

# **Application Document**

For Prequalification of Indian Consultancy Firms

for

Preparation of Detailed Project Report (DPR)

and

as Project Management Consultant (PMC)

for

Revitalization of Coffee, Cotton and Livestock Sectors in  
Kenya

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**Export-Import Bank of India**  
**Date: September 23, 2022**

**INVITATION FOR PREQUALIFICATION OF CONSULTANTS FOR PREPARATION OF DETAILED PROJECT REPORT (DPR) AND/OR AS PROJECT MANAGEMENT CONSULTANTS (PMC) FOR GOVERNMENT OF INDIA LINE OF CREDIT (LOC) PROJECT**

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The Export-Import Bank of India [hereafter Exim Bank, or the Bank], on behalf of the Government of India (GOI), extends from time-to-time, concessional credit facilities under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments/ their nominated agencies in developing countries for financing projects involving procurement of goods, civil works, consultancy and non-consultancy services to be contracted to Indian entities.

These Lines of Credit (LOCs) are governed by the Guidelines issued by the GOI from time-to-time. As per the extant guidelines issued vide letter F.No. 5/7/2019-IDEAS dated March 31, 2022, the Bank is required to carry out a prequalification exercise and provide a list of prequalified bidders to the Borrower for invitation of bids for specific contract packages under the project(s) financed by the LOCs.

In pursuance to the above, the Bank invites Applications from eligible Indian Consultancy firms for prequalification for preparation of Detailed Project Report (DPR) and as Project Management Consultant (PMC) for the project for Revitalization of Coffee, Cotton and Livestock Sectors in Kenya.

An upfront and non-refundable Processing Fee of INR 25,000 plus applicable GST (presently 18%) is payable through NEFT transfer as per details given below:

[i]	Applicant's Name	<Applicant's Name>
[ii]	Name of Beneficiary	Export-Import Bank of India
[iii]	Beneficiary's Bank Name	Export-Import Bank of India
[iv]	Account No.	HO00INR11011004
[v]	IFSC Code	EIBI0HO0001
[vi]	GST Number	27AAACE2769D1ZS
[vii]	Narration to be inserted for NEFT	GOILOC-248/Kenya/CS-55

The preparation and submission of Application for Prequalification is **required in off-line mode (hardcopy)** in accordance with the provisions of the Application Document.

Completed Applications (off-line) in accordance with the provisions of the Application Document along with NEFT acknowledgement receipt should be delivered physically by **October 25, 2022, 15:00 hours**, at the following address:

Mr. Sanjay Lamba  
Deputy General Manager  
Lines of Credit Group  
Export-Import Bank of India  
Office Block, Tower 1  
7th Floor, Adjacent Ring Road  
Kidwai Nagar [East]  
New Delhi – 110023  
E-mail: [eximloc@eximbankindia.in](mailto:eximloc@eximbankindia.in)  
Website: [www.eximbankindia.in](http://www.eximbankindia.in)

This Application Document (AD) consists of the following Parts:

- Part I. Scope of Consultancy Services**  
This Part includes a summary description and other data on this prequalification process and of the prospective project to be contracted by the Borrower Government/ Procuring Entity subsequent to this prequalification.
- Part II. Instructions to Applicants (ITA)**  
This Part provides information to the Applicants in preparing and submitting their Applications for Prequalification (“Applications”) and the procedures for this prequalification process.
- Part III. Data Sheet (DS) to ITA**  
This Part includes specific provisions that supplement Part II, Instructions to Applicants.
- Part IV. Prequalification Criteria and Requirements**  
This Part specifies the criteria and requirements and the procedure to be used to determine how Applicants shall be prequalified and later to be invited to bid by Borrower Government/ Procuring Entity.
- Part V. Forms**  
This Part includes the Application Submission Form and other forms required to be submitted with the Application.
- Part VI. Questionnaire for Applicants**  
This questionnaire requires the prospective Applicants to furnish certain basic information, and confirm certain facts relating to their firm/ joint venture with respect to past performance and prospective engagement.

# **Application Document**

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Revitalization of Coffee, Cotton and Livestock Sectors in  
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**Invitation for Prequalification**  
**No.: GOILOC-248/Kenya/CS-55**

**Issued on: September 23, 2022**

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## **Part I: Scope of Consultancy Services**

The Export-Import Bank of India (Exim Bank or the Bank), on behalf of the Government of India (GOI), has approved financing of a project out of a Line of Credit extended to the Government of Republic of Kenya for Revitalization of Coffee, Cotton, and Livestock sectors. A part of the LOC shall be utilized for preparation of Detailed Project Report (DPR) and for appointment of Project Management Consultant (PMC) for the Project for Revitalization of Coffee, Cotton, and Livestock Sectors, for which Exim Bank now seeks applications for prequalification from eligible Indian Consultancy firms. Refer to Part II ITA 4 for eligibility provisions.

### **A) Background of the Project**

Agriculture sector remains the backbone of Kenya's economy. It is one of the most important sectors of Kenya's economy, contributing approx. 26% of GDP, 60% of export earnings and employs 75% of the national labour force. Over 80% of the Kenyan population lives in the rural areas and derives its livelihood directly or indirectly from agriculture. Development of agriculture is, therefore, crucial in poverty reduction since most of the vulnerable groups including pastoralists and subsistence farmers depend on agriculture as their main source of livelihood.

The coffee, cotton and livestock sectors, despite being important contributors of Kenya's GDP, have been underperforming owing to myriad challenges ranging from production, processing, marketing, global economies liberalization and climate change. Coffee was mainly produced in the white highlands in large estates. Upon independence, the government promoted coffee production among other citizens and small scale production paralleled large scale production. Between 1979 and 1990, the government initiated two successive coffee improvement programmes (CIP I and SCP II) that expanded capacities of coffee cooperative to handle farmers' produce. Production of coffee has deteriorated from 128,862 tons during 1987-88 when it was at the peak to 36,867 tons during 2019-2020 owing to low producing varieties, inefficient processing and poor market system.

Cotton production reached a peak of 38,000 MT seed cotton during 1984-85. Production levels have greatly reduced to 4,000 MT per year and has been on decline since 1995 due to high cost of production, inadequate extension service, inadequate investment in yarn spinning and fabric manufacturing.

On livestock sector, over 70% of Kenya's land surface area is categorized as arid and semi-arid lands, with approx. 60% share of country's livestock. One of the flagship projects for livestock sub-sector under Kenya vision 2030 is establishment of 4-5 disease free zones and livestock processing facilities to enable Kenyan livestock products to meet international standards. In line with this, there is a need to set up abattoirs and quarantine facilities in strategic locations along the northern corridors to improve dilapidated market infrastructure and address sanitary requirements for livestock products.

### **Project Objective**

The Ministry of Agriculture, Livestock, Fisheries and Cooperatives takes cognizance of the coffee, cotton and livestock value chains as key players in the government's efforts to improve the livelihood of Kenyans. The value chains contribute towards realization of Sustainable Development Goals (SDGs), Kenya Vision 2030, Agricultural Sector Transformation and Growth Strategy (ASTGS) and the government's BIG FOUR agenda that leads to food security, employment creation and improved incomes.

The overall goal of this project is to enhance food and nutrition security, increase incomes and create employment through increasing agricultural mechanization from the current 30% to 40% in coffee, cotton and livestock value chains by the year 2024.

The project for revitalization of Coffee, Cotton and Livestock sectors aims at enhancing value chain including production and productivity, efficiency in processing and product value by way of upgrading/ enhancing infrastructure, machinery and equipment which shall result into better income and improved livelihood of the Kenyan farming community. This Project is, therefore, in line with these policies and its implementation will lead to sustainable livelihoods.

### **The Project Output**

The Project activities are outlined below :

- i. **Lot I - Coffee:**
  - a. Modernisation of primary coffee processing infrastructure
- ii. **Lot II - Cotton:**
  - a. Enhanced uptake of quality cotton seeds and inputs by farmers
  - b. Improved marketing structures through cotton aggregation
  - c. Enhanced primary processing of cotton
  - d. Modernisation of Montex mills
  - e. Enhanced research and development in cotton
- iii. **Lot III - Livestock:**
  - a. Increased animal disease surveillance and control
  - b. Increased number of efficient and effective Pastoralist Cooperative Societies
  - c. Enhanced quality of meat products
  - d. Modernisation of meat processing infrastructure and machinery

### **The Project Activities**

The Project activities based on the expected outputs are outlined below:

- i. **Lot I - Coffee**
  - a. Assess the current status of coffee factories
  - b. Design, tender preparation and procurement of contractors
  - c. Install digital information management systems in coffee societies
  - d. Install Eco-pulpers in coffee factories
  - e. Modernise coffee drying beds in factories
  - f. Equip each factory with a digital moisture meter
  - g. Install remote controlled security systems in the factories
  - h. Install solar powered lighting systems in the factories
  - i. Improvement of the factory gates and fencing
  - j. Repair all civil works and ceramic tiling of surfaces
  - k. Train factory managers and clerks on improved systems
  - l. Modernise the model coffee factory at CRF-Ruiru for training and benchmarking

- ii. **Lot II - Cotton**
  - a. Enhanced uptake of quality cotton seeds and inputs by farmers
    - Mobilisation of growers by county Governments
    - Procurement and distribution of quality cotton seeds and inputs
    - Monitoring and adoption of Good Agricultural Practices (GAPs)
  - b. Improved marketing structures through cotton aggregation
    - Site identification and selection
    - Design, tender preparation and procurement of contractors
    - Construction of cotton aggregation centers
  - c. Enhanced primary processing of cotton
    - Assess the current status of cotton ginneries
    - Design, tender preparation and procurement of contractors
    - Rehabilitation of ginnery premises
    - Supply, installation, testing and commissioning of ginneries
  - d. Modernisation of Mountex mills
    - Assess the current status of Mountex mills
    - Design, tender preparation and procurement of contractors
    - Rehabilitation of textile mills
  - e. Enhanced research and development in cotton
    - Site identification and selection of a cotton lab
    - Designs and tender preparations and procurement of contractors
    - Construction, equipping and commissioning of a cotton laboratory
- iii. **Lot III - Livestock**
  - a. Completion and equipping of Segal Abattoir
    - Preparation of tender documents and undertaking tendering process
    - Complete civil works for constructed abattoir facility
    - Supply and installation of meat processing machinery and equipment
    - Installation of digital information management systems
    - Installation of electric power in the abattoir
  - b. Construction of Livestock Quarantine Facilities in Meru County
    - Preparation of tender documents and undertaking tendering process
    - Construction and equipping of Quarantine facilities

