

# Application Document for

Pre-qualification of Engineering, Procurement  
and Construction (EPC) / Turnkey Contractor  
for Power Transmission Project connecting  
Bamako and Sikasso via Bougouni &  
Sanankoroba in Mali

**Export-Import Bank of India**  
**Date: October 14, 2016**

## **INVITATION FOR PREQUALIFICATION**

The Export-Import Bank of India [hereafter Exim Bank, or the Bank], on behalf of the Government of India, 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, consulting and non-consulting services to be contracted to Indian entities.

These Lines of Credit are governed by the Guidelines issued by the GOI from time to time. As per the extant guidelines issued vide letter no No. 21/3/2015-IDEAS dated December 7, 2015, 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 Line(s) of Credit.

In pursuance to the above, the Bank invites Applications from Indian firms for prequalification of an EPC/ Turnkey Contractor for Power Transmission Project connecting Bamako and Sikasso via Bougouni in Mali under the Lines of Credit extended to the Government of the Republic of Mali and to Ecowas Bank for Investment and Development.

Completed Applications in accordance with the provisions of the Application Document should be delivered physically by 18:00 hours, 15/November/2016 at the following address:

Ms. Meghana Joglekar  
Deputy General Manager  
Lines of Credit Group  
Export-Import Bank of India  
Maker Chamber IV, 8th Floor,  
222 Nariman Point,  
Mumbai-400 021  
Phone : 022- 2286 1569/1563  
Fax : 022- 2282 3394  
Email: [eximloc@eximbankindia.in](mailto:eximloc@eximbankindia.in)

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

**Part I. Scope of EPC Work**

This Part includes a summary description and other data on this pre-qualification process and of the prospective project to be contracted by the Borrower government subsequent to this pre-qualification.

**Part II. Instructions to Applicants (ITA)**

This Part provides information to the Applicants in preparing and submitting their Applications for Pre-qualification (“Applications”) and the procedures for this pre-qualification process.

**Part III. Data Sheet (DS) to ITA**

This Part includes specific provisions that supplement Part II, Instructions to Applicants.

**Part IV. Pre-qualification Criteria and Requirements**

This Part specifies the criteria and requirements and the procedure to be used to determine how Applicants shall be pre-qualified and later to be invited to bid by Borrower government.

**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 for**

Pre-qualification of Engineering,  
Procurement and Construction (EPC)/  
Turnkey Contractor for Power Transmission  
Project connecting Bamako and Sikasso via  
Bougouni & Sanankoroba in Mali

Invitation for Pre-Qualification No.:  
GOILOC-169/Mali/EPC-05  
Issued on: October 14, 2016

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## **Part I: Scope of EPC**

The project will be financed out of LOCs to the Government of the Republic of Mali and to Ecowas Bank for Investment and Development (EBID). The entire LOC of USD 100 million to Mali and USD 50 million out of LOC to EBID is allocated for a Power Transmission Project connecting Bamako and Sikasso via Bougouni & Sanankoroba in Mali for which the Bank now seeks applications for pre-qualification from eligible firms. Refer Part II ITA 4 for eligibility provisions.

### **A] Details for Construction of the Power transmission project connecting Bamako and Sikasso via Bougouni & Sanankoroba in Mali**

The Ministry of Energy and Water, Mali has initiated a project for design, supply, installation, testing and commissioning including the civil engineering work of the 225kV double circuit transmission line connecting Sikasso-Bougouni-Sanankoroba-Bamako with HV / MV associated stations and the connection of isolated centers of Bougouni and Sanankoroba and some surrounding areas.

#### **Scope of Work**

Work of conception, supply, installation, testing and commissioning including the civil engineering work of the connection Sikasso-Bamako in a 225 kV double circuit transmission line, with one of the conductors AAAC and two ground wires of optical fiber (OPGW) in seven lots:

1. Lot 1: Execution of a 225 kV double circuit Transmission Line in Sikasso-Bougouni (199 km).
2. Lot 2: Execution of a 225 kV double circuit Transmission Line in Bougouni - Sanankoroba (153 km).
3. Lot 3: Execution of a 225 kV double circuit Transmission Line in Sanankoroba - Kodialani (30 km) and Sanankoroba – Dialakorobougou (45 km).
4. Lot 4:
  - Extension of 225 kV substation of Sikasso and
  - Construction of a new substation 225/33/15 kV at Bougouni.
5. Lot 5:
  - Extension of 225 kV substation of Kodialani and
  - Construction of a new substation 225/33/15 kV at Sanankoroba.
6. Lot 6: Construction of a new substation 225/33/15 kV at Dialakorobougou
7. Lot 7:
  - Connecting Dialakorobougou and Sanankoroba (54 km in HTA and 48 km in BT)
  - Connecting the localities of Bougouni, Zantiebougou, Koumantou, Kolondieba,

Sido and Keleya (38.5 km in HTA, 127 Km in BT)

- Connection of the locality of Niena (93 km in HTA and 25 km in BT)

Package-I includes Lots 1,2,3 for Transmission Lines; Package-II includes Lots 4,5,6 for Substation; and Package-III includes Lot 7 for Connection. The Applicant may apply for any or all the 3 Packages but separate pre-qualification application has to be submitted by the applicant for each Package.

#### **B) Contract Period**

The duration of the Contract is a maximum period of twenty four (24) months.

#### **C) Site & Other Data**

Mali is a landlocked country in Western Africa. Mali borders Algeria on the north, Niger on the east, Burkina Faso and Cote d'Ivoire on the south, Guinea on the south-west and Senegal and Mauritania on the west. Its capital is Bamako. It consists of eight regions and its borders on the north reach deep into the middle of Sahara, while the country's southern region, where the majority of inhabitants live, features the Niger and Senegal rivers. The country's economic structure centers around agriculture and fishing. Some of Mali's natural resources include gold, uranium and salt.

