Exclusion

- 9.6.1 The Tenderer (any member in case of JV/ Consortium) must not be under any “Ground for Exclusion” as confirmed in Sub-Clause 2.3.2 of ITT as on the due date of online tender submission. The tenderer should submit an undertaking to this effect.
- 9.6.2 In case of any exclusion under “Ground for Exclusion” as confirmed in Sub-Clause 2.3.2 of ITT, after the due date of online tender submission but before award of the Contract by the Employer, the Tenderer shall inform the same to the Employer in writing within five (5) working days, failing which it will be considered that the Tenderer has willfully concealed the information and the Tenderer shall be solely responsible for all implications that may arise in accordance with the conditions of this Tender.
- 9.6.3 Any such exclusion under “Ground for Exclusion” as confirmed in Sub-Clause 2.3.2 of ITT will result in disqualification of the Tenderer and the Financial Bids of such Tenderer shall not be opened; in case the technical evaluations are not concluded. In case the Financial Bids have already been opened, and the work not yet awarded, the Financial Bids will not be further considered for evaluation. In case work has been awarded, it will result in cancellation of the Contract.

10 Qualification Criteria

10.1 General

- 10.1.1 Government of India/ Railway Administration/ any state Government of India/ Central or State Government Undertaking must not have blacklisted or debarred the tenderer (any member in case of JV/ Consortium) as on the due date of online tender submission. The tenderer should submit an undertaking to this effect in Appendix – 22 of Letter of Tender given in the tender document.
- 10.1.2 The Tenderer (any member in case of JV/Consortium) for the works awarded during last ten years ending on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above);
- a. must not have been imposed maximum liquidated damages of 10% of the contract value in a contract or penalty of 10% (or more) of the contract value.

- b. The tenderer should submit an undertaking to this effect in Appendix – 23 of Letter of Tender.
- 10.1.3 The Tenderer (any member in case of JV/ Consortium) must not have suffered bankruptcy or insolvency during the previous 60 months from the last date of online tender submission. The Tenderer should submit an undertaking to this effect in Appendix – 24 of Letter of Tender.
- 10.1.4 Tenderers (any member in case of JV/Consortium) shall not have applied for/ obtained corporate debt restructuring in immediately preceding 36 months from the last date of online tender submission. However, the Tenderer (any member in case of JV/ Consortium), who have applied for/ obtained corporate debt restructuring, shall also be considered eligible, only in case the Tenderer's (any member's as applicable) account(s) is/are classified as "standard account" as on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above). The tenderer shall submit an appropriate undertaking in the format given in Appendix – 26 of LOT, along with the appropriate certificate from the statutory auditor (for not applied for/ obtained corporate debt restructuring) or from the statutory auditor and the banker(s) (for account(s) is/are classified as "standard account").

10.2 Work Experience for Rolling Stock

- 10.2.1 The tenderers will be qualified only if they satisfy the minimum eligibility criteria as given below within the past 10 years ending on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above):

Criteria		Requirement		
		Single Entity	JV/ Consortium	
			Combined	Other Partner
1.	Manufacture of minimum 78 number of Cars (Metro, LRT, Suburban EMUs, Train Sets)	Must meet	Must meet	Not Applicable
2.	Out of the quantity mentioned in criteria 1 above, minimum number of Cars manufactured with the specified material; either of:	-	-	-
	2a. minimum 39 number of Cars including design of stainless steel/ aluminium cars	Must meet	Must meet	Not Applicable
	or			
	2b. minimum 39 number of Cars comprising stainless steel/ aluminium/ corten steel/steel EMU/MEMU/Metro Car manufactured in India for either	Must meet	Must meet	Not Applicable