## **B] Scope of work**

### **i) Preparation of Detailed Project Report (DPR)**

Detailed Project Report (DPR) for each of the three Lots for the Project for Revitalization of Coffee, Cotton and Livestock sectors in Kenya, shall be prepared in coordination with the Project Authority. The scope for preparation of DPR shall broadly include but not limited to the following:

- Setting up of coffee & cotton processing facility and construction of abattoir facility, as applicable;
- Social, economic and technical rationale of the proposed project;



- A detailed cost break-up along with detailed justification under each head;
- Assessment about the availability of land for the proposed project / units, as also, details of access/ right of way to the site;
- Review the farm machinery/ equipment/plant needed (quality and quantity);
- Requirement and availability of raw materials and intermediate inputs;
- Requirement and availability of utilities like water, electricity, sewerage, etc.;
- Requirement and availability of skilled and unskilled human resources in the region, as may be required during construction phase of the contract;
- Provisions of various departments of the Government of Kenya for implementation of the project, such as tax exoneration, allotment of land, environmental clearances, security to the Indian personnel, clearance of goods from the port authorities and its transportation to the site, etc., as an information to the prospective bidders;
- A report stating cost benefit analysis for various technologies/options available for the completion of the project;
- Availability of the major project components from Indian entities, along with the names of established and reputed Indian entities conforming to the requirement of 75% Indian Content. Attainability of the minimum Indian content of 75% value of the contract of work and equipment;
- The DPR consultant, while arriving at detailed cost estimates and breakup including detailed design, should also mention about feasible transport routes for material from India and associated costs of work and equipment;
- Requirements in connection with EIA (Environment Impact Analysis) studies and applicable regulations, and environmental clearance/approvals;
- The DPR consultant would need to evaluate the technical and financial sustainability plan of the proposed project and the capability of the host Government to ensure smooth maintenance of the facilities set up under the project, post implementation;
- Consultant to complete the detailed requirement by conducting site specific surveys; Financial and technical feasibility of the proposed project; Benefits to the country of domicile and the locality of the project; and
- Any other specific requirements suggested by the Borrower/Project Authority during DPR preparation phase.

## **ii) Project Management Consultant (PMC) services**

Project Management Consultant (PMC) services for each of the three Lots for the Project for Revitalization of Coffee, Cotton and Livestock sectors in Kenya are required for proper planning and implementation of pre-construction activities, implementation, and quality control, timely completion of all activities and successful commissioning of the project, training and transfer of technology. The PMC services shall broadly include but not limited to the following:

### **Phase – I**

- To review the already executed DPR and if need be, execute a detailed feasibility study and design the system accordingly, and may incorporate recommendations from a DPR consultant if found to be in tandem with his findings.
- Tender Engineering, including Preparation of Technical Specifications, Tender documents of work and equipment;
- Assistance in Tender evaluation and recommendation of award of Procurement and Construction contract of work and equipment;
- Review of designs and equipment list;
- Technical assistance in finalization of Bills of Quantities and the budget of work and equipment (BOQ);

## **Phase - II**

- Ensure synchronization of shipments from India by contractor in tandem with physical progress and site preparedness;
- Inspection of materials at manufacturer's works before dispatch to site;
- Construction supervision of civil works, and monitoring of implementation of the project;
- Certification of work progress and invoices including the requirement of 75% Indian Content in each contract;
- Submission of monthly, periodic status report to project authority, Exim Bank, Indian Mission in Nairobi and Ministry of External Affairs, Government of India;
- Evaluation of operations and maintenance;
- Maintaining daily site diaries, photographic record of the progress of the works and daily reports to verify contractor's daily records of labour, plant and equipment, weather conditions, progress, instructions and delays;
- Monitoring the contract's cost relative to the contract budget and programmed expenditure taking into account actual quantities and updating quantity estimates, costs of variation orders, costs of potential claims and any other costs. Reporting should be prepared on monthly basis or at any time when major changes occur which may adversely affect the client's budgetary provisions;
- Flagging of foreseen delays in the project on timely basis;
- Post-commissioning stages of a project; and
- Any other specific requirements specified by the Borrower in tender documents.

All activities performed by the PMC must be approved by the local government officials.

## **C] Contract execution period**

Detailed Project Reports (DPRs) for each Lot are expected to be prepared and submitted within a period of 6 months from the date of inclusion of contract by Exim Bank under the Line of Credit.

Project Management Consultants' (PMC) scope of work for each Lot will commence only after DPRs are approved by the Government of India and from the date of inclusion of contract by Exim Bank under the Line of Credit. The PMC service will commence from preparation of tender documents until the end of the Defects Liability Period (DLP). The total duration of the contract is expected to be 36 months (construction period) followed by 12 months (defects liability period).

**The Borrower may sign separate contracts for DPR and PMC.**

## **D] Project Authority**

State Department for Crop Development and Agriculture Research, Ministry of Agriculture, Livestock, Fisheries and Cooperatives, Government of Kenya, is the Project Authority for the project.

## **E] Lots**

The project has been divided into three (3) Lots. This common Application Document for pre-qualification is applicable for all three Lots distinctly. The Applicant may apply for any or all the three Lots. Subsequent to pre-qualification, the Borrower Government may undertake bidding for the Lots, separately.

## **F] Application**

The Applicant may apply for a single lot, or more than one lot, subject to meeting the eligibility criteria.

## **G] GOI Guidelines**

As per the GOI guidelines, goods, works and services for minimum 75% of the value of the contracts covered under these Lines of Credit, must be sourced from India. Applicants are advised to refer to the GOI guidelines mentioned above which are also available at:

[https://www.eximbankindia.in/assets/pdf/loc/IDEAS\\_2022\\_07042022.pdf](https://www.eximbankindia.in/assets/pdf/loc/IDEAS_2022_07042022.pdf)

Applicants are also advised to refer to the Public Procurement Orders Nos. 1 & 2 dated July 23, 2020 and Public Procurement Order No. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India, which are applicable to the current prequalification process.

## Part II. Instructions to Applicants [ITA]

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## Part II. Instructions to Applicants

### A. General

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|-------------------------------------|--|
| <b>1. Background</b>                | 1.1 The Export-Import Bank of India (hereinafter called “the Bank”), on behalf of the Government of India (GOI), extends from time-to-time, concessional credit facilities (hereinafter called “Lines of Credit”) under the Indian Development and Economic Assistance Scheme (IDEAS) to overseas governments or their nominated agencies (hereinafter called “Borrower or Employer or Project Authority”), for financing projects to be executed by Indian entities. Payment by the Bank to the Indian exporters will be made only at the request of the Borrower and upon approval by the Bank, and will be subject, in all respects, to the terms and conditions of the credit (or financing) agreement.  |
| <b>2. Scope of Prequalification</b> | 2.1 With reference to the Invitation for Prequalification (IFP) indicated in Part III, Data Sheet (DS), this Application Document (“Application Document”) is being issued by the Bank to prospective applicants (“Applicants”) interested in submitting applications (“Applications”) for prequalification as per the scope described in Part I, Scope of Consultancy Services and subject to the provisions of this Application Document.  |
| <b>3. Ethics and Integrity</b>      | <p>3.1 The Bank requires Applicants to participate in this prequalification process with the highest standards of ethics and integrity. It is strictly forbidden to the parties involved in the prequalification process, by themselves or by a third party, to offer, ask or accept for itself or for a third party, financial or non-financial advantage or even direct or indirect promise or any other acts<sup>1</sup>, as offsets for prequalification or bidding or contract award and execution as applicable, if susceptible of being qualified as criminal unlawful acts in accordance with national laws of any party involved.</p> <p>3.2 In pursuance of ITA 3.1 above, Applicants shall permit the Bank to inspect all accounts, records and other documents relating to the submission of the Application, bid submission (in case prequalified), and contract performance (in the case of award), and to have them audited by auditors appointed by the Bank.</p> <p>3.3 If, in accordance with the administrative procedures of the Bank, it is demonstrated that an Applicant in this prequalification process, or during the subsequent bidding for the contract(s) has violated the provisions stated in ITA 3.1 above, the Bank, inter alia,</p> <ul style="list-style-type: none"><li>a. shall reject any Application for prequalification or proposal to award a contract in connection with the subsequent procurement process, as applicable; and/or</li><li>b. may declare an Applicant, temporarily or permanently, ineligible to be awarded future contracts under Bank funding.</li></ul> |
| <b>4. Eligibility of Applicants</b> | 4.1 This prequalification exercise is open to only Indian Applicants in accordance with the provisions of ITA 4.4. Any   |

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<sup>1</sup> These acts shall include, but not limited to, corrupt practice, fraudulent practice, collusive practice, coercive practice, obstructive practice, and conflict of interest.

form of association by the Applicant with ineligible entities either during this prequalification process or subsequent bidding process may be liable for rejection.

- 4.2 For the purpose of applying the eligibility criteria listed in this article 4, "Applicant" would include the single entity or in case of a joint venture ("JV"), each member of the JV, involved or intended to be involved with this prequalification process (as mentioned in Form A.1.2 Applicant's/ JV Member's Information Form), for any part of the prospective contract(s) including related services.
- 4.3 An Applicant may be a single entity or a combination of entities in the form of a JV either existing or with the intent to enter into a JV supported by a letter of intent or JV Agreement listing out the names of all the JV members. In the case of a JV, all members shall be jointly and severally liable for the execution of the subsequent contract(s) in accordance with the respective contract terms. The JV shall be represented by an authorized representative who shall have the authority from all members of the JV so as to conduct all business for and on behalf of the JV during the prequalification process. The limit on the number of members in a JV would be as specified in the **DS**.
- 4.4 This prequalification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is registered in India and/or incorporated/established under any law in force in India, as evidenced by its articles of incorporation and its registration documents, as the case may be.
- 4.5 An Applicant that has been blacklisted/ debarred/ sanctioned by any multilateral development bank (MDB) such as World Bank, Asian Development Bank, or any authority of GOI or the Borrowing Government in accordance with extant rules and procedures, shall be ineligible to participate in the prequalification/ bidding process as applicable, during such period of time as the sanctioning authority shall have determined. In case the Applicant is blacklisted/ debarred/ sanctioned post the prequalification process (i.e. including, during bidding process and/or contract implementation phase), the Applicant shall immediately inform Exim Bank of such blacklisting/ debarment/ sanction and reasons thereof. This may lead to cancellation of Applicant's prequalification / contract.
- 4.6 The list of debarred firms and individuals by certain leading MDBs is available as specified in the **DS**. This may not be an exhaustive list of debarred entities but those which are made available centrally on the respective MDB's website. Additionally, there could be lists of debarred entities issued by various government departments/ procuring entities/ corporations and maintained offline.
- 4.7 An Applicant shall be ineligible to be prequalified if (a) it is currently under default on any loan to any Bank/ Financial Institution (FI) and its account has been classified as Non-Performing Asset (NPA) as per Central Repository of Information on Large Credits (CRILC) database; and/or (b) its promoters/ directors appear in Negative List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit

Information Bureau India Ltd. (CIBIL) Defaulter List and/or any other negative list of central and/or state government agencies, updated from time-to-time. On being included in any of the above lists post the prequalification process (i.e. including during bidding process and/or contract implementation phase), the Applicant shall immediately inform Exim Bank on the inclusion and reasons for inclusion thereof. This may lead to cancellation of Applicant's prequalification / contract.