The current focus of Mali is to be in readiness with the Line Sikasso Bougouni-Bamako in time for the WAPP Link. The following parameters have been pre-determined based on the WAPP studies:

- a) A total length of approximately 398 km, namely Sikasso-Bougouni (199 km), Bougouni Sanankoroba (153 km) and Sanankoroba-Kodialani (Bamako, 45 km),
- b) The transmission network will be of 225 kV.
- c) Double circuit Lines are chosen as it is a part of International Network.
- d) Substation New / Extension would be required to be established at 4 places, Sikasso, Bougouni, Sanankoroba and Kodialini.

#### **D) GOI Guidelines**

As per the GOI guidelines, goods and services for minimum 75% 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 for details available at <http://www.eximbankindia.in/sites/default/files/C.pdf>

## Part II. Instructions to Applicants [ITA]

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## **Part II. Instructions to Applicants**

### **A. General**

- 1. Background**
  - 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”), 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.
- 2. Scope of Pre-qualification**
  - 2.1 With reference to the Invitation for Pre-qualification (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 pre-qualification as per the scope described in Part I, General Scope and subject to the provisions of this Application Document.
- 3. Ethics and Integrity**
  - 3.1 The Bank requires Applicants to participate in this pre-qualification process with the highest standards of integrity and ethics and prohibits any corrupt and / or fraudulent practices. It is strictly forbidden to the parties involved in the pre-qualification 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, as offsets for pre-qualification, if susceptible of being qualified as criminal unlawful acts in accordance with national laws of any party involved.
  - 3.2 In pursuance of article 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.
  - 3.3 If, in accordance with the administrative procedures of the Bank, it is demonstrated that an Applicant in this pre-qualification process, or during the subsequent bidding for the contract(s) has committed corrupt, fraudulent, or unethical practices, the Bank, inter alia, shall:
    - a. reject any Application for pre-qualification or proposal to award a contract in connection with the subsequent

procurement process, as applicable; and/or

- b. declare an Applicant involved in corrupt practices, temporarily or permanently, ineligible to be awarded future contracts under Bank funding.

#### **4. Eligibility of Applicants**

- 4.1 This pre-qualification exercise is open to only Indian Applicants in accordance with the provisions of ITA 4.4. Any form of association by the Applicant with ineligible entities either during this pre-qualification 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 pre-qualification 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 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 pre-qualification process. The limit on the number of members in a JV would be as specified in the **DS**.
- 4.4 This pre-qualification exercise is open to only Indian Applicants. An Applicant shall be deemed to be Indian if the Applicant is constituted, incorporated or registered in, and operates in accordance with the provisions of the laws of India, as evidenced by its articles of incorporation and its registration documents, as the case may be.
- 4.5 An Applicant that has been debarred/ sanctioned by the Bank in pursuance of ITA 3.1, including debarment/ sanction by any government procuring entity/ corporation or Multilateral Development Agencies (MDA) in accordance with extant rules and procedures, shall be ineligible to be prequalified, during such period of time as the Bank/ sanctioning authority shall have determined.
- 4.6 The list of debarred firms and individuals by certain leading MDAs 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 MDA'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 furnish such evidence of eligibility satisfactory to the Bank, as the Bank shall reasonably request.

## **B. Composition of the Application Document**

### **5. Contents of this Document**

- 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.
- Part I. Scope of EPC
  - Part II. Instructions to Applicants (ITA)
  - Part III. Data Sheet (DS) to ITA
  - Part IV. Pre-qualification Criteria and Requirements
  - Part V. Forms
  - Part VI. Questionnaire for Applicants
- 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.
- 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.

### **6. Clarifications**

- 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 **DS**. 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 for submission of the applications. The Bank's response, which shall be put up on its website, 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.
- 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.

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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>                          | <p>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 pre-qualification process.</p>  |
| <b>9. Language</b>  | <p>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.</p>  |
| <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>                      | <p>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.</p>  |
| <b>12. Documents Evidencing the Applicant's Eligibility</b> | <p>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).</p>  |
| <b>13. Documents Evidencing the Applicant's</b>             | <p>13.1 To establish its qualifications in accordance with Part IV, Pre-qualification Criteria and Requirements, the Applicant shall provide the information requested in the corresponding Forms included in</p>   |

<b>Qualifications</b>	<p>Part V. Each Form included in Part V 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 to this requirement may result in summary rejection of the Application.</p> <p>13.2 Wherever a monetary amount is to be stated, Applicants should indicate the USD equivalent using the rate of exchange determined as follows:</p> <p>Value of single contract - Exchange rate prevailing on the date of the contract shall be used.</p> <p>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 the Bank during evaluation.</p> <p>For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR).</p>
<b>14. Authorized Signatory and Number of Copies</b>	<p>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.</p>
<b>15. Preparing the Application Envelope</b>	<p>15.1 The Applicant shall enclose the original and the copies of the Application in a sealed envelope that shall:</p> <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 pre-qualification process indicated in the <b>DS</b> ITA 2.1.</li></ul> <p>15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.</p>
<b>16. Application Submission Deadline</b>	<p>16.1 Applicants may either submit their Applications by mail or by hand. Applications submitted electronically shall not be admissible. Applications shall be received by the Bank at the address and no later than the deadline indicated in the <b>DS</b>.</p> <p>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.</p>
<b>17. Late Applications</b>	<p>17.1 Applications received after the deadline for submission of</p>

applications shall not be admissible, and if received, shall be returned unopened to the Applicant.

**18. Opening of Applications**

- 18.1 The Bank shall open all Applications at the date, time and place specified in the **DS**. Applicants' representatives may be present during opening.