Criteria		Requirement		
		Single Entity	JV/ Consortium	
			Combined	Other Partner
	a metro company or Indian Railways			
	or			
	2c. assembled more than 78 number of aluminium/ stainless steel metro cars in premises in India	Must meet	Must meet	Not Applicable
3.	In case of criteria 2 above being claimed by either 2b or 2c, must have design experience or procure/ subcontract design from experienced designer or form JV/ Consortium with a company having design experience. The credential to this effect should be submitted with the bid.	Tenderer or proposed design subcontract must meet	All partners combined or proposed design subcontract must meet	Not Applicable
4.	At least one contract executed with supplies outside the Parent Company or the Group company for the stipulated quantity in criteria 2 above.	Must meet	Must meet	Not Applicable
5.	Must have supplied the stipulated quantity in criteria 2 above either, in at least one country outside the country of origin; or in India	Must meet	Must meet	Not Applicable
6.	Out of the quantity mentioned in criteria 1 above, minimum 39 number of the Cars shall be in satisfactory revenue operation for at least three years as on the due date of online tender submission	Must meet	Must meet	Not Applicable
7.	Out of the quantity mentioned in criteria 1 above, experience of train integration as well as interface with other systems	Must meet	Must meet	Lead Partner must meet

Criteria		Requirement		
		Single Entity	JV/ Consortium	
			Combined	Other Partner
	(like signalling, tele-communication, track, traction etc.) for minimum 39 number of the Cars			
8.	Must not have abandoned any work	Must meet	Must meet	Must meet
9.	Must not have delayed any work by more than 75% of original period of completion due to the tenderer (each member in case of JV/ Consortium) default	Must meet	Must meet	Must meet
10.	Must not have delayed by more than 50% of original period of completion in more than 20% of the number of works due to the tenderer (each member in case of JV/ Consortium) default	Must meet	Must meet	Must meet

Notes:

- i. In case of JV/ Consortium the credentials will be considered based on the algebraic aggregated credentials of each member. However, the credential of a member/ partner who has a less than 15% participation in JV/ Consortium shall not be considered.
- ii. The Tenderer (each member in case of JV/ Consortium) shall compile a list showing their previous experience of similar contract of last ten years. The Tenderer (each member in case of JV/ Consortium) shall submit details of Work Experience previously executed by them during last ten years in the proforma of Appendix –15A (separately for each contract work experience) and Appendix – 15B of LOT.
- iii. Documentary proof should be submitted, like; client completion certificates clearly indicating the nature and scope of work, actual completion costs, actual completion dates, information and literature etc. Tenders submitted without this documentary proof shall not be evaluated.
- iv. The value of successfully executed sections of any ongoing work up to the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) will be considered for qualification of work experience criteria. In the case of ongoing works, the tenderer shall submit a client certificate with the quantum of the “successfully executed” works.

- v. In case the work is executed for a private client the following shall be submitted: copy of the work order(s), bill of quantities, details of payments received, T.D.S. certificates for all payments received and copy of the final/last bill paid.
- vi. In case of JV/ Consortium, full value of the work(s), if done by the same JV/ Consortium shall be considered. However, if the qualifying work(s) were done by them in JV/ Consortium having different constituents, then the quantum of work(s) as per their participation role in such JV/ Consortium shall be considered. This is to be substantiated with documentary evidence.
- vii. For executed works, the value of work done shall be updated to the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) price level assuming 5% inflation for Indian Rupees per year (or part thereof) and 2% for foreign currency portions per year (or part thereof). The exchange rate of foreign currency shall be applicable 28 days before the last date of online Tender submission.

10.2.2 The Tenderer will be qualified only if they satisfy the following requirements as given below.

Criteria		Requirement	
		Single Entity	JV/ Consortium
1.	General cumulative experience of minimum 10 years in the Design and Manufacturing of Propulsion Equipment (Traction Converter Inverter, Auxiliary Converter Inverter and Traction Motor) for Metros (i.e., MRT, LRT, Sub-urban Railways or semi/ high speed railways) rolling stocks	Tenderer or proposed subcontractor must meet	“Concerned Partner” * or proposed subcontractor must meet
2.	Supply and satisfactory revenue operation for at least five (5) years, of the Propulsion Equipment (Traction Converter Inverter, Auxiliary Converter Inverter and Traction Motor) in minimum aggregate of 500 cars comprising of both powered and non-powered cars, under minimum five (5) different contracts in the Metros (i.e., MRT, LRT, Sub-urban Railways or semi/ high speed railways), out of which minimum two (2) in different countries outside the country of origin or in India	Tenderer or proposed subcontractor must meet	“Concerned Partner” * or proposed subcontractor must meet