- 4.8 An Applicant shall (i) be eligible with respect to the provisions of Public Procurement Orders Nos. 1 & 2 dated July 23, 2020 and Public Procurement Order No. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India; and (ii) furnish such evidence of eligibility satisfactory to the Bank, as the Bank shall reasonably request.

## B. Composition of the Application Document

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|------------------------------|---|
| 5. Contents of this Document | <p>5.1 This Application Document consists of the Parts indicated below, and which should be read in conjunction with any Corrigendum issued in accordance with ITA 7.</p> <ul style="list-style-type: none"> <li>• Part I. Scope of Consultancy Services</li> <li>• Part II. Instructions to Applicants (ITA)</li> <li>• Part III. Data Sheet (DS) to ITA</li> <li>• Part IV. Prequalification Criteria and Requirements</li> <li>• Part V. Forms</li> <li>• Part VI. Questionnaire for Applicants</li> </ul> <p>5.2 Unless obtained directly from the Bank, the Bank shall not be responsible for the completeness of the document, responses to requests for clarification, or Addenda to the Application Document in accordance with ITA 7. In case of any discrepancies, documents issued directly by the Bank shall prevail.</p> <p>5.3 An Applicant is expected to study all instructions, and forms in the Application Document and to furnish with its Application all information or documentation as is required by the Application Document.</p> |
| 6. Clarifications            | <p>6.1 A prospective Applicant requiring any clarification of the Application Document shall contact the Bank in writing at the Bank's address indicated in the <b>DS</b>. The Bank will respond in writing to any request for clarification provided that such request is received no later than fourteen (14) days prior to the deadline, or any extension thereof, for submission of the applications. The Bank's response, at its discretion, may be uploaded on its website and shall include a description of the inquiry (without identifying its source) and corresponding clarification. As a result of a clarification the Bank may, if necessary, amend the Application Document in accordance with the provisions of ITA 7.</p> <p>6.2 Any modification to the Application Document that may become necessary as a result of the clarifications to the queries shall be made by the Bank exclusively through the use of a Corrigendum pursuant to ITA 7.</p>  |

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| <b>7. Corrigendum of Application Document</b> | <p>7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.</p> <p>7.2 Any Corrigendum or Addenda issued shall be deemed to be part of the Application Document and shall be published on the Bank's website.</p> <p>7.3 Post Corrigendum, in order to allow sufficient time to the prospective Applicants in preparing their Applications, or for other good reason, the Bank may, at its discretion, extend the deadline for the submission of Applications in accordance with ITA 16.2.</p> |
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### **C. Preparation, Submission and Opening of Applications**

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| <b>8. Cost towards Application</b>                             | 8.1 The Applicant shall bear all costs associated with the preparation and submission of its Application. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the prequalification process.   |
| <b>9. Language</b>   | 9.1 The Application documentation and printed literature that are part of the Application, if in another language, shall be accompanied by an accurate translation of the relevant passages in English language, which shall be the governing language.  |
| <b>10. Documents constituting the Application</b>              | <p>10.1 The Application shall comprise the following:</p> <ul style="list-style-type: none"> <li>(a) Application Submission Form, in accordance with ITA 11.1;</li> <li>(b) documentary evidence establishing the Applicant's eligibility, in accordance with ITA 12.1;</li> <li>(c) documentary evidence establishing the Applicant's qualifications, in accordance with ITA 13; and</li> <li>(d) any other document required as specified in the <b>DS</b>.</li> </ul>   |
| <b>11. Application Submission Form</b>                         | 11.1 The Applicant shall complete an Application Submission Form as provided in Part V (Forms). This Form must be completed without any alteration to its format.  |
| <b>12. Documents Evidencing the Applicant's Eligibility</b>    | 12.1 To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Form and Forms A.1.1 and A.1.2, included in Part V (Forms).  |
| <b>13. Documents Evidencing the Applicant's Qualifications</b> | <p>13.1 To establish its qualifications in accordance with Part IV, Prequalification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms included in Part V without any alteration to the format. Applicant shall also complete the Questionnaire included in Part VI without any alteration to the questions. Each Form included in Part V and the Questionnaire in Part VI shall be duly signed by the authorized representative of the Applicant. In case of JV, authorized representative of the respective member shall sign. Non-compliance with this clause may result in summary rejection of the Application.</p> <p>13.2 Wherever a monetary amount is to be stated, Applicant should indicate the USD equivalent using the rate of exchange determined as follows:</p> <ul style="list-style-type: none"> <li>(a) Exchange rates shall be taken from the publicly available source identified in the <b>DS</b>. Any error in determining the exchange rates in the Application may be corrected by</li> </ul> |



the Bank during evaluation;

- (b) For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR). Equivalent amount in USD shall be arrived at using the exchange rate as on 31st March of respective financial year as specified in the **DS**;
- (c) For data related to contracts signed in the current financial year, unless otherwise specified in the **DS**, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at the USD equivalent; and
- (d) For contracts signed prior to the current financial year, the exchange rate as on 31st March of the respective financial year in which the contract was signed shall be used to arrive at the USD equivalent as specified in the **DS**.

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| <b>14. Authorized Signatory and Number of Copies</b> | 14.1 The Applicant shall prepare one original of the documents comprising the Application as described in ITA 10 and clearly mark it "ORIGINAL". The original of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant. In case the Applicant is a JV, the Application shall be signed by all members of the JV.   |
| <b>15. Preparing the Application Envelope</b>        | 15.1 The Applicant shall enclose the original Application in a sealed envelope that shall: <ul style="list-style-type: none"><li>(a) be addressed to the Bank, as per ITA 16.1;</li><li>(b) mention the name and address of the Applicant; and</li><li>(c) mention the specific identification of this prequalification process indicated in the <b>DS</b> ITA 2.1.</li></ul> 15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above. |
| <b>16. Application Submission Deadline</b>           | 16.1 Applicants must submit their Applications in off-line mode. Applications shall be received by the Bank at the address and no later than the deadline indicated in the <b>DS</b> .<br>16.2 The Bank may, at its discretion, extend the deadline for the submission of Applications by amending the Application Document in accordance with ITA 7.  |
| <b>17. Late Applications</b>                         | 17.1 Applications received after the deadline for submission of applications shall not be admissible, and if received, shall be returned unopened to the Applicant.  |
| <b>18. Opening of Applications</b>                   | 18.1 The Bank shall open all Applications at the date, time and place specified in the <b>DS</b> . Applicants' representatives may be present during opening.  |

#### **D. Procedures for Evaluation of Applications**

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| <b>19. Evaluation to be Confidential</b> | 19.1 Information relating to the Applications, their evaluation and result shall be confidential and will not be disclosed to Applicants or any other person(s) not officially concerned with the prequalification process until the official notification of prequalification results is made in accordance with ITA 25.<br>19.2 From the deadline for submission of Applications to the time of notification of the results of the prequalification in |
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accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the prequalification process (except as specified in ITA 20.1 below), may do so only in writing. Canvassing in any form will be grounds for disqualification.

**20. Clarifications during Evaluation**

- 20.1 During the evaluation of Applications, in case of ambiguity, the Bank may, at its discretion, ask an Applicant for a clarification of its Application, to be submitted within a stated reasonable period of time. Any request for clarification from the Bank and all clarifications from the Applicant shall be in writing. Any clarification submitted by an Applicant that is not in response to a request by the Bank may not be considered.
- 20.2 If an Applicant does not provide (within the time allowed) clarifications and/or documents requested as per the Bank's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

**21. Determination of Responsiveness of Applications**

- 21.1 The Bank may reject any Application which is not responsive to the requirements of the Application Document and may not subsequently be made responsive by correction of the causes of non-responsiveness or by substitution or resubmission of the Application or part thereof.

**E. Evaluation of Applications and Prequalification of Applicants**

**22. Evaluation of Applications**

- 22.1 The Bank shall use the criteria and requirements defined in Part IV, Prequalification Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other methods, criteria, or requirements shall be used. The Bank reserves the right to waive minor deviations from the prequalification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract.
- 22.2 The qualification and experience of sub-contractors(s), if any, proposed by the Applicant will not be considered for evaluation of the Application.
- 22.3 Only the qualifications of the Applicant, in the capacity as prime Consultant/ member of JV to the project authority, shall be considered. In particular, the qualifications of a parent or any other affiliated company of the Applicant, who is not member of the JV except as permitted by ITA 4.3, shall not be considered.
- 22.4 The qualification and experience of the Applicant<sup>2</sup> for execution of contracts in-house or for a parent/ promoter/ subsidiary/ group concerns or for Special Purpose Vehicles (SPVs), set up by the Applicant or its group companies, shall not be considered.

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<sup>2</sup> In case of a public sector Applicant with majority shareholding by the government, experience of execution of contracts for government organizations/ enterprises/ JVs shall be considered provided that such organizations/ enterprises are not under the same administrative ministry/ department through which the government holds majority shareholding in the Applicant, unless such contracts were awarded to the Applicant through an open competitive process.