**D. Procedures for Evaluation of Applications**

**19. Evaluation to be Confidential**

- 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 pre-qualification process until the official notification of pre-qualification results is made in accordance with ITA 25.
- 19.2 From the deadline for submission of Applications to the time of notification of the results of the pre-qualification in accordance with ITA 25, any Applicant who wishes to contact the Bank on any matter related to the pre-qualification process (except as specified in 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.
- 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.

**E. Evaluation of Applications and Pre-qualification of Applicants**

**22. Evaluation of Applications**

- 22.1 The Bank shall use the criteria and requirements defined in Part IV, Pre-qualification 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 pre-qualification 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 Applicant.

22.3 Only the qualifications of the Applicant shall be considered. In particular, the qualifications of a parent or other affiliated company that is not party to the Applicant under a JV in accordance with ITA 4.3 shall not be considered.

22.4 The qualification and experience of the Applicant for execution of contracts for Special Purpose Vehicles (SPVs), set up by the Applicant or its group companies, shall not be considered.

**23. Bank's Right to  
Accept or Reject  
Applications**

23.1 The Bank reserves the right to accept or reject any Application, and to annul the pre-qualification process and reject all Applications at any time, without thereby incurring any liability to the Applicants.

**24. Pre-qualification of  
Applicants**

24.1 All Applicants whose Applications substantially meet or exceed the specified qualification requirements will be pre-qualified by the Bank.

**25. Notification of Pre-  
qualification**

25.1 The Bank shall notify the result of the pre-qualification process through a letter to the prequalified Applicants and to the applicants not meeting the prequalification criteria.

25.2 Applicants that have not been pre-qualified may write to the Bank no later than 15 calendar days after the date of publication of the result of pre-qualification, to request the grounds on which they were not pre-qualified.

**26. Subsequent  
Invitation for Bids**

26.1 The Bank shall forward the list of pre-qualified 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 Pre-qualification (IFP) is:  <b>GOILOC-169/Mali/EPC-05</b></p> <p>The Bank is:  Export-Import Bank of India  8th Floor, Maker Chambers IV  Nariman Point, Mumbai - 400 021  Fax: +91-22- 2282 3394  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) based on a memorandum of understanding. In case of unincorporated JVCA, 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>
<b>ITA 4.6</b>	<p>A list of debarred firms and individuals by:  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://lnadbg4.adb.org/oga0009p.nsf/sancALLPublic?OpenView&amp;count=999">http://lnadbg4.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>B. Contents of the Application Document</b>	
<b>ITA 6.1</b>	<p>For <b>clarification purposes</b>, the Bank's address is:</p> <p>Ms. Meghana Joglekar  Deputy General Manager  Export-Import Bank of India  8th Floor, Maker Chambers IV  Nariman Point, Mumbai - 400 021  Fax: +91-22-2282 3394  Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a>  Website: <a href="http://www.eximbankindia.in">www.eximbankindia.in</a></p>
<b>C. Preparation, Submission &amp; Opening of Applications</b>	
<b>ITA 10.1 (d)</b>	<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>
<b>ITA 13.2</b>	<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 Reserve Bank of India (<a href="http://www.rbi.org.in">www.rbi.org.in</a>)</p> <p>In case a particular currency rate is not published by Reserve Bank of India, 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>
<b>ITA 14.1</b>	<p>Additionally One (1) copy in digital – in USB flash/ pen drive shall also be submitted.</p> <p>The pre-qualification application document shall be submitted in spiral or hard bound form 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><b>The deadline for Application submission is:</b></p> <p><b>Date: November 15, 2016</b></p> <p><b>Time: 18:00 hrs</b></p> <p>For <b>application submission purposes only</b>, the Bank's address is:</p> <p>Bank's address is the same as that indicated in 2.1</p> <p><i>Attention: <b>Ms. Meghana Joglekar, Deputy General Manager</b></i></p>
<b>ITA 18.1</b>	<p>The opening of the Applications shall be at the Bank's address as that indicated in 2.1</p> <p><b>Date: November 16, 2016</b></p> <p><b>Time:15:00 hrs</b></p>

## Part IV. Pre-qualification 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.

### Contents

<b>A</b>	<b>General</b>	<b>20</b>
<b>B</b>	<b>Past Contract Performance and Litigation</b>	<b>21</b>
<b>C</b>	<b>Financial Status and Capacity</b>	<b>22</b>
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<b>E</b>	<b>Quality Assurance</b>	<b>27</b>

## 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 A1.1 and A1.2
<b>Attachments to be submitted</b>	<ul style="list-style-type: none"> <li>➤ Articles &amp; Memorandum of Association, Certificate of Incorporation / Partnership Deed of the Applicant (and each of the JV members) 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</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 Power of Attorneys 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>○ TIN/ Service Tax Registration details, as applicable: Self attested copy</li> <li>○ Documentary proof for being on the approved list of Project Exports Promotion Council of India - PEPC (MOCI)</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>1</sup> non-performance as a result of Applicant's default since <b>1<sup>st</sup> April 2011</b>. (In case of JV, each member shall meet the requirement)</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 financial year (FY 2015-16) and the contractual litigation value as considered below net of provision made in the latest audited financial statements: <ul style="list-style-type: none"> <li>Litigation value shall be deemed to be 25% of the aggregate value pending litigation across all contracts and net of provisions, this value will be deducted from the net worth to arrive at the adjusted net worth.</li> </ul> </li> <li>Documentation and Attachments to be submitted as mentioned below.</li> </ul> <p><i>*Note: Networth - 25% [Litigation value – provisions already made] = positive</i></p>
Documentation to be submitted:	Form B.2.1
Attachments to be submitted:	Documents establishing details included in Form B.2.1

<b>B.3 Contract Litigation History</b>	
Requirement:	<ul style="list-style-type: none"> <li>There shall be no consistent history of court/ arbitration award decisions related to contractual litigation against the Applicant<sup>2</sup> since <b>1<sup>st</sup> April 2011</b></li> <li>The aggregate amount of awards against the Applicant, if any, shall not exceed 10% of the total value of contracts executed by the Applicant during the last five (5) financial years.</li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form B.3.1

<sup>1</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.