Notes:

- i. * **“Concerned Partner”** for these criteria shall mean the partner of JV/ Consortium who is proposed to provide the Propulsion Equipment. Experience of Parent or group company will also be considered for these criteria only.
- ii. The Tenderer (each member in case of JV/ Consortium) shall compile a list showing their previous experience of similar contract of last ten years. The Tenderer (Concerned Partner in case of JV/ Consortium) shall submit details of Work Experience previously executed by them during last ten years in the proforma of Appendix –15C and 15D of LOT respectively.
- iii. Documentary proof should be submitted, like; client completion certificates clearly indicating the nature and scope of work, actual completion costs, actual completion dates, etc. Tenders submitted without this documentary proof shall not be evaluated.
- iv. In case the work is executed for a private client the following shall be submitted: copy of the work order(s), bill of quantities, details of payments received, T.D.S. certificates for all payments received and copy of the final/last bill paid.
- v. In case of JV/ Consortium, full value of the work(s), if done by the same JV/ Consortium shall be considered. However, if the qualifying work(s) were done by them in JV/ Consortium having different constituents, then the value of work(s) as per their participation role in such JV/ Consortium shall be considered. This is to be substantiated with documentary evidence.
- vi. A consent letter/MOU from the proposed sub-contractor shall be submitted by the Tenderer stating that they will work with the Tenderer, in case if the work is awarded to the Tenderer.

10.3 Work Experience for Signalling & Train Control

- 10.3.1 The tenderers will be qualified only if they satisfy the minimum eligibility criteria (a) or (b) or (c), and (d) as given below within the past 7 (seven) years ending on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above).

Criteria		Requirement			
		Single Entity	JV/ Consortium		* Foreign Partner/ Entity
			Combined	Concerned Partner ***	
a.	Execution of at least one “Similar Work” ** contract of value of INR 361 Crores or more.	Must meet* [Refer Note i below]	Must meet* [Refer Note i below]	must have executed “Similar Work” ** from one contract of minimum INR 180 Crores	[Refer Note i below]
or					

Criteria		Requirement			
		Single Entity	JV/ Consortium		* Foreign Partner/ Entity
			Combined	Concerned Partner ***	
b.	Execution of at least two “ Similar Work ” ** contracts each of value of INR 225 Crores or more	Must meet* [Refer Note i below]	Must meet* [Refer Note i below]	must have executed “ Similar Work ” ** from one contract of minimum INR 180 Crores	[Refer Note i below]
or					
c.	Execution of at least three “ Similar Work ” ** contracts each of value of INR 180 Crores or more.	Must meet* [Refer Note i below]	Must meet* [Refer Note i below]	must have executed “ Similar Work ” ** from one contract of minimum INR 180 Crores	[Refer Note i below]
and					
d.	Integration of Signalling and Train Control System including major subsystems (Interlocking, ATP, ATS and Radio), with other subsystems (Telecommunication systems, Rolling stock, Track, Traction & Power Supply, Platform screen door, etc) in at least one similar work, out of the work(s) submitted in support of above criteria (a) or (b) or (c)	Must meet	Not Applicable	Must meet	Not Applicable

Notes:

- i. ** “**Similar Work**” for these criteria shall mean Design, Supply, Installation, Testing and Commissioning of Signalling & Train Control system using radio

based CBTC with moving block including CBI, ATO & ATP subsystem (out of which CBI and ATP subsystems shall be from OEMs under same parent company) in Mass Rapid Transit System (which includes Metro Rail and/or High-Speed Rail).

* If any of **“Similar Work”** ** under criteria (a) or (b) or (c) above have been done by **foreign partner/ entity** in its home country then in addition to this(these) work(s), the foreign partner/ entity must have done at least one **“Similar Work”** ** equal to or more than **INR 180 Crores** outside the country of the foreign partner/ entity.