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| <b>23. Bank's Right to Accept or Reject Applications</b> | 23.1 The Bank reserves the right to accept or reject any Application, and to annul the prequalification process and reject all Applications at any time, without thereby incurring any liability to the Applicants.  |
| <b>24. Prequalification of Applicants</b>                | 24.1 All Applicants, whose Applications substantially meet or exceed the specified qualification requirements, will be prequalified by the Bank.   |
| <b>25. Notification of Prequalification</b>              | <p>25.1 The Bank shall notify the result of the prequalification process through a letter to the prequalified Applicants and to the applicants not meeting the prequalification criteria.</p> <p>25.2 Applicants that have not been prequalified may write to the Bank no later than 7 calendar days after the date of intimation by the Bank, of the result of prequalification, to request clarifications regarding the grounds on which they were not prequalified.</p> |
| <b>26. Subsequent Invitation for Bids</b>                | 26.1 The Bank shall forward the list of prequalified firms to the Borrower for subsequent invitation of Proposals.   |

Part III. Data Sheet (DS) to ITA	
<b>A. General</b>	
<b>ITA 2.1</b>	<p>The identification of the Invitation for Prequalification [IFP] is:  <b>GOILOC-248/Kenya/CS-55</b>  The Bank's address is:  Export-Import Bank of India  Office Block, Tower 1  7th Floor, Adjacent Ring Road  Kidwai Nagar [East]  New Delhi – 110023  Tel: +91 11-2460 7700/24607750  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a>  Website: <a href="http://www.eximbankindia.in">www.eximbankindia.in</a></p>
<b>ITA 4.3</b>	<p><b>The lead partner of the JV shall be the one with the highest share in the JV which shall not be less than 26%.</b> The maximum number of other members in the JV shall be such that each of the other members should have at least <b>20%</b> share. The JV can be either an incorporated JV company or an unincorporated consortium/ association (JVCA or JV) based on a memorandum of understanding. In case of unincorporated JV, the share shall be determined based on the share in the proceeds of the contract (in terms of percentage) being bid for. In other words, if prequalified and invited to bid, the share of JV members in the contract in terms of value shall be in the proportion as stated above.</p> <p>The Letter of Intent to enter into a JV or JV agreement should contain, inter alia, the following:</p> <ul style="list-style-type: none"> <li>- Names of the Lead Partner and each of the other members</li> <li>- Percentage share of each JV member</li> <li>- Confirmation of Joint and Several Liability of all members of the JV</li> </ul> <p>The JV is permissible at prequalification Stage only. The JV which is prequalified will be sustained for the entire bidding process. JV among prequalified Consultants and non-prequalified Consultants or any other entity is not allowed subsequent to prequalification stage. No change of JV members or change in percentage (%) of share in JV is allowed subsequent to prequalification. A member of JV shall not be permitted to participate either in individual capacity or as a member of another JV in the same prequalification process.</p> <p>The JV shall nominate a Lead Partner who shall have the authority to conduct all businesses for and on behalf of any and all the partners of the JV during the prequalification process, tendering process and, in the event the JV is awarded the Contract, during contract execution.</p> <p>In the event of award of final contract to any JV, all the payments to the JV shall be made to the bank account of the JV and not to the account of individual member(s).</p> <p>The Joint Venture Agreement shall in all respect be governed by and interpreted in accordance with Indian Laws.</p>
<b>ITA 4.6</b>	<p>A list of debarred firms and individuals by:</p> <p>The World Bank is available on the website:  <a href="http://www.worldbank.org/debarr">http://www.worldbank.org/debarr</a></p> <p>The Asian Development Bank is available on the website:  <a href="http://lnadbq4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999">http://lnadbq4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999</a></p>

	<p>The African Development Bank is available on the website: <a href="http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/">http://www.afdb.org/en/projects-and-operations/procurement/debarment-and-sanctions-procedures/</a></p> <p>The European Bank for Reconstruction and Development is available on the website: <a href="http://www.ebrd.com/pages/about/integrity/list.shtml">http://www.ebrd.com/pages/about/integrity/list.shtml</a></p> <p>The Inter-American Development Bank is available on the website: <a href="http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html">http://www.iadb.org/en/topics/transparency/integrity-at-the-idb-group/sanctioned-firms-and-individuals,1293.html</a></p>
<b>ITA 4.7</b>	For the purpose of the above, 'immediately' shall mean a period not exceeding 7 days from being included in such databases.

**B. Contents of the Application Document**

<b>ITA 6.1</b>	<p>For <b>clarification purposes</b>, the Bank's address is:</p> <p>Mr. Sanjay Lamba Deputy General Manager Lines of Credit Group Export-Import Bank of India Office Block, Tower 1 7th Floor, Adjacent Ring Road Kidwai Nagar [East] New Delhi – 110023 E-mail: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a> Website: <a href="http://www.eximbankindia.in">www.eximbankindia.in</a></p>
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**C. Preparation, Submission & Opening of Applications**

<b>ITA 10.1 (d)</b>	<p><b><u>Off-line mode (hard copy) of Application</u></b></p> <p>The Applicant shall forward a hard copy of its Application along with a covering letter clearly indicating the name of the project and the Prequalification Reference No.</p> <p>The Applicant shall submit with its Application, the following additional documents as attachment to the Application Submission Form:</p> <p>The Applicant shall submit a copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. Copy (self-attested) of such relevant company Board Resolution or equivalent document should also be attached.</p> <p>In case the Applicant is a JV, the Applicant shall submit a copy (self-attested on all pages) of Powers of Attorney for each member of the JV along with a copy (self-attested) of relevant Board Resolutions or equivalent documents.</p> <p>Note: It is mandatory for Applicants to submit the Application in off-line mode. Any Application not submitted in accordance with the requirements mentioned in this clause will be liable for rejection.</p>
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ITA 13.2(a)	<p>The source for determining exchange rates is:</p> <p>For conversion of foreign currency/Indian rupees (INR) to US Dollar, the Applicants shall use the Reference Rates of Foreign Currency published by Financial Benchmark India Private Ltd (FBIL) (<a href="https://www.fbil.org.in/">https://www.fbil.org.in/</a>)</p> <p>For the historical exchange rates, which are not made available by FBIL, the reference rate published by Reserve Bank of India (RBI) and available on <a href="https://www.rbi.org.in/scripts/ReferenceRateArchive.aspx">https://www.rbi.org.in/scripts/ReferenceRateArchive.aspx</a> may be used.</p> <p>In case a particular currency rate is not published by RBI, then the selling rate of such currency shall be taken from the following website: <a href="http://www.oanda.com">http://www.oanda.com</a></p>																																							
ITA 13.2(b) & (d)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><td></td><td>USD 1 = INR</td><td>1 INR = USD</td></tr><tr><td>31-Mar-11</td><td>44.6500</td><td>0.0224</td></tr><tr><td>31-Mar-12</td><td>51.1565</td><td>0.0195</td></tr><tr><td>31-Mar-13</td><td>54.3893</td><td>0.0184</td></tr><tr><td>31-Mar-14</td><td>60.0998</td><td>0.0166</td></tr><tr><td>31-Mar-15</td><td>62.5908</td><td>0.0160</td></tr><tr><td>31-Mar-16</td><td>66.3329</td><td>0.0151</td></tr><tr><td>31-Mar-17</td><td>64.8386</td><td>0.0154</td></tr><tr><td>31-Mar-18</td><td>65.0441</td><td>0.0154</td></tr><tr><td>31-Mar-19</td><td>69.1713</td><td>0.0145</td></tr><tr><td>31-Mar-2020</td><td>75.6650</td><td>0.0132</td></tr><tr><td>31-Mar-2021</td><td>73.5047</td><td>0.0136</td></tr><tr><td>31-Mar-2022</td><td>75.8071</td><td>0.0132</td></tr></table>		USD 1 = INR	1 INR = USD	31-Mar-11	44.6500	0.0224	31-Mar-12	51.1565	0.0195	31-Mar-13	54.3893	0.0184	31-Mar-14	60.0998	0.0166	31-Mar-15	62.5908	0.0160	31-Mar-16	66.3329	0.0151	31-Mar-17	64.8386	0.0154	31-Mar-18	65.0441	0.0154	31-Mar-19	69.1713	0.0145	31-Mar-2020	75.6650	0.0132	31-Mar-2021	73.5047	0.0136	31-Mar-2022	75.8071	0.0132
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31-Mar-2022	75.8071	0.0132																																						
ITA 13.2(c)	<p>Applicants shall use the following rates for conversion between USD and INR:</p> <table><tr><td>USD 1 = INR</td><td>1 INR = USD</td></tr><tr><td>80.7246</td><td>0.0124</td></tr></table> <p>As on <b>September 22, 2022</b></p>	USD 1 = INR	1 INR = USD	80.7246	0.0124																																			
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80.7246	0.0124																																							
ITA 14.1	<p>Additionally, one (1) copy in pen drive shall also be submitted.</p> <p>The prequalification application document (offline version) shall be submitted in <b>spiral or hard bound form</b> only and not as loose sheets in plastic folders. All the pages shall be machine numbered and a table of contents shall be included in the beginning of each volume of documents referring the page numbers of the indexed items.</p>																																							

<b>ITA 16.1</b>	<p>The deadline for Application submission is:</p> <p>Date: <b>October 25, 2022</b></p> <p>Time: <b>15:00 hrs</b></p> <p>For application submission purposes only, the Bank's address is:</p> <p>Bank's address is the same as that indicated in ITA 2.1</p> <p><i>Attention: Mr. Sanjay Lamba, Deputy General Manager</i></p>
<b>ITA 18.1</b>	<p>The opening of the Applications shall be at the Bank's address as that indicated in ITA 2.1</p> <p>Date: <b>October 25, 2022</b></p> <p>Time: <b>15:30 hrs</b></p>

#### **Part IV. Prequalification Criteria and Requirements**

This Part contains all the criteria, requirements and procedures that the Bank shall use to evaluate Applications. The information to be provided in relation to each requirement and the definitions of the corresponding terms can be referred to in the respective Forms.

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<b>A</b>	<b>General</b>	<b>25</b>
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A. General

<b>A.1 Nationality</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>➤ The Applicant's Nationality shall be in accordance with ITA 4.4</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted</b>	Form A.1.1 and A.1.2
<b>Attachments to be submitted</b>	<ul style="list-style-type: none"> <li>➤ Articles &amp; Memorandum of Association, Certificate of Incorporation/ Partnership Deed (in case of Partnership firm) of the Applicant in accordance with ITA 4.4.</li> <li>➤ In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.3 and documents as above for each member of the JV</li> </ul>

<b>A.2. Eligibility</b>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>➤ The Applicant shall not be under declaration as ineligible, as described in ITA 4.5, ITA 4.7 and ITA 4.8.</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
<b>Documentation to be submitted:</b>	Application Submission Form
<b>Attachments</b>	<ul style="list-style-type: none"> <li>➤ The Applicant shall submit a copy [self-attested on all pages] of Power of Attorney in favour of the person who has been authorized, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant. A copy [self-attested] of such relevant company Board Resolution or equivalent document should also be attached.</li> <li>➤ In case the Applicant is a JV, the Applicant shall submit a copy [self-attested on all pages] of Powers of Attorney for each member of the JV along with copy [self-attested] of relevant Board Resolutions or equivalent documents.</li> <li>➤ For an Applicant as a single entity or in case of JV, for each member: <ul style="list-style-type: none"> <li>○ Permanent Account Number (PAN): Self attested copy</li> <li>○ GST Registration details, as applicable: Self attested copy</li> </ul> </li> </ul>

## B. Past Contract Performance and Litigation

<b>B.1 Past Contract Non-performance</b>	
Requirement:	<ul style="list-style-type: none"> <li>➤ There shall be no instance of contract<sup>3</sup> non-performance as a result of Applicant's default since <b>September 01, 2017</b>. (In case of JV, each member shall meet the requirement).</li> <li>➤ The Applicant shall inform Exim Bank of any such instances occurring post submission of the Prequalification Application.</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form B.1.1
Attachments to be submitted:	Documents establishing details included in Form B.1.1

<b>B.2 Pending Contract Litigation</b>	
Requirement:	<ul style="list-style-type: none"> <li>➤ Applicant shall have a positive 'Adjusted Net Worth'* determined as per the financial statements for the latest financial year (FY 2020 – 21 or FY 2021-2022, if available), adjusted for 'Pending Contractual Litigation Value' as considered below: <ul style="list-style-type: none"> <li>• Pending Contractual Litigation Value' shall be deemed to be 25% of the aggregate value of pending litigation across all contracts, net of provisions made in the latest audited balance sheets, statements of profit &amp; loss and annual reports for the last three financial years (FY 2020-21 or 2021-22 if available), which shall be deducted from the net worth to arrive at the 'Adjusted Net Worth'.</li> </ul> <p><b><i>*Adjusted Net-worth:</i></b>  <i>Net worth as per the latest financial statements less [25% of Pending Contractual Litigation Value less provisions made in the latest audited financial statements for pending contractual litigations] = Positive</i></p> </li> <li>➤ Documentation and Attachments to be submitted as mentioned below.</li> <li>➤ In case of JV, each member shall meet the above requirement.</li> </ul>
Documentation to be submitted:	Form B.2.1

<sup>3</sup>Contract non-performance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the applicant have been exhausted.