<sup>2</sup> The Applicant shall provide accurate information on the related Application Form about any litigation or arbitration resulting from contracts completed or ongoing under its execution over the last five years. A consistent history of awards against the Applicant or any member of a joint venture may result in failure of the application.

Attachments to be submitted:	Documents establishing details included in Form B.3.1
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### C. Financial Status and Capacity

C.1 Financial Status													
Requirement:	<p>(i) The audited balance sheets and profit &amp; loss account/ annual report for the last 5 years (FY 2011-12 to FY 2015-16) 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 net worth as per the latest financial statements.</p> <p>b. Positive Profit (i.e. Profit before Tax) for at least 2 out of last 5 years.</p> <p>c. Average Annual EPC Revenue<sup>3</sup> for the last five financial years defined above be not less than as under:</p> <table><tr><th>Package –I</th><th>Package –II</th><th>Package-III</th></tr><tr><td>USD 51.4 million</td><td>USD 44 million</td><td>USD 13.5 million</td></tr></table> <p>In case of JVCA, requirement (a) and (b) above shall be met by each member and requirement under (c), each member shall meet at least 25%, lead member shall meet at least 40% and all members together shall meet 100%.</p> <p>(ii) The Applicant shall demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the project cash flow requirements of ongoing contracts including the present contract net of the Applicants other commitments. Minimum required liquidity<sup>4</sup> needed for execution of the contract shall be as under:</p> <table><tr><th>Package -I</th><th>Package –II</th><th>Package-III</th></tr><tr><td>USD 8.6 million</td><td>USD 7.3 million</td><td>USD 2.3 million</td></tr></table> <p>In case of JVCA, for requirement (ii) above, each member shall meet at least 25%, lead member shall meet at least 40% and all members together shall meet 100%.</p> <p>In order to qualify for multiple packages, Applicant shall meet aggregate of the requirements stipulated for (i)(c) and (ii) above for each such package</p>	Package –I	Package –II	Package-III	USD 51.4 million	USD 44 million	USD 13.5 million	Package -I	Package –II	Package-III	USD 8.6 million	USD 7.3 million	USD 2.3 million
Package –I	Package –II	Package-III											
USD 51.4 million	USD 44 million	USD 13.5 million											
Package -I	Package –II	Package-III											
USD 8.6 million	USD 7.3 million	USD 2.3 million											

<sup>3</sup> Values shall be considered at FY15-16 level. Values in INR for previous years shall be compounded @8% per year to bring to the level FY15-16.

<sup>4</sup>Prevailing exchange rate on the date of opening of the applications would be applied.

	(iii) Documentation and Attachments to be submitted as mentioned below
Documentation to be submitted:	Form C.1.1 and Form C.1.2 both certified by the statutory auditor of the Applicant (in case of JV, for each member of the JV)
Attachments to be submitted:	<p>The Applicant and its parties shall provide copies of audited financial statements for <b>five</b> years (FY 2011-12 to FY 2015-16). The financial statements shall:</p> <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 Auditor/ Chartered Accountant 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> <p>Supporting documents for additional financial means for likely future commitments</p>
<b>C.2 Value of ongoing contracts</b>	
Requirement	<ul style="list-style-type: none"> <li>• Aggregate annual residual value of all ongoing contracts shall not be more than 350% of the highest annual EPC/Turnkey turnover for last 5 years (FY 2011-12 to FY 2015-16). In case of JV, this shall apply to each member.</li> <li>• Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form C.2.1
Attachments to be submitted:	<ul style="list-style-type: none"> <li>(a) Statement of Credit Facilities sanctioned and availed and unutilized limits that are in force (including Source, Purpose, Amount, Validity Period)</li> <li>(b) Contract-wise Statement of Non-funded Facilities (such as Bank Guarantees) availed for execution of contracts (including Contract Title, Source/ Bank, Purpose, Amount, Validity Period)</li> </ul>

**D. Experience**

<b>D.1 General Experience</b>	
Requirement:	<ul style="list-style-type: none"> <li>Experience in Construction or EPC contracts related to Power Sector, in the role of prime contractor, or JV member, in India during the last 7 financial years, starting FY 2009-10 to FY 2015-16. (In case of JV, each member shall meet the requirement)</li> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form D.1.1 (to be prepared separately for experience in India and outside India)
Attachments to be submitted:	Final Acceptance / Completion Certificate / Testimonial Letters issued by the employer for each contract listed in Form D.1.1

D.2 Specific Experience	Refer Part I: Scope of EPC for details																		
Requirement:	<p><b><u>PACKAGE –I</u></b></p> <p><b>At least the number and value of similar EPC/ turnkey contracts as mentioned below</b> completed between <b>1<sup>st</sup> Sept 2009</b> and application submission deadline:</p> <table><tr><th></th><th>No. of Contracts</th><th>Value<sup>4</sup> of <u>Each Contract</u> (USD mn)</th></tr><tr><td>Option I</td><td>3</td><td>27.4</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>34.2</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>54.8</td></tr></table> <p>The EPC/ turnkey scope under the above contracts shall demonstrate:</p> <p><b><u>For Lots related to Transmission line (Lots 1,2,3):</u></b></p> <p>i. Experience of Transmission Lines project of voltage level equal or superior to 90 kV and 100 kms.</p> <p>ii. HTB similar project experience in geographical and topographical conditions similar to the project</p> <p>The Applicant must have a tower manufacturing factory in India with a minimum production capacity of 5000 MT per year. Alternatively, the applicant may submit the authorization of the manufacturer with abovementioned production capacity on supply support.</p> <p>In case of JVCA, requirement shall be met by the JVCA on a</p>		No. of Contracts	Value <sup>4</sup> of <u>Each Contract</u> (USD mn)	Option I	3	27.4	OR			Option II	2	34.2	OR			Option III	1	54.8
	No. of Contracts	Value <sup>4</sup> of <u>Each Contract</u> (USD mn)																	
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combined basis i.e. contract values of each member shall not be aggregated but number of contract(s) by individual members, who meet the value and technical aspects, can be aggregated to meet the requirement of number of contracts.