- ii. *** **“Concerned Partner”** for these criteria shall mean the partner of JV/ Consortium who is proposed to execute the works related to Signalling & Train Control system.
- iii. The Tenderer shall submit details of Work Experience previously executed by them to be considered qualified in the proforma of Appendix –16A of LOT.
- iv. Documentary proof should be submitted, namely; client completion certificates clearly indicating the nature and scope of work, actual completion costs, actual completion dates. Tenders submitted without this documentary proof shall not be evaluated.
- v. The value of successfully executed sections of any ongoing work up to the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) will be considered for qualification of work experience criteria. In the case of ongoing works, the tenderer shall submit a client certificate with the value of the “successfully executed” works.
- vi. In case the work is executed for a private client the following shall be submitted: copy of the work order(s), bill of quantities, details of payments received, T.D.S. certificates for all payments received and copy of the final/last bill paid.
- vii. If the above “Similar Work” comprise other works also, then client’s certificate clearly indicating the amount of work done in respect of the “Similar Work” shall be submitted by the tenderer in support of work experience along-with their tender submissions
- viii. In case of JV/ Consortium, full value of the work(s), if done by the same JV/ Consortium shall be considered. However, if the qualifying work(s) were done by them in JV/ Consortium having different constituents, then the value of work(s) as per their percentage participation in such JV/ Consortium shall be considered. This is to be substantiated with documentary evidence.
- ix. For executed works, the value of work done shall be updated to the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) price level assuming 5% inflation for Indian Rupees per year (or part thereof) and 2% for foreign currency portions per year (or part thereof). The exchange rate of foreign currency shall be applicable 28 days before the last date of online Tender submission.

- x. All the minimum eligibility criteria values mentioned above are excluding taxes. These values shall be substantiated by the Tenderer with documentary evidences.
- 10.3.2 The Tenderer will be qualified only if they satisfy the following requirements as given below within last 7 (seven) years ending on the Credential Cut-off Date (as confirmed in EQC para 8.1.6 above).

Criteria		Requirement	
		Single Entity	JV/ Consortium
a.	“substantially completed” * at least two Continuous Automatic Train Control (CATC) works (out of which at least one CBTC) outside the country of origin/country of manufacture or in India, in Mass Rapid Transit System (which includes Metro Rail and/or High-Speed Rail).	Tenderer must meet	“Concerned Partner” ** must meet
b.	at least one 10 Route km of UTO/DTO, which have been commissioned and proven for at least one year with satisfactory operation by any of the group company under same parent company, in Mass Rapid Transit System (which includes Metro Rail and/or High-Speed Rail).	Tenderer must meet	“Concerned Partner” ** must meet

Notes:

- * **“substantially completed”** for criteria (a) above, shall mean testing and commissioning.
- ** **“Concerned Partner”** for these criteria shall mean the partner of JV/ Consortium who is proposed to execute the works related to Signalling & Train Control system.
- The Tenderer shall submit details of Work Experience previously executed by them to be considered qualified in the proforma of Appendix –16C and 16D of LOT for above criteria (a) and (b) respectively.
- Documentary proof should be submitted, namely; client completion certificates clearly indicating the nature and scope of work, actual completion costs, actual completion dates. Tenders submitted without this documentary proof shall not be evaluated.
- In case the work is executed for a private client the following shall be submitted: copy of the work order(s), bill of quantities, details of payments received, T.D.S. certificates for all payments received and copy of the final/last bill paid.

- vi. In case of JV/ Consortium, full quantum of the work(s), if done by the same JV/ Consortium shall be considered. However, if the qualifying work(s) were done by them in JV/ Consortium having different constituents, then the quantum of work(s) as per their percentage participation in such JV/ Consortium shall be considered (or as certified by the Client furnishing exact value/quantity of work done by the subject member/partner of the JV/Consortium). This is to be substantiated with documentary evidence.