Attachments to be submitted:	Documents establishing details included in Form B.2.1
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<b>B.3 Contract Litigation History</b>	
Requirement:	<ul style="list-style-type: none"> <li>➤ The aggregate amount of awards against the Applicant, if any since <b>September 01, 2017</b>, shall not exceed 25% of net worth as per the latest audited financial statements (in case of JV, each member shall meet the requirement).</li> <li>➤ In case of JV, each member shall meet the above requirement.</li> <li>➤ Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form B.3.1
Attachments to be submitted:	Documents establishing details included in Form B.3.1

### C. Financial Status and Capacity

C.1 Financial Status							
Requirement:	<p>(i) The audited balance sheets, statements of profit &amp; loss and annual reports for the last three financial years (FY 2018-19 to FY 2020-21) or (FY 2019-2020 to 2021-2022, if available) shall be submitted and must demonstrate the current soundness of the Applicant's financial position and indicate its prospective long-term profitability in terms of:</p> <p>a) Positive Adjusted Net worth for each of the last three (3) years as defined above;</p> <p>b) Profit (i.e. Profit Before Tax) for at least one (1) out of last three (3) years as defined above</p> <p>c) Annual Consultancy Revenue (ACR) <sup>4</sup> in any one (1) of the last three (3) financial years as defined above, be not less than:</p> <table><tr><th>Lot I - Coffee</th><th>Lot II - Cotton</th><th>Lot III - Livestock</th></tr><tr><td>USD 0.47 million</td><td>USD 0.08 million</td><td>USD 0.33 million</td></tr></table> <p>For each Lot, in case of JV, requirement (a) and (b) above shall be met by each member, and for requirement under (c), each <b>member shall meet</b> at least 25%, lead member shall meet at least 40% and all members together shall meet 100%.</p> <p>If an Applicant is applying for more than one Lot, in that case, in order to qualify for the applied lots under criteria (c) above, the Applicant shall meet aggregated requirement for the lots applied.</p> <p>(ii) Documentation and Attachments to be submitted as mentioned below.</p>	Lot I - Coffee	Lot II - Cotton	Lot III - Livestock	USD 0.47 million	USD 0.08 million	USD 0.33 million
Lot I - Coffee	Lot II - Cotton	Lot III - Livestock					
USD 0.47 million	USD 0.08 million	USD 0.33 million					

<sup>4</sup>Exchange rate prevalent as on the date of Invitation for Prequalification (IFP) shall apply

Documentation to be submitted:	Form C.1.1 and Form C.1.3 both certified by the Statutory Auditors of the Applicant (in case of JV, for each member of the JV).  Form C.1.2 [in case of JV, for each member of the JV]
Attachments to be submitted:	The Applicant and its parties shall provide copies of audited financial statements for the last <b>three (3)</b> years as defined above. The financial statements shall: <ul style="list-style-type: none"> <li>a) reflect the financial situation of the Applicant or in case of JV for each member, and not an affiliated entity (such as parent company or group member).</li> <li>b) be independently audited and certified by the Statutory Auditors/ Chartered Accountants in accordance with applicable legislation.</li> <li>c) be complete, including all notes to the financial statements.</li> <li>d) correspond to accounting periods already completed and audited.</li> </ul> Supporting documents issued by the Banks for additional financial means for likely future commitments to be attested by the respective banks. These documents shall be of latest available date and shall be valid beyond the last date of submission of the PQ Application.

#### D. Experience

<b>D.1 General Experience</b>	
Requirement:	<p><b>Lot I – Coffee :</b></p> <p>Experience as PMC/Owner's Engineer/Lender's Engineer/Supervision Engineer for Infrastructure Development in Agriculture Sector related to Coffee in the role of Prime Consultant or JV member<sup>5</sup>, to the main client, in India, that have been satisfactorily completed during the last 7 years, starting from September 01, 2015 and up to application submission deadline. (In case of JV, each member shall meet the requirement.)</p> <p><b>Lot II - Cotton :</b></p> <p>Experience as PMC/Owner's Engineer/Lender's Engineer/Supervision Engineer for Infrastructure Development in Agriculture Sector related to Cotton in the role of Prime Consultant or JV member<sup>6</sup>, to the main client, in India, that have been satisfactorily completed during the last 7 years, starting from September 01, 2015 and up to application submission deadline. (In case of JV, each member shall meet the requirement.)</p>

<sup>5</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

<sup>6</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

	<p><b>Lot III – Livestock :</b></p> <p>Experience as <b>PMC/Owner’s Engineer/Lender’s Engineer/Supervision Engineer for Infrastructure Development in Livestock Sector</b> in the role of Prime Consultant or JV member<sup>7</sup>, to the main client, in India, that have been satisfactorily completed during the last 7 years, starting from September 01, 2015 and up to application submission deadline. (In case of JV, each member shall meet the requirement.)</p> <p>➤ Documentation and Attachments to be submitted as mentioned below</p>
Documentation to be submitted:	Form D.1.1
Attachments to be submitted:	<p>➤ Final Acceptance Certificate/ Completion Certificate/ Testimonial Letters issued by the Project Authority for each contract listed in Form D.1.1 giving, inter alia, details of scope and value of work executed by the Applicant, contract start and completion dates.</p> <p>➤ In case the contracts listed in Form D.1.1 are executed by the Applicant as a member of JV, a copy of Agreement between main client/Project Authority and JV and the JV Agreement to substantiate Individual JV member’s delineated roles, responsibilities and scope and value of work.</p> <p>➤ Sub-consultants’ experience and resumes, if any, submitted with the application shall not be taken into account in determining the Applicant’s compliance.</p>

<b>D.2 Specific Experience</b>	<b>Refer Part I – Scope of Consultancy Services</b>
Requirement:	<p><b>I. Scope of Consultancy Services</b></p> <p><b>(i) Lot I - Coffee</b></p> <p>1. At least the number and value of contracts as mentioned below, demonstrating experience as Project Management Consultant for setting up of coffee plant projects, that have been satisfactorily completed either as a prime consultant, or joint venture member<sup>8</sup>, to main client/project authority, between September 01, 2015 and up to application submission deadline:</p>

<sup>7</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

<sup>8</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

	<b>Options</b>	<b>No. of Projects</b>	<b>Value of contract<sup>9</sup> (USD million)</b>
	Option I	3	0.85
	OR		
	Option II	2	1.07
	OR		
	Option III	1	1.71
	<p>2. Additionally, as part of above contract(s) or in other contract(s) that have been satisfactorily completed, the Applicant, as prime consultant or joint venture member<sup>10</sup> to the main client/ project employer, shall demonstrate experience for:</p> <p>a. Preparation of DPR for setting up of Coffee processing plant, covering infrastructure development and installation of machinery and equipment.</p>		
	<p><b>(ii) Lot II - Cotton</b></p> <p>1. At least the number and value of contracts as mentioned below, demonstrating experience as Project Management Consultant for setting up of textile mill projects, that have been satisfactorily completed either as a prime consultant, or joint venture member<sup>11</sup>, to main client/project authority, between September 01, 2015 and up to application submission deadline:</p>		
	<b>Options</b>	<b>No. of Projects</b>	<b>Value of contract<sup>12</sup> (USD million)</b>
	Option I	3	0.15
	OR		
	Option II	2	0.19
	OR		
	Option III	1	0.30
	<p>2. Additionally, as part of above contract(s) or in other contract(s) that have been satisfactorily completed, the Applicant, as prime consultant or joint venture member<sup>13</sup> to the main client/ project employer, shall demonstrate experience for:</p>		

<sup>9</sup>In case of contracts in INR, for contracts signed in the current financial year, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at USD equivalent. For other contracts, the exchange rate as on 31st March of the financial year in which the contract was signed shall be used to arrive at the USD equivalent.

<sup>10</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

<sup>11</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

<sup>12</sup>In case of contracts in INR, for contracts signed in the current financial year, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at USD equivalent. For other contracts, the exchange rate as on 31st March of the financial year in which the contract was signed shall be used to arrive at the USD equivalent.