Subcontractors' experience and resumes will not be taken into account in determining the bidder's compliance.

#### **PACKAGE –II**

**At least the number and value of similar EPC/ turnkey contracts as mentioned below** completed between **1<sup>st</sup> Sept 2009** and application submission deadline:

	<b>No. of Contracts</b>	<b>Value<sup>4</sup> of Each Contract (USD mn)</b>
Option I	3	23.5
OR		
Option II	2	29.4
OR		
Option III	1	47.0

The EPC/ turnkey scope under the above contracts shall demonstrate:

#### **For Lots related to Substation (Lots 4,5,6)**

- i. Experience of Sub-station project of a voltage level superior or equal to 90 kV with the capacity of a transformer 40MVA of minimal power.
- ii. HTB similar project experience in geographical and topographical conditions similar to the project

The applicant must have in India a manufacturing plant of transformer with a capacity of at least 90 kV 40 MVA or a factory manufacturing switchgears. Alternatively, the applicant may submit the authorization of the manufacturer regarding supply support.

In case of JVCA, requirement shall be met by the JVCA on a combined basis i.e. contract values of each member shall not be aggregated but number of contract(s) by individual members, who meet the value and technical aspects, can be aggregated to meet the requirement of number of contracts.

Subcontractors' experience and resumes will not be taken into account in determining the bidder's compliance.

	<p><b><u>PACKAGE –III</u></b></p> <p><b>At least the number and value of similar EPC/ turnkey contracts as mentioned below</b> completed between <b>1<sup>st</sup> Sept 2009</b> and application submission deadline:</p> <table><tr><th></th><th><b>No. of Contracts</b></th><th><b>Value<sup>5</sup> of Each Contract (USD mn)</b></th></tr><tr><td>Option I</td><td>3</td><td>7.2</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>9.0</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>14.4</td></tr></table> <p>The EPC/ turnkey scope under the above contracts shall demonstrate:</p> <p><b><u>For Lot 7 related to Connections:</u></b></p> <p>i. Distribution line with a voltage level less than or equal to 33 kV.</p> <p>ii. HTA/BT similar project experience in geographical and topographical conditions similar to the project.</p> <p>In case of JVCA, requirement shall be met by the JVCA on a combined basis i.e. contract values of each member shall not be aggregated but number of contract(s) by individual members, who meet the value and technical aspects, can be aggregated to meet the requirement of number of contracts.</p> <p>Subcontractors’ experience and resumes will not be taken into account in determining the bidder’s compliance.</p>		<b>No. of Contracts</b>	<b>Value<sup>5</sup> of Each Contract (USD mn)</b>	Option I	3	7.2	OR			Option II	2	9.0	OR			Option III	1	14.4
	<b>No. of Contracts</b>	<b>Value<sup>5</sup> of Each Contract (USD mn)</b>																	
Option I	3	7.2																	
OR																			
Option II	2	9.0																	
OR																			
Option III	1	14.4																	
Documentation to be submitted:	Form D.2.1																		
Attachments to be submitted:	Final Acceptance/ Completion Certificate/ Testimonial issued by the employer for each contract listed in Form D.2.1																		

<sup>5</sup> In case of Contracts in Indian Rupees, values for previous years shall be compounded @8% per year to bring to the level FY15-16 for evaluation. The year of contract signing shall be considered for this purpose and exchange rate as on 31<sup>st</sup> March of that Financial Year to arrive at the USD equivalent

**E. Quality Assurance**

**Result of evaluation to the following criteria may lead to full prequalification or conditional prequalification**

<b>E.1 Quality Management System</b>	
Requirement:	ISO Certified Quality Management System
Documentation to be submitted:	Form E.1.1
Attachments to be submitted:	Self-attested copy of Quality Management System Certificate valid as on the deadline for submission of application