10.4 Work Experience for Telecommunication

- 10.4.1 The tenderers will be qualified only if they satisfy the minimum eligibility criteria (a) or (b) or (c), and (d) as given below within the past 7 (seven) years ending on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above).

Criteria		Requirement			
		Single Entity	JV/ Consortium		* Foreign Partner/ Entity
			Combined	Concerned Partner***	
a.	Execution of at least one “ Similar Work ” ** contract of value of INR 219 Crores or more.	Must meet* [Refer Note iii below]	Must meet* [Refer Note iii below]	must have executed “ Similar Work ” ** from one contract of minimum INR 110 Crores [Refer Note iii below]	[Refer Note i below]
or					
b.	Execution of at least two “ Similar Work ” ** contracts each of value of INR 137 Crores or more	Must meet* [Refer Note iii below]	Must meet* [Refer Note iii below]	must have executed “ Similar Work ” ** from one contract of minimum INR 110 Crores [Refer Note iii below]	[Refer Note i below]
or					
c.	Execution of at least three “ Similar Work ” ** contract each of value of INR 110 Crores or more.	Must meet* [Refer Note iii below]	Must meet* [Refer Note iii below]	must have executed “ Similar Work ” ** from one contract of minimum INR 110 Crores [Refer Note iii below]	[Refer Note i below]

Criteria		Requirement			
		Single Entity	JV/ Consortium		* Foreign Partner/ Entity
			Combined	Concerned Partner***	
and					
d.	Integration of telecom system, sub-systems and software	Must meet [Refer Note iii below]	Must meet [Refer Note iii below]	Must meet [Refer Note iii below]	Not Applicable

Notes:

- i. ** **“Similar Work”** for these criteria shall mean Design, Supply, Installation, Testing and Commissioning of Telecommunication Systems in Mass Rapid Transit System (which includes Metro Rail and/or High-Speed Rail). This Telecommunication Systems must comprise at least following sub-systems:
- Radio system (TETRA),
 - Fiber optic transmission system (FOTS) based on Gigabit Ethernet (GE) network,
 - Passenger Information Display System (PIDS),
 - Public Address System (PAS), and
 - Three (3) out of the following ten (10) sub-systems:
 - Time Distribution System
 - Telephone system
 - Emergency help point system
 - Closed Circuit Television system (CCTV)
 - Voice Recording Systems
 - Uninterrupted Power Supply
 - Video Transmission System
 - Fault Reporting System
 - Access Control and Intrusion Detection System
 - Office Automation and IT

* If any of **“Similar Work”** ** under criteria (a) or (b) or (c) above have been done by **foreign partner/ entity** in its home country then in addition to this(these) work(s), the foreign partner/ entity must have done at least one **“Similar Work”** ** equal to or more than **INR 110 Crores** outside the country of the foreign partner/ entity.

- ii. *** **“Concerned Partner”** for these criteria shall mean the partner of JV/ Consortium who is proposed to execute the works related to telecommunication systems.
- iii. The Tenderer (Single Entity or JV/ Consortium) or proposed subcontractor must meet these criteria of (a) or (b) or (c) and (d). The Telecom System Integrator shall be either the Tenderer (Single Entity or Concerned Partner of the JV/ Consortium, as the case may be) or proposed subcontractor. Individual telecom sub-systems (supply portion) may be sublet but the overall responsibility for the systems including the system and software integration of all the telecom sub-systems will vest with the tenderer (Single Entity or Concerned Partner of the JV/ Consortium or proposed subcontractor, as the case may be) who should have necessary expertise for the same. “Concerned Partner” criteria shall not be applicable, in case of proposed subcontractor. A consent letter/MOU from the proposed subcontractor shall be submitted by the Tenderer stating that they will work with the Tenderer, in case the work is awarded to the Tenderer, failing which the bid shall be treated as non-responsive.
- iv. The Tenderer shall submit details of Work Experience previously executed by them to be considered qualified in the proforma of Appendix –17A of LOT.
- v. Documentary proof should be submitted, namely; client completion certificates clearly indicating the nature and scope of work, actual completion costs, actual completion dates. Tenders submitted without this documentary proof shall not be evaluated.
- vi. The value of successfully executed sections of any ongoing work up to the Credential Cut-off Date (as confirmed in EQC para 8.1.6 above) will be considered for qualification of work experience criteria. In the case of ongoing works, the tenderer shall submit a client certificate with the value of the “successfully executed” works.
- vii. In case the work is executed for a private client the following shall be submitted: copy of the work order(s), bill of quantities, details of payments received, T.D.S. certificates for all payments received and copy of the final/last bill paid.
- viii. If the above “Similar Work” comprise other works also, then client’s certificate clearly indicating the amount of work done in respect of the “Similar Work” shall be submitted by the tenderer in support of work experience along-with their tender submissions
- ix. In case of JV/ Consortium, full value of the work(s), if done by the same JV/ Consortium shall be considered. However, if the qualifying work(s) were done by them in JV/ Consortium having different constituents, then the value of work(s) as per their percentage participation in such JV/ Consortium shall be considered. This is to be substantiated with documentary evidence.
- x. For executed works, the value of work done shall be updated to the Credential Cut-off Date (as confirmed in EQC para 8.1.6 above) price level assuming 5%