<sup>13</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

	<p>a. Preparation of DPR for setting up of textile mill, covering infrastructure development and installation of machinery and equipment for processing cotton.</p> <p><b>(iii) Lot III – Livestock</b></p> <p>1. At least the number and value of contracts as mentioned below, demonstrating experience as Project Management Consultant for setting up of abattoir projects, that have been satisfactorily completed either as a prime consultant, or joint venture member<sup>14</sup>, to main client/project authority, between September 01, 2015 and up to application submission deadline:</p> <table border="1"><thead><tr><th>Options</th><th>No. of Projects</th><th>Value of contract<sup>15</sup> (USD million)</th></tr></thead><tbody><tr><td>Option I</td><td>3</td><td>0.60</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>0.75</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>1.20</td></tr></tbody></table> <p>2. Additionally, as part of above contract(s) or in other contract(s) that have been satisfactorily completed, the Applicant, as prime consultant or joint venture member<sup>16</sup> to the main client/ project employer, shall demonstrate experience as PMC for:</p> <p>a. Preparation of DPR for setting up Abattoir, covering infrastructure development and installation of machinery and equipment.</p> <p>II. In case of JV, requirement under each Lot shall be met as under:</p> <ol style="list-style-type: none"><li>1. For (i)1, (ii)1 and (iii)1, above:</li><li>2. Eligibility in terms of Contract Value shall be met by any JV member, and cannot be aggregated.</li><li>3. Eligibility in terms of the number of contracts under Options I &amp; II can be aggregated across the JV members.</li><li>4. For (i)2, (ii)2 and (iii)2 above:</li><li>5. Past experience of JV member fully meeting the technical aspect stated in (i)2(a), (ii)2(a) and (iii)2(a) above as applicable, may be met by any of the JV members for meeting the experience required at (i)2, (ii)2 and (iii)2 above.</li></ol>	Options	No. of Projects	Value of contract <sup>15</sup> (USD million)	Option I	3	0.60	OR			Option II	2	0.75	OR			Option III	1	1.20
Options	No. of Projects	Value of contract <sup>15</sup> (USD million)																	
Option I	3	0.60																	
OR																			
Option II	2	0.75																	
OR																			
Option III	1	1.20																	

<sup>14</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

<sup>15</sup>In case of contracts in INR, for contracts signed in the current financial year, the exchange rate prevalent as on the working day preceding the date of Invitation for Prequalification (IFP) shall be used to arrive at USD equivalent. For other contracts, the exchange rate as on 31st March of the financial year in which the contract was signed shall be used to arrive at the USD equivalent.

<sup>16</sup>Experience shall be considered on the basis of scope of work of the Applicant in that JV for the contract under reference.

	<p>In addition to the above, each member of the JV shall have executed at least one contract of minimum value of 50% of the contract value given under Option 1 of (i)1, (ii)1 and (iii)1, above, as applicable.</p> <p>III. In case, completed project cited by an Applicant was supervised as member of JV/ Consortium, credentials for same shall be considered based on role and responsibility of the Applicant under the contract.</p> <p>IV. Sub consultants' experience and resumes, if any, submitted with the application shall not be taken into account in determining the Applicant's compliance.</p> <p>V. This common Application Document for Pre-qualification is applicable for all the three lots. The Applicant may apply through a single Application for any lot, or more than one lot, clearly indicating the lot/lot(s) applied for in the Application Submission Form.</p> <p>VI. The pre-qualification of the consultants shall be done lot wise. In order to qualify for the lots applied for, Applicant shall meet the Experience criteria: General and Specific experience in D.1. and D.2 respectively, for each lot separately.</p> <p><b>VII. The Applicant can submit a maximum of five (5) contracts for each of the Lot meeting the requirement under (i)1, (ii)1 and (iii)1 above and should be numbered as per Form D.2.1 in the order of preference. In case the numbers of contracts submitted are more than the number of contracts sought, the additional contracts will not be considered for evaluation and establishing the eligibility under this prequalification.</b></p> <p>VIII. Documentation and Attachments to be submitted as mentioned below</p>
Documentation to be submitted:	Form D.2.1
Attachments to be submitted:	<p>➤ Final Acceptance/ Completion Certificate/ Testimonial issued by the main client/Project Authority for each contract listed in Form D.2.1.</p> <p>In case the contracts listed in Form D.2.1 are executed by the Applicant as a member of JV, a copy of Agreement between main client/Project Authority and JV and the JV Agreement to substantiate Individual JV member's delineated roles, responsibilities and scope and value of work.</p>



## E. Skilled Human Resources

Requirement:	➤ Applicant must demonstrate that it can deploy personnel for the key positions that meet the following requirements:			
	<b>Lot I – Coffee</b>			
	<b><u>Manpower requirement for Preparation of DPR:</u></b>			
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>
	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Agricultural Machinery/ Equipment.	1 or 2
	Agriculture Economist	MSc. in Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in crops	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Socio – Economic Expert	MA/MSc. in Sociology and Economist or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
	<b><u>Manpower requirement for PMC services:</u></b>			
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>

	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Agricultural Machinery/ Equipment	1 or 2
	Agriculture Economist	MSc. In Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in crops	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
<b>Lot II - Cotton</b> <b>Manpower requirement for Preparation of DPR:</b>				
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>
	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Agricultural Machinery/ Equipment.	1 or 2

	Agriculture Economist	MSc. in Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1
	Farm Mechanization Expert	MSc. or Equivalent in Farm/Agricultural Mechanization	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in crops	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Textile Engineer	Bachelor in Textile Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Socio – Economic Expert	MA/MSc. in Sociology and Economist or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
<b>Manpower requirement for PMC services:</b>				
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>
	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Agricultural Machinery/ Equipment	1 or 2

	Agriculture Economist	MSc. In Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1
	Farm Mechanization Expert	MSc. or Equivalent in Farm/Agricultural Mechanization	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in crops	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Textile Engineer	Bachelor in Textile Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
<b>Lot III - Livestock</b> <b>Manpower requirement for Preparation of DPR:</b>				
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>
	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Abattoir Machinery/ Equipment.	1 or 2
	Agriculture Economist	MSc. in Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1

	Veterinary Expert	Master of Veterinary Science (MVSc)	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in livestock	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Socio – Economic Expert	MA/MSc. in Sociology and Economist or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
<b><u>Manpower requirement for PMC services:</u></b>				
	<b>Proposed position</b>	<b>Minimum Desirable Qualification</b>	<b>Minimum Relevant Experience (in years)</b>	<b>Number of Positions Required</b>
	Team Leader	Master's Degree in Agricultural Engineering or any other related field	The Expert should have minimum 15 years of experience in similar projects	1
	Procurement Expert	MSc. in Supply Chain / Logistics Management/ Bachelor of Engineering	The Expert should have minimum 10 years of experience in procurement of Abattoir Machinery/ Equipment	1 or 2
	Agriculture Economist	MSc. In Agriculture Economics or related field	The Expert should have minimum 10 years of experience in similar projects	1

	Veterinary Expert	Master of Veterinary Science (MVSc)	The Expert should have minimum 10 years of experience in similar projects	1
	Agro Processing Expert	MSc. In Agriculture/ Food Technology/Agro Processing or other relevant field	The Expert should have minimum 10 years of experience in livestock	1
	Mechanical Engineer	Bachelor in Mechanical Engineering or other relevant field	The Expert should have minimum 10 years of experience in similar projects	1
	Financial Expert	MBA in Finance or other relevant post graduate qualification in finance and accounting.	The Expert should have minimum 10 years of experience in similar projects	1
	Environmental Engineer	Masters in Environmental Engineering	The Expert should have minimum 10 years of experience in similar projects	1
	<p><i>Note: The above list of manpower requirement is an indicative list. The complete list would be made available at Proposal stage.</i></p> <p>➤ In case of JV, the requirement shall be met on a combined basis</p> <p>➤ Documentation and Attachments to be submitted as mentioned below.</p>			
Documentation to be submitted:	Form E.1.1.			
Attachments to be submitted:	None			

#### F. Confirmation of eligibility under Public Procurement Orders

Requirement:	<ul style="list-style-type: none"> <li>Applicant to confirm their eligibility for the prequalification according to the provisions of Public Procurement Orders Nos. 1 &amp; 2 dated July 23, 2020 and Public Procurement Order No. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India. (In case of JV, each member shall meet the requirement).</li> </ul>
Documentation to be submitted:	Form F.1.1

**NOTE:**

**The Evaluation Criteria for Prequalification of Applicants**

<b>Sr. No.</b>	<b>Description</b>	<b>Remarks</b>
A.	General	Evaluation on Pass/ Fail basis
B.	Past Contract Performance and Litigation	Evaluation on Pass/ Fail basis
C.	Financial Status and Capacity	Evaluation on Pass/ Fail basis
D.	Experience	Evaluation on Pass/ Fail basis
E.	Skilled Human Resources	Evaluation on Pass/ Fail basis
F.	Confirmation of Eligibility under Public Procurement Orders	Evaluation on Pass/ Fail basis

## Part V. Forms

### Table of Forms

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### Application Submission Form

*Date: [insert day, month, and year]  
IFP No. and title: [insert IFP number and title]*

To: *[insert full name of Bank]*

We, the undersigned, apply to be prequalified for the referenced IFP *[if lots are applicable, mention the lot number(s) as appropriate]* and declare that:

- (a) We have examined and have no reservations to the Application Document, including Corrigendum No(s).\_\_\_\_\_, issued in accordance with Instructions to Applicants (ITA) 7: *[insert the number and issuing date of each corrigendum or "nil" if no corrigendum is issued]*.
- (b) We meet the eligibility requirements as stated in ITA 4.1, we have not been currently blacklisted/debarred/ sanctioned in accordance with ITA 4.5. Subsequent to the deadline for Application submission, in case we are blacklisted/debarred/sanctioned, we shall immediately inform Exim Bank of such blacklisting/debarment/sanction and reasons thereof, in accordance with ITA 4.5;
- (c) We confirm that we are currently not under default on any loan to any Bank/FI and our account has not been classified as Non-Performing Asset (NPA) with any Bank/FI. We further confirm that none of our companies/promoters/directors appear in RBI Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed) Credit Information Bureau India Ltd. (CIBIL) Defaulter List, and any other negative list of central and state government agencies, updated from time-to-time. On being included in any of the above lists, we shall immediately inform Exim Bank on the inclusion and reason for inclusion thereof, in accordance with ITA 4.7;
- (d) We understand that you may cancel the prequalification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the prequalified Applicants to bid for subsequent contract(s) subject to this prequalification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (e) We hereby confirm that we have not appointed any agent and we have not paid any agency commission for this Prequalification process. If prequalified, we also confirm that we will not appoint any agent and nor will we pay any agency commission for the corresponding tendering process or execution of the contract.
- (f) We further declare that we are/ are not<sup>17</sup> facing any investigation by any Government procuring entity/ corporation or multilateral development bank (MDB). (If yes, please provide details in a separate sheet, as necessary.)
- (e) All information, statements and description contained in the Application are in all respect true, correct and complete to the best of our knowledge and belief. We understand that misrepresentation of facts in our Application and contravention to ITA 3, inter alia, may lead to rejection of our Application/ cancellation of prequalification.