<b>E.2 Equipment</b>																																											
Requirement:	<p><b><u>PACKAGE-I</u></b></p> <p>The Applicant must confirm that it can avail and deploy the following key equipment (indicate whether owned or leased):</p> <table border="1"> <thead> <tr> <th>S. No.</th><th>Particular</th></tr> </thead> <tbody> <tr> <td>1</td><td>Tension Puller Equipment (8 tonnes capacity)</td></tr> <tr> <td>2</td><td>Aerial Roller</td></tr> <tr> <td>3</td><td>Winch Machine (capacity of 3 tonnes)</td></tr> <tr> <td>4</td><td>Sag Bridge for 220 kV</td></tr> <tr> <td>5</td><td>Chicago grip (6 tonnes capacity)</td></tr> <tr> <td>6</td><td>Hydraulic crimp tool M/C suitable for 570 mm<sup>2</sup> Aster</td></tr> <tr> <td>7</td><td>D Shackle (6 tonnes capacity)</td></tr> <tr> <td>8</td><td>Conductor Joining socks</td></tr> <tr> <td>9</td><td>OPGW cable joining socks</td></tr> <tr> <td>10</td><td>Single block Pulley with Bearing (6 tonnes capacity)</td></tr> <tr> <td>11</td><td>Double block Pulley with Bearing (6 tonnes capacity)</td></tr> </tbody> </table> <p><b><u>PACKAGE-II</u></b></p> <p>The Applicant must confirm that it can avail and deploy the following key equipment (indicate whether owned or leased):</p> <table border="1"> <thead> <tr> <th>S. No.</th><th>Particular</th></tr> </thead> <tbody> <tr> <td>1</td><td>Primary Injection Kit</td></tr> <tr> <td>2</td><td>Relay testing Kit</td></tr> <tr> <td>3</td><td>Winch Machine (capacity of 3 tonnes)</td></tr> <tr> <td>4</td><td>Single block Pulley with Bearing (6 tonnes capacity)</td></tr> <tr> <td>5</td><td>Double block Pulley with Bearing (6 tonnes capacity)</td></tr> <tr> <td>6</td><td>Hydraulic crimp tool machine</td></tr> <tr> <td>7</td><td>D Shackle (6 tonnes capacity)</td></tr> <tr> <td>8</td><td>Cable jolting machine</td></tr> </tbody> </table>	S. No.	Particular	1	Tension Puller Equipment (8 tonnes capacity)	2	Aerial Roller	3	Winch Machine (capacity of 3 tonnes)	4	Sag Bridge for 220 kV	5	Chicago grip (6 tonnes capacity)	6	Hydraulic crimp tool M/C suitable for 570 mm <sup>2</sup> Aster	7	D Shackle (6 tonnes capacity)	8	Conductor Joining socks	9	OPGW cable joining socks	10	Single block Pulley with Bearing (6 tonnes capacity)	11	Double block Pulley with Bearing (6 tonnes capacity)	S. No.	Particular	1	Primary Injection Kit	2	Relay testing Kit	3	Winch Machine (capacity of 3 tonnes)	4	Single block Pulley with Bearing (6 tonnes capacity)	5	Double block Pulley with Bearing (6 tonnes capacity)	6	Hydraulic crimp tool machine	7	D Shackle (6 tonnes capacity)	8	Cable jolting machine
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	<p><b><u>PACKAGE-III</u></b></p> <p>The Applicant must confirm that it can avail and deploy the following key equipment (indicate whether owned or leased):</p> <table border="1"> <tr> <th>S. No.</th><th>Particular</th></tr> <tr> <td>1</td><td>Winch Machine (capacity of 3 tonnes)</td></tr> <tr> <td>2</td><td>Chicago grip (6 tonnes capacity)</td></tr> <tr> <td>3</td><td>Hydraulic crimp tool M/C with die set</td></tr> <tr> <td>4</td><td>Single block Pulley with Bearing (3 tonnes capacity)</td></tr> <tr> <td>5</td><td>Double block Pulley with Bearing (3 tonnes capacity)</td></tr> <tr> <td>6</td><td>Cable jointing machine</td></tr> </table> <p><i>Note: The above list of equipment is an indicative list. The complete list of equipment would be made available at Tender stage</i></p>	S. No.	Particular	1	Winch Machine (capacity of 3 tonnes)	2	Chicago grip (6 tonnes capacity)	3	Hydraulic crimp tool M/C with die set	4	Single block Pulley with Bearing (3 tonnes capacity)	5	Double block Pulley with Bearing (3 tonnes capacity)	6	Cable jointing machine
S. No.	Particular														
1	Winch Machine (capacity of 3 tonnes)														
2	Chicago grip (6 tonnes capacity)														
3	Hydraulic crimp tool M/C with die set														
4	Single block Pulley with Bearing (3 tonnes capacity)														
5	Double block Pulley with Bearing (3 tonnes capacity)														
6	Cable jointing machine														
Documentation to be submitted:	Letter of Intent/ Memorandum of Understanding/ Documents demonstrating that the above equipment can be arranged at the site														
Attachments to be submitted:	Self-attestation of Form E.2.1														

**E.3 Skilled Human Resources**

Requirement:

- Applicant must demonstrate that it has the personnel for the key positions that meet the following requirements:

Package-I

N°	Position	Minimum Desirable Qualification / Experience	Total Experience (years)	Experience in similar works (years)	Number
1	Project Manager	Degree in Electrical Engineering / Civil Engineering	15	10	1
2	Specialist	Civil HTB	7	5	1
3	Specialist in design	HTB line with greater than or equal to 90 kV voltage	7	5	1
4	Specialist in supervision	HTB position with greater than or equal to 90 kV voltage	7	5	1
5	Specialist	Topography	7	5	1

The applicant is required to submit an undertaking to engage & deploy personnel as above

**Package-II**

N°	Position	Minimum Desirable Qualification / Experience	Total Experience (years)	Experience in similar works	Number
1	Project Manager	Degree in Electrical Engineering / Civil Engineering	15	10	1
2	Specialist	SCADA	7	5	1
3	Specialist	Telecommunication	7	5	1
4	Specialist	Civil HTB	7	5	1
5	Specialist in design	HTB line with greater than or equal to 90 kV voltage	7	5	1
6	Specialist in supervision	HTB position with greater than or equal to 90 kV voltage	7	5	1

The applicant is required to submit an undertaking to engage & deploy personnel as above

**Package-III**

N°	Position	Minimum Desirable Qualification / Experience	Total Experience (years)	Experience in similar works	Number
1	Project Manager	Degree in Electrical Engineering / Civil Engineering	15	10	1
3	Specialist	Civil HTB	7	5	1
4	Specialist	HTA line with greater less or equal to 33 kV voltage	7	5	1
5	Specialist	HTB position with greater than or equal to 90 kV voltage	7	5	1

The applicant is required to submit an undertaking to engage & deploy personnel as above

Part IV. Prequalification Criteria and Requirements

	<ul style="list-style-type: none"> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	<p>Form E.3.1</p> <p>CVs should, inter alia, incorporate qualifications, experience in the sector and should also list professional memberships / accreditations and knowledge of languages including foreign languages, countries of work experience.</p>
Attachments to be submitted:	CV of abovementioned staff along with copies of academic certificates mentioned therein

**NOTE:**

The Evaluation Criteria for Pre- Qualification of Applicants		
Sr. No.	Description	Remarks
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.	Quality Assurance	Evaluation on Pass/ Fail basis

# Part V. 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 pre-qualified for the referenced IFP 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 debarred/sanctioned in accordance with ITA 4.5;
- (c) We understand that you may cancel the pre-qualification process at any time and that you are neither bound to accept any Application that you may receive nor to invite the pre-qualified Applicants to bid for subsequent contract(s) subject to this pre-qualification process, without incurring any liability to the Applicants, in accordance with ITA 23.1.
- (d) 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 pre-qualification.