inflation for Indian Rupees per year (or part thereof) and 2% for foreign currency portions per year (or part thereof). The exchange rate of foreign currency shall be applicable 28 days before the last date of online Tender submission.

- xi. All the minimum eligibility criteria values mentioned above are excluding taxes. These values shall be substantiated by the Tenderer with documentary evidences.

10.5 Financial Standing

- 10.5.1 The Tenderers will be qualified only if they have minimum financial capabilities as below:

Criteria		Requirement		
		Single Entity	JV/ Consortium	
			Combined	Each Partner
a.	Liquidity: minimum INR 86 Crores [Refer Note iii below]	Must meet	Must meet the criteria by weighted average method based on percentage participation of each partner	Not Applicable
b.	Net Worth: Net Worth should be positive in at least 3 (three) years , out of the last five audited financial year	Must meet	Must meet the criteria by weighted average method based on percentage participation of each partner	Not Applicable
c.	Annual Average Turnover: annual average turnover with respect to Rolling Stock/ Signalling & Train Control/ Telecommunication of last five financial years should be minimum INR 515 Crores	Must meet	Must meet the criteria by weighted average method based on percentage participation of each partner	Not Applicable

Notes:

- i. Financial data for last five financial years has to be submitted by the Tenderer in Appendix – 18 of LOT along with audited financial statements. All such documents reflect the financial data of the Tenderer or member in case of JV/ Consortium, and not of sister, subsidiary or Parent Company. Works in Hand showing existing commitments to be submitted by the Tenderer in Appendix – 19 of LOT. The financial data in the prescribed format of Appendix – 18 and 19 of LOT shall be endorsed / signed in original and stamped by a Chartered Accountant along with the CA's membership number. In case audited balance

sheet of the last financial year is not made available by the Tenderer, then such Tenderer have to submit an affidavit certifying that 'the balance sheet has actually not been audited so far'. In such a case the financial data of previous '4' audited financial years will be taken into consideration for evaluation. If audited balance sheet of any year other than the last year is not submitted, the tender may be considered as non-responsive; subject to following Note ii.

- ii. In case of JV/ Consortium the credentials of all the member(s)/ partners(s) having a minimum of 15% participation each in JV/ Consortium shall be required to be submitted by the Tenderer and shall be considered for evaluation. The credential of a member/ partner who has a less than 15% participation in JV/ Consortium shall not be considered. In case of JV/ Consortium between companies with subsidiaries, the consolidated numbers of the parent company will only be considered.
- iii. The Liquidity will be calculated based on following formula:

$$\text{Liquidity} = \text{WC} + \text{C} - (2 * \text{EC})$$

Where;

WC = Working Capital, calculated by {Current Assets – (Current Liabilities + Provisions)}, as per latest audited balance sheet

C = all available credits including lines of credit, overdraft facilities and other financial means

Letter(s) (as per proforma given in Annexure – 6 of ITT) from Scheduled Bank(s) in India (meaning a bank which has been included in the Second Schedule of Reserve Bank of India Act, 1934, with subsequent amendments if any; including Scheduled Commercial Foreign Banks with branch in India), excluding Cooperative Banks, should clearly substantiate the amount of lines of credit, overdraft facilities and other financial means, as on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above).