*Signed [insert signature(s) of an authorized representative(s) of the Applicant]*

*Name [insert full name of person(s) signing the Application]*

*In the capacity of [insert capacity of person(s) signing the Application]*

*Address [insert street number/town or city/country address]*

*Dated on [insert day number] day of [insert month], [insert year]*

*[For a joint venture, all members shall sign. Failure to comply with this requirement may result in rejection of Application]*

*Encl: Checklist of forms and documents*

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<sup>17</sup> Strike off whichever is not applicable

## Checklist for Various Forms and Documents to be submitted

Form No.	Details of Forms and Documents	Page no.
	NEFT acknowledgement receipt towards payment of Processing Fee	
A.1.1	Applicant Information Form	
	1. Articles & Memorandum of Association	
	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration	
	3. PAN and GST Registration Details	
	4. Letter of intent to form JV or JV agreement, in case of JV	
	5. Organizational chart	
	6. List of Board of Directors with their complete designation in case of nominee directors	
	7. The beneficial ownership with respective shareholding and nationality of shareholders	
	8. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
	9. A copy of relevant Company Board Resolution referred to in item No. 8 above	
A.1.2 *	Applicant's JV Member's Information Form [in case Applicant is a JV]	
*	1. Articles & Memorandum of Association of JV Member	
*	2. Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration, of the JV Member	
*	3. PAN and GST Registration Details of the JV Member	
*	4. Organizational chart of the JV Member	
*	5. List of Board of Directors with their complete designation in case of nominee directors of the JV Member	
*	6. The beneficial ownership with respective shareholding and nationality of shareholders of the JV Member	
*	7. A copy (self-attested on all pages) of Power of Attorney in favour of the person who has been authorised, through an appropriate Company Board Resolution or equivalent document, to sign on behalf of the Applicant	
*	8. A copy of relevant Company Board Resolution referred to item No. 7 above.	
B.1.1*	Non-Performed Contracts	
*	1. Documents establishing details included in Form B.1.1	
B.1.2 *	Pending Litigation	
*	1. Documents establishing details included in Form B.2.1	
B.1.3 *	Litigation History	
*	1. Documents establishing details included in Form B.3.1	
C.1.1*	Financial Status & Capacity, certified by the Statutory Auditors of the Applicant	
C.1.2 *	Sources of Finance	
*	1. Audited Annual Reports for the last 3 years	
*	2. Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements duly attested by the respective banks.	
C.1.3 *	Annual Consultancy Turnover, certified by the Statutory Auditors of the Applicant	
D.1.1*	General Experience	
*	1. Final Acceptance Certificate/ Completion Certificate/ Testimonial Letters issued by the main client/Project Authority for each contract listed in Form D.1.1	

*	2. In case the contracts listed in Form D.1.1 are executed by the Applicant as a member of JV, a copy of Agreement between main client/Project Authority and JV and the JV Agreement to substantiate Individual JV member's delineated roles and responsibilities and scope and value of work.	
D.2.1 *	Specific Experience	
*	1. Final Acceptance Certificate/ Completion Certificate/ Testimonial Letters issued by the main client/Project Authority for each contract listed in Form D.2.1	
*	2. In case the contracts listed in D.2.1 are executed by the Applicant as a member of JV, a copy of Agreement between main client/Project Authority and JV and the JV Agreement to substantiate Individual JV member's delineated roles and responsibilities and scope and value of work.	
E.1.1	Skilled Human Resources (Undertaking to deploy list of dedicated Human resources)	
F.1.1	Confirmation of eligibility under Public Procurement Orders	
Part VI. *	Questionnaire for Applicants	

Note :i. Please insert page numbers

ii. Documents marked '\*' to be submitted for each JV member separately.

**Form A.1.1**  
**Applicant Information Form**

*[To be filled by Applicant if being a Single Entity or as Lead member of JV]*

*Date: [insert day, month, year]  
IFP No. and title: [insert IFP number and title]  
Page [insert page number] of [insert total number] pages*

Applicant's name <i>[insert full name]</i>
In case of Joint Venture (JV), name of each member: <i>[insert full name of each member in JV]</i>
Applicant's country* of registration: <i>[indicate country of Constitution]</i>
Applicant's actual year of incorporation: <i>[indicate year of Constitution]</i>
Applicant's legal address [registered in India]: <i>[insert street/ number/ town or city/ country]</i>
Applicant's authorized representative information Name: <i>[insert full name]</i> Address: <i>[insert street/ number/ town or city/ country]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i> E-mail address: <i>[indicate e-mail address]</i>
1. Attached are copies of original documents of <input type="checkbox"/> Articles & Memorandum of Association and Certificate of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITA 4.4. <input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.3. 2. Included are the PAN, GST Registration details, organizational chart, a list of Board of Directors with their complete designation in case of nominee directors, and the beneficial ownership with respective shareholding and nationality of shareholders.

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this prequalification process is open to only Indian entities.

**Form A.1.2**  
**Applicant's JV Member's Information Form**

*[The following form is in addition to Form A.1.1 (in case the Applicant is a JV), and shall be completed separately to provide information relating to each JV member]*

Date: *[insert day, month, year]*  
 IFP No. and title: *[insert IFP number and title]*  
 Page *[insert page number]* of *[insert total number]* pages

Applicant's name: <i>[insert full name of the JV]</i>
Applicant's JV Member's name: <i>[insert full name of Applicant's JV Member]</i>
Applicant's JV Member's country* of registration: <i>[indicate country of registration]</i>
Applicant's JV Member's date of constitution: <i>[indicate date of constitution in dd/mmm/yyyy]</i>
Applicant's JV Member's legal address registered in India: <i>[insert street/ number/ town or city/ country]</i>
Applicant's JV Member's authorized representative information Name: <i>[insert full name]</i> Address: <i>[insert street/ number/ town or city/ country]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i> E-mail address: <i>[indicate e-mail address]</i>
1. Attached are copies of original documents of Articles & Memorandum of Association and Certificate of Incorporation (or equivalent documents of constitution or association), and/or registration documents of the legal entity named above, in accordance with ITA 4.4.  2. Included are the PAN, GST Registration details, organizational chart, a list of Board of Directors, and the beneficial ownership.

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this prequalification process is open to only Indian entities.

**Form B.1.1/ B.2.1/ B.3.1****Past Contract Non-Performance, Pending Litigation and Litigation History**

*[Each of the following tables shall be filled in for the Applicant and for each member of a Joint Venture]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV Leader or JV Member/s]*

**Form B.1.1**

**Non-Performed Contracts in accordance with Part IV, Prequalification Criteria and Requirements**

- ☐ Contract non-performance did not occur since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.1.
- ☐ Contract(s) not performed since the date specified in Part IV, Prequalification Criteria and Requirements, requirement B.1

Year	Non-performed portion of Contract	Contract Identification	Total Contract Amount (current value, currency, exchange rate and US\$ equivalent)
<i>[insert financial year]</i>	<i>[insert amount and percentage]</i>	Contract Identification: <i>[indicate complete contract name/number, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Reason(s) for non-performance: <i>[indicate main reason(s)]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>
	<i>Total</i>		<i>Total</i>

## Form B.2.1

Pending Litigation, in accordance with Part IV, Prequalification Criteria and Requirements

- ☐ No pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2
- ☐ Pending litigation in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.2 as indicated below.

Year of dispute	Amount in dispute (currency)	Contract Identification	Total Contract Amount (currency), USD Equivalent (exchange rate)	Amount of specific provision already made, if any
<i>[insert financial year]</i>	<i>[insert amount]</i>	Contract Identification: <i>[indicate complete contract name, number, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Employer" or "Consultant"]</i> Status of dispute: <i>[Indicate if it is being treated by the Adjudicator, under Arbitration or being dealt with by the Judiciary]</i>	<i>[insert amount]</i>	<i>[insert amount in USD equivalent and specify exchange rate]</i>
	<i>Total</i>		<i>Total</i>	<i>Total</i>

Form B.3.1			
Litigation History, in accordance with Part IV, Prequalification Criteria and Requirements			
<input type="checkbox"/> No litigation since the date specified in Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3.			
<input type="checkbox"/> Litigation Awards in accordance with Part IV, Prequalification Criteria and Requirements, Sub-Factor B.3 as indicated below.			
Year of award	Outcome as percentage of Net Worth	Contract Identification	Total Contract Amount (currency), USD Equivalent (exchange rate)
<i>[insert financial year]</i>	<i>[insert percentage]</i>	Contract Identification: <i>[indicate complete contract name, number, date, value and any other identification]</i> Name of Employer: <i>[insert full name]</i> Address of Employer: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Employer" or "Consultant"]</i> Result of dispute: <i>[Indicate if resolution was treated by the Adjudicator, under Arbitration or dealt with by the Judiciary and whether resolved in favour or against the Applicant]</i>	<i>[insert amount in USD equivalent and specify exchange rate and date]</i>
	<i>Total:</i>		



**Form C.1.1**  
**Financial Status and Capacity**

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application]*

Applicant's Name: *[insert full name]*  
Date: *[insert day, month, year]*  
Joint Venture Member Name: *[insert full name]*  
IFP No. and title: *[insert IFP number and title]*  
Page *[insert page number]* of *[insert total number]* pages  
Information pertaining to: *[Insert name of JV leader or JV member/s]*

**1. Financial data**

Type of Financial information in	Historic information for previous three (3) years, (amount in Indian Rupees)			
	FY 2018-19	FY 2019-2020	FY 2020-2021	
<b>Sources of Fund</b>				
Share Holder's Fund				
Loan Fund				
<b>Application of Fund</b>				
Fixed Assets				
Investments				
Net Current Assets				
(i) Current assets, loans and advances				
Less: (ii) Current liabilities & provisions				
Misc. exp. to the extent not W/Off or adjusted				
Profit and Loss Account				
<b>Net Worth</b>				
Net Worth				
<b>Information from Income Statement</b>				
Income				
Expenditure				
Profit/(Loss) Before Tax (PBT)				
Profit/(Loss) After Tax (PAT)				
<b>Information From Cash Flow Statement</b>				
Cash Flow from Operating Activities				

**Part V. Forms**

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Cash Flow from Investments			
Cash Flow from Financing Activities			

Registration No/ Membership No:  
(of the Statutory Auditors of the Applicant/each JV member)

Stamp

Date:

Place:

UDIN:

**Form C.1.2**  
**Sources of Finance**

*[The following table shall be filled in for the Applicant and each member in case of a Joint Venture]*

*Applicant's Name: [insert full name]*

*Date: [insert day, month, year]*

*Joint Venture Member Name: [insert full name]*

*IFP No. and title: [insert IFP number and title]*

*Page [insert page number] of [insert total number] pages*

*Information pertaining to: [Insert name of JV Leader or JV member/s]*

Specify sources of finance to meet the cash flow requirements for works currently in progress

**A. Details of Credit Facilities available to the Applicant**

(Amount in Indian Rupees)

Sr. No.	Type of Facility	Sanctioned Limit	Utilised Limit	Unutilised Limit
	Fund Based Limits			
	a.			
	b.			
	c.			
	<b>Total Fund Based</b>			
	Non-fund Based Limits			
	A			
	B			
	C			
	<b>Total Non-fund Based</b>			
	<b>Total Fund and Non-fund Based Limit</b>			

Note: Certificate from Bank/s confirming unutilized limits stated above to be submitted.