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]



## 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>
<p>1. Attached are copies of original documents of</p> <p><input type="checkbox"/> Articles 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.</p> <p><input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITA 4.3.</p> <p>2. Included are the 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.</p>

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this pre-qualification process is open to only Indian firms.

## 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

<p>Applicant name:</p> <p><i>[insert full name of the JV]</i></p>
<p>Applicant's JV Member's name:</p> <p><i>[insert full name of Applicant's JV Member]</i></p>
<p>Applicant's JV Member's country* of registration:</p> <p><i>[indicate country of registration]</i></p>
<p>Applicant JV Member's date of constitution:</p> <p><i>[indicate date of constitution in dd/mmm/yyyy]</i></p>
<p>Applicant JV Member's legal address registered in India:</p> <p><i>[insert street/ number/ town or city/ country]</i></p>
<p>Applicant JV Member's authorized representative information</p> <p>Name: <i>[insert full name]</i></p> <p>Address: <i>[insert street/ number/ town or city/ country]</i></p> <p>Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i></p> <p>E-mail address: <i>[indicate e-mail address]</i></p>
<p>1. Attached are copies of original documents of Articles 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.</p> <p>2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.</p>

\* Note: Applicant's attention is drawn to ITA 4.1 pursuant to which this pre-qualification process is open to only Indian firms

## 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

Form B.1.1			
Non-Performed Contracts in accordance with Part IV, Pre-qualification Criteria and Requirements			
<input type="checkbox"/> Contract non-performance did not occur since 1 <sup>st</sup> April 2011 specified in Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.1.			
<input type="checkbox"/> Contract(s) not performed since 1 <sup>st</sup> April 2010 specified in Part IV, Pre-qualification 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, 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]</i>

<b>Form B.2.1</b> Pending Litigation, in accordance with Part IV, Pre-qualification Criteria and Requirements				
<input type="checkbox"/> No pending litigation in accordance with Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.2				
<input type="checkbox"/> Pending litigation in accordance with Part IV, Pre-qualification 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 year]</i>	<i>[insert amount]</i>	Contract Identification: <i>[indicate complete contract name, number, 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 "Exporter"]</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>

Form B.3.1			
Litigation History, in accordance with Part IV, Pre-qualification Criteria and Requirements			
<input type="checkbox"/> No litigation in accordance with Part IV, Pre-qualification Criteria and Requirements, Sub-Factor B.3. <input type="checkbox"/> Litigation Awards in accordance with Part IV, Pre-qualification 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, 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 "Exporter"]</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]</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 auditor. 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

#### 1. Financial data

Type of Financial information in (currency)	Historic information for previous <i>[insert number]</i> years, <i>[insert in words]</i> (amount in Indian Rupees)				
	Year 1	Year 2	Year 3	Year 4	Year 5
Statement of Financial Position (Information from Balance Sheet)					
Total Assets (TA)					
Total Liabilities (TL)					
Total Equity					
Current Assets (CA)					
Current Liabilities (CL)					
Working Capital (WC)					
Net Worth (NW)					
Information from Income Statement					
Total Revenue (TR)					
Profit Before Interest & Taxes (PBIT)					
Profit Before Taxes (PBT)					
Cash Flow Information					
Cash Flow from Operating Activities					
Cash Flow from Investments					
Cash Flow from Financing Activities					

## 2. Sources of Finance

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

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

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

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-Based Limit</b>			

### B. Details of Other Liquid Assets such as fixed deposits, other liquid assets and any other financial means which may be used meet the cash flow requirements for works currently in progress by the Applicant

Sr No	Type of Liquid Assets	Amount
1.		
2.		
3.		

## 3. Financial documents

The Applicant and its parties shall provide copies of audited financial statements for last five years [FY 2011-12 to FY 2015-16] pursuant Part IV, Prequalification Criteria and Requirements, Sub-factor C.1. The financial statements shall:

- 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).
- be independently audited or certified in accordance with local legislation.
- be complete, including all notes to the financial statements.
- correspond to accounting periods already completed and audited.

☐ Attached are copies of financial statements for the **five** 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.

## Form C.1.2

### Average Annual EPC/Turnkey 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 auditor. 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

Annual EPC/ Turnkey Turnover Data						
Year	Amount (INR)			EPC Turnover as % of Total Turnover	Exchange rate*	USD equivalent
	Contracts in India	Overseas Contracts	Total EPC Turnover			
2011-2012						
2012-2013						
2013-2014						
2014-2015						
2015-2016						
	Total: Average:	Total: Average:	Total: Average:			Average Annual EPC/ Turnkey Turnover **

\* Refer ITA 13 for source of exchange rate. Exchange rate prevalent on 31<sup>st</sup> March shall be used to calculate turnover for respective financial year

\*\* Total USD equivalent for 5 years divided by 5 (five).