EC = Monthly Existing Commitments, which is the sum total of monthly outstanding value of all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion; but for which an unqualified; full completion certificate has yet to be issued. The outstanding value and remaining contract period shall be as on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above).

The Tenderer should submit details of Liquidity in the proforma of Appendix – 20 of LOT.

- iv. Example for weighted average method: Let Member-1 has percentage participation = M and Member-2 has = N. Let the Net worth of Member-1 is

“A” and that of Member-2 is “B”, then the Net worth of JV will be = $(AM+BN) / 100$

10.6 Bid Capacity Criteria

10.6.1 The tenderers will be qualified only if their available bid capacity is more than the approximate cost of work as per NIT.

Criteria		Requirement		
		Single Entity	JV/ Consortium	
			Combined	Each Partner
a.	Bid Capacity: Available Bid Capacity should be minimum INR 2145 Crores [Refer Note iii below]	Must meet	Must meet the criteria by weighted average method based on percentage participation of each partner [Refer Note vi below]	Not Applicable

Notes:

- Financial data for latest last five financial years has to be submitted by the tenderer in Appendix – 18 of LOT along with audited financial statements. The financial data in the prescribed format shall be endorsed /signed in original and stamped by a Chartered Accountant along with the CA's membership number.
- In case of JV/ Consortium the credentials of all the member(s)/ partners(s) having a minimum of 15% participation each in JV/ Consortium shall be required to be submitted by the Tenderer and shall be considered for evaluation. The credential of a member/ partner who has a less than 15% participation in JV/ Consortium shall not be considered. In case of JV/ Consortium between companies with subsidiaries, the consolidated numbers of the parent company will only be considered.
- Available bid capacity will be calculated based on the following formula:

$$\text{Available Bid Capacity} = 2 \times A \times N - B$$

Where,

A = Maximum of the value of Rolling Stock/ Signalling & Train Control/ Telecommunication works executed in any one year during the last five financial years [updated up to the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) price level assuming 5% inflation for Indian Rupees every year (or part thereof) and 2% for foreign currency portions per year (or part thereof)].

N = No. of years prescribed for completion of this work (4.18)

- B** = Value of existing commitments, as on the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) for on-going works for next 50 months period with effect from the next day of the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above)
- iv. The value of existing commitments for on-going works during the period 50 months period with effect from the next day of the Credential Cut-Off Date (as confirmed in EQC para 8.1.6 above) has to be submitted by the tenderer in Appendix – 19 of LOT. This data shall be certified by a Chartered Accountant with his stamp and signature in original and with his membership number.
- v. The Tenderer should submit details of Bid Capacity in the proforma of Appendix – 21 of LOT.
- vi. Example for weighted average method: Let Member-1 has percentage participation = M and Member-2 has = N. Let the Bid Capacity of Member-1 is “A” and that of Member-2 is “B”, then the Bid Capacity of JV will be = $(AM+BN) / 100$.

10.7 Litigation History

- 10.7.1 Details pertaining to litigation history will be evaluated for last 10 years ending as on last date of online tender submission. The Employer may, at its discretion accept/ reject the tender based on this Litigation History.

Notes:

- i. The Tenderer (each member of JV/ Consortium) shall provide accurate information on any litigation or arbitration resulting from contracts completed or under execution during last 10 years ending on the last date of online tender submission, in Appendix – 28 of LOT.
- ii. If the litigation started by the Tenderer (or any member of JV/ Consortium) without recourse to measures of Dispute Resolution and Arbitration as provided in the Contract or the litigation in respect of challenge of award of Arbitration by the Tenderer (or any member of JV/ Consortium), will be treated as Litigation case indulged by the Tenderer for this criterion of Litigation History.