**B. Details of Liquid Assets such as cash and bank balance, marketable securities and any other financial means which are available as on date duly certified by the Statutory Auditors of the Applicant and may be used to meet the cash flow requirements of the Project under reference by the Applicant**

Sr.No.	Type of Liquid Assets	Amount in Indian Rupees
1.		
2.		
3.		

**Financial documents**

The Applicant and its parties shall provide copies of audited financial statements for last three years as defined in Part IV, Prequalification Criteria and Requirements, Sub-factor C.1. The financial statements shall:

- (a) reflect the financial situation of the Applicant or in case of JV, for each member and not of an affiliated entity (such as parent company or group member);

- (b) be independently audited or certified in accordance with local legislations;
- (c) be complete, including all notes to the financial statements;
- (d) correspond to accounting periods already completed and audited.

- ☐ Attached are copies of financial statements for the **three** years required above; and complying with the requirements.
- ☐ Please note that printed Audited Annual Reports are to be certified by the Statutory Auditors duly signed and stamped.
- ☐ Please submit Statement of Consolidated Credit Facilities (sanctioned, utilised and available) from Lead Banker or respective Bank statements.

## Form C.1.3

## Annual Consultancy Turnover

*[The following table shall be filled in for the Applicant and for each member of a Joint Venture and shall be certified by the Statutory Auditors. Failure to comply with this requirement may result in rejection of the Application]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV leader or JV member/s]*

Annual Consultancy Revenue Data							
Year	Consultancy Revenue Amount (In Indian Rupees)			Total Revenue	Consultancy Revenue as % of Total Revenue	Exchange Rate* (v/s USD)	Consultancy Revenue in USD equivalent
	By Contracts in India	By Overseas Contracts	Total Consultancy Revenue #				
	[A]	[B]	C = [A+B]				
2018-2019							
2019-2020							
2020-2021							

\* Refer ITA 13.2 for source of exchange rate. Exchange rate prevalent on 31<sup>st</sup> March shall be used to calculate revenue for respective financial year

# Total Consultancy Revenue would include revenues from all consultancy contracts including DPR and PMC contracts.

Registration No/ Membership No:  
(of the Statutory Auditors of the Applicant/each JV member)

Stamp

Date:

Place:

UDIN:

## Form D.1.1

## General Experience

*[The following table shall be filled in for the Applicant and in the case of a JV Applicant, each Member]*

Applicant's Name: *[insert full name]*  
 Date: *[insert day, month, year]*  
 Joint Venture Member Name: *[insert full name]*  
 IFP No. and title: *[insert IFP number and title]*  
 Page *[insert page number]* of *[insert total number]* pages  
 Information pertaining to: *[Insert name of JV Leader or JV member/s]*

*[Identify contracts that demonstrate similar experience in India pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.1. List contracts chronologically, according to their commencement (starting) dates and attach Final Acceptance Certificates.]*

Contract Identification	Start Date	Initial Contractual End Date	Actual Completion Date and Reasons for delay, if any	Role of Applicant
Contract name: <i>[insert full name]</i> Brief Description of the works performed by the Applicant: <i>[describe works performed briefly]</i> Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i> Name of Employer: <i>[indicate full name]</i> Address: <i>[indicate street/number/town or city/country]</i>	<i>[indicate date as dd/mm/yyyy]</i>	<i>[indicate date as dd/mm/yyyy]</i>		<i>[insert "Prime Consultant" or "JV Member"]</i>

\* Refer ITA 13.2 for date and source of exchange rate

Final Acceptance Certificate / Completion Certificate / Testimonial Letters issued by the main client/Project Authority to be attached for each contract, in an orderly fashion.

## Form D.2.1

## Specific Experience

*[The following table shall be filled in for contracts completed by the Applicant, and each member of a Joint Venture, as applicable, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor D.2.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV Leader or JV member/s]*

## Information

Similar Contract No.	<i>[insert number]</i> of <i>[insert number of similar contracts required]</i> <b>[Note: Max 5 contracts can be entered in number of similar contracts]</b>		
Contract for establishing eligibility under Lot	Lot No. and Name <i>[Enter Lot No. and Name]</i>		
Contract Identification	<i>[insert contract name and number, if applicable]</i>		
Contract date	<i>[dd/mmm/yyyy]</i>		
Completion date	Contractual: <i>[dd/mmm/yy yy]</i>	Actual: <i>[dd/mmm/yyyy]</i>	
Role in Contract <i>[check the appropriate box]</i>	Prime Consultant <input type="checkbox"/>	Member in JV <input type="checkbox"/>	
Total Contract Amount and Project Value	<i>[insert total contract amount and Project value in contract currency]</i>	US\$ <i>[insert Exchange rate and total contract amount and Project value in US\$ equivalent]*</i>	
If member in a JV, specify participation in total Contract amount	<i>[insert a percentage amount]</i>	<i>[insert total contract amount in local currency]</i>	<i>[insert exchange rate and total contract amount in US\$ equivalent]*</i>
Employer Details	Employer's Name: Address: Telephone, fax number, E-mail:		
Description of the similarity in accordance with Sub-Factor D.2 of Part IV:	<i>[Name the Sector/ Sub-sector][Briefly mention the similarity in terms of sectoral characteristics]</i>		
Brief Scope of the Services as per Contract			
Narration of the Actual Services Rendered			
Key Staff Positions and Names of Staff			
Total Staff Months by your firm			
Total Staff Months by Associate firm (if applicable)			

\* Refer ITA 13.2 for date and source of exchange rate.

Final Acceptance Certificate/Completion Certificate / Testimonial Letters issued by the main client/Project Authority to be attached for each contract, in an orderly fashion.

**Form E.1.1**

**Skilled Human Resources**

*[Furnish details for key staff pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor E.1 In case of JV, this shall be on a combined basis]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

We, *[insert Applicant's full name and in case of JV, insert names of all members]* hereby undertake, in the event that we are prequalified and invited to submit a bid, to arrange and deploy key staff meeting the experience and qualification requirements, listed in E.1.:

Position	Name of key staff on rolls	Academic Qualification	Specialization	Years of Experience	Experience in Countries

*[To be attested by the authorized representative of the Applicant and in case of a JV, by the lead member on behalf of the JV members]*



**Form F.1.1**

**Confirmation of eligibility under Public Procurement Orders**

*[The following certificate to be given by the Applicant and in the case of a JV Applicant, by each Member, pursuant to Part IV, Prequalification Criteria and Requirements, Sub-Factor F.]*

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

IFP No. and title: *[insert IFP number and title]*

Page *[insert page number]* of *[insert total number]* pages

Information pertaining to: *[Insert name of JV leader or JV member/s]*

This is to confirm that the Applicant has read the Public Procurement Orders nos. 1 & 2 dated July 23, 2020 and Public Procurement Order no. 3 dated July 24, 2020 issued by the Public Procurement Division of the Department of Expenditure (DOE), Ministry of Finance, Government of India regarding restrictions on procurement from a bidder of a country which shares a land border with India, and it is further confirmed that the Applicant fulfils all requirements in this regard and is eligible to be considered for the prequalification process.

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*(Signature)*

*[Name of Authorized Signatory]*

*[Title of Authorized Signatory]*

Date:

## Part VI. Questionnaire for Applicants

Name of Applicant: *[In case of JV, to be filled in each members separately]*IFP No.: *[insert IFP No.]*

<b><u>Eligibility, Confirmation and Other Important Information</u></b>	<b><u>Response*</u></b>
1. Is your firm, either singly or in joint venture currently empanelled or prequalified as Consultants for preparation of DPR and PMC. If yes, please provide details of Client, Country and Scope of Consultancy Services. Attach additional sheets, if needed.	Confirm: Yes___/No___
2. Export-Import Bank of India (Bank) requires that Applicants and their affiliates observe the highest standard of ethics during the selection and execution of contracts. In this context, any action taken by an Applicant or its affiliate to influence the prequalification process for undue advantage is improper. Confirm that Applicant and its JV partners, if applicable, have not engaged in any unethical practices in competing for this prequalification.	Confirm: Yes___/No___
3. Confirm that no official of the Bank has received or will be offered by your firm/organization or agents, any direct or indirect benefit arising from this prequalification or any resulting contracts.	Confirm: Yes___/No___
4. Has your firm been blacklisted or suspended or debarred by any multilateral development bank, or any authority of GOI or the Borrowing Government? If Yes, provide details, including date of reinstatement, if applicable. Attach additional sheets, if needed.	Yes___/No___
5. Is your firm's account currently classified as Non-Performing Asset (NPA) with any Bank/FI or your companies/ promoters/ directors appear in Reserve Bank of India (RBI) Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed), Credit Information Bureau India Ltd. (CIBIL) Defaulter List or any other negative list of central and state government agencies, updated from time to time? If yes, please provide details in a separate sheet, as necessary.	Yes___/No___ —
6. Has your firm/organization ever filed or petitioned for bankruptcy? (If Yes, furnish details of the case including filing date and current status.). Attach additional sheets, if needed.	Yes___/No___
7. Has your firm/ any JV partner been penalized for delay in contractual performance in the last 5 years prior to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.	Yes___/No___
8. Has there been a termination of your contract for non-performance in the last 5 years prior to the month preceding the month of Application Submission Deadline? If Yes, please describe in detail in a separate sheet, as necessary.	Yes___/No___

**Part VI. Questionnaire for Applicants**

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<p>9. If prequalified and subsequently awarded a contract by the Borrower Government, would your firm/ JV be willing</p> <p>(i) to work in accordance with the Borrower country laws and regulations</p> <p>(ii) to submit requisite securities as per contract conditions</p> <p>(iii) to be responsible for the performance of the work executed by your firm</p> <p>(iv) to allow scrutiny of your work, related accounts, documentation by the Borrower/ Bank/ Government of India</p>	<p>Confirm:</p> <p>Yes___/No___</p> <p>Yes___/No___</p> <p>Yes___/No___</p> <p>Yes___/No___</p>
<p>10. Please confirm that you agree to the provisions of the Government of India guidelines dated March 31, 2022 on IDEAS Lines of Credit and Public Procurement Orders No. 1 &amp; 2 dated 23.07.2020 and Public Procurement Order No. 3 dated 24.07.2020 issued by the Public Procurement Division of the Department of Expenditure, Ministry of Finance, Government of India.</p>	<p>Confirm:</p> <p>Yes___/No___</p>

*\* Note: To confirm, print "Yes", else "No"*

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*(Signature)*

[Name of Authorized Signatory]

[Title of Authorized Signatory]

**Date:**