## Form C.2.1

### Ongoing Contracts

*[The following table 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

Contract Identification	Role of Applicant	Start Date	Contractual Completion Date	Intended/ Revised Completion Date	Residual period for completion	Residual value of Work	Annual Residual value of Work
1	2	3	4	5	6	7	8
Contract Ref:  Brief Title of the works:  Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and US\$ equivalent*]</i>  Name & Address of Employer:	<i>[insert "Prime Exporter" or "JV Member"]</i>				<i>[Insert period in years starting from Application Submission Deadline. In case less than a year, value to be considered shall be 1]</i>	<i>[Insert value in US\$ equivalent including amount billed but pending payment up to deadline for submission of Application]</i>	<i>[Insert value in US\$ equivalent] [7 divide by 6]</i>
							<i>[Insert Total for all Contracts]</i>

\* Refer ITA 13 for date and source of exchange rate

## 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

*[Identify contracts that demonstrate Design Engineering/ Construction/ EPC/ Turnkey work over the past 7 years pursuant to Part IV, Pre-qualification Criteria and Requirements, Sub-Factor D.1. List contracts chronologically, according to their commencement (starting) dates and attach Final Acceptance Certificates.]*

#### 1. Experience within India

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/ mmm/ yyyy]</i>	<i>[indicate date as dd/ mmm/ yyyy]</i>		<i>[insert "Prime Exporter " or "JV Member"]</i>

\* Refer ITA 13 for date and source of exchange rate

Final Acceptance Certificate to be attached for each contract

**2. Experience outside India**

<b>Contract Identification</b>	<b>Country of Work Execution</b>	<b>Start Date</b>	<b>Initial Contractual End Date</b>	<b>Actual Completion Date and Reasons for delay, if any</b>	<b>Role of Applicant</b>
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>[indicate date as dd/mm/yyyy]</i>	<i>[insert "Prime Exporter " or "JV Member"]</i>

\* Refer ITA 13 for date and source of exchange rate.

Final Acceptance Certificate to be attached for each contract

## Form D.2.1

### Specific EPC Experience

*[The following table shall be filled in for contracts performed by the Applicant, and each member of a Joint Venture, as applicable]*

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

Similar Contract No.	<i>[insert number] of [insert number of similar contracts required]</i>		
Contract Identification	<i>[insert contract name and number, if applicable]</i>		
Contract date	<i>[dd/mm/yyyy]</i>		
Completion date	Contractual: <i>[dd/mm/yyyy]</i>		Actual: <i>[dd/mm/yyyy]</i>
Role in Contract	Prime Contractor <input type="checkbox"/>		Member in JV <input type="checkbox"/>
Total Contract Amount	<i>[insert total contract amount in contract currency]</i>		US\$ <i>[insert Exchange rate and total contract amount 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]</i> <i>[Briefly mention the similarity in terms of sectoral characteristics]</i>		
<b>For the above contract, mention the following attributes</b>			
1. Capacity/ Physical size of key works items	<i>[insert capacity/ physical size of key work items]</i>		
2. Complexity	<i>[insert description of complexity]</i>		
3. Methods/ Technology	<i>[insert specific aspects of the methods/ technology involved in the contract]</i>		
4. Rate of execution for key items	<i>[insert execution rates for key items]</i>		
5. Other Characteristics	<i>[insert other characteristics as appropriate]</i>		

\* Refer ITA 13 for date and source of exchange rate.

## Form E.1.1

### Quality Management System

Quality Management System	Process/ Discipline Certified/ Inclusions	Certification Start Date	Certification Valid up to	Certifying Organization
[indicate the quality management system accreditation]	[indicate certificate identification number and mention which process or discipline has been certified and inclusions]	[dd/mm/yyyy]	[dd/mm/yyyy]	[indicate the name of the certifying organization and contact details]

## Form E.2.1

### Equipment Details

*[In case of JVCA, this form shall be submitted 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

<b>Equipment Type</b>	<b>Make/ Model</b>	<b>Capacity</b>	<b>Number</b>	<b>If owned, date of purchase</b>	<b>If leased, valid up to</b>
<i>[mention the generic name/ type of equipment]</i>	<i>[indicate make/ model of equipment]</i>	<i>[indicate capacity of equipment]</i>	<i>[indicate number available]</i>	<i>[dd/mm/yyyy] or mention as "intend to purchase"</i>	<i>[dd/mm/yyyy] or mention as "intend to lease"</i>

## Form E.3.1

### Skilled Human Resources

*[Furnish details for key staff pursuant to Part IV, Pre-qualification Criteria and Requirements, Sub-Factor E.3. In case of JVCA, this shall be on a combined basis]*

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

## Part VI. Questionnaire for Applicants

Name of Applicant: *[In case of JV, to be filled in each partner 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 an EPC contractor.  If yes, please provide details of Client, Country and Scope of EPC. 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 pre-qualification 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 pre-qualification.	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 pre-qualification or any resulting contracts.	Confirm:  Yes___/No _____
4. Has your firm been suspended or debarred by any Multilateral Agency, or any government, or a UN agency? If Yes, provide details, including date of reinstatement, if applicable. Attach additional sheets, if needed.	Yes____/No _____
5. 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 _____
6. Has your firm/ any JV partner been penalized for delay in contractual performance since 1 <sup>st</sup> April 2010 to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.	Yes____/No _____
7. Has there been a termination of your firm's services for non-performance on a contract in the last 5 years? If Yes, please describe in detail in a separate sheet, as necessary.	Yes____/No _____
8. Please confirm that you agree to the provisions of the Government of India guidelines dated 7 <sup>th</sup> December 2015 on IDEAS Lines of Credit	Confirm:  Yes___/ No ____



**Certificate of eligibility and authority to sign Pre-qualification application**

I, *[Name of Authorized Signatory]*, certify that I am *[Title]* and Authorized Signatory of *[Name of Applicant or JV member as applicable]*. By signing the Application Submission Form under IFP No *[insert IFP No.]* and on behalf of *[Name of Applicant/ JV member]* I also certify that all information stated here and in the Application Document is accurate and true and that signing the Application Submission Form is within the scope of my powers as *[Title]* and Authorized Signatory.

---

*(Signature)*

*[Name of Authorized Signatory]*  
*[Title]* and Authorized Signatory

Date: