

# Application Document for

Pre-qualification of Indian Engineering,  
Procurement and Construction (EPC)

Contractor for design, supply and construction  
of transmission lines, new substation at Carlos  
Fonseca and, expansion of substations at Villa  
El Carmen, San Rafael del Sur and Las Colinas in  
Nicaragua

**Export-Import Bank of India**  
**Date: FEBRUARY 22, 2017**

## **INVITATION FOR PREQUALIFICATION**

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, 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. 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 (LOCs).

In pursuance to the above, the Bank invites Applications from for pre-qualification of Indian Engineering, Procurement and Construction (EPC) contractors for design, supply and construction of construction of transmission lines, new substation at Carlos Fonseca and expansion of substations at Villa El Carmen, San Rafael del Sur and Las Colinas in Nicaragua under the Line of Credit extended to the Government of Nicaragua.

Completed Applications in accordance with the provisions of the Application Document should be delivered physically by 15:00 hours, March 23, 2017 at the following address:

Mr. A. Subrahmanyam  
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 1568/1565  
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**

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/ Government Undertaking 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/ Government Undertaking.

**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 Indian Engineering,  
Procurement and Construction (EPC)  
contractors for design, supply and construction  
of transmission lines, new substation at Carlos  
Fonseca and, expansion of substations at Villa  
El Carmen, San Rafael del Sur and Las Colinas in  
Nicaragua.**

**Invitation for Pre-Qualification No.:  
GOILOC-221/Nicaragua/ EPC-12  
Issued on: FEBRUARY 22, 2017**

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

The Export-Import Bank of India (Exim Bank), on behalf of the Government of India [GOI] has approved financing the project out of the LOC extended to the Government of the Republic of Nicaragua (GON). The project includes design, supply and construction of transmission lines, new substation at Carlos Fonseca and expansion of three substations at Villa El Carmen, San Rafael del Sur and Las Colinas in Nicaragua for which the Exim Bank now seeks applications for pre-qualification from eligible Indian entities. Refer Part II ITA 4 for eligibility provisions.

### **A]Details of project**

The main objectives of the project are to improve electrification in various rural areas, expand transmission grid capacity and improve the quality and reliability of power supply of Nicaragua's electricity transmission system by the construction and incorporation of new substations, transmission and distribution lines.

The National Electricity Transmission Company of Nicaragua i.e. Empresa Nacional De Transmision Electrica (ENATREL), is the 'Buyer' and has initiated a project for building Carlos Fonseca Substation, 95-km transmission lines and expansion of three substations (Villa El Carmen, San Rafael del Sur and Las Colinas) in Nicaragua.

### **B]Scope of Work**

The contract includes, but is not limited to the design, supply of equipment and materials, electromechanical assembly, installation, testing and commissioning as well as civil works for the construction of 138/13.8 kV new substation at Carlos Fonseca, expansion of Villa El Carmen, San Rafael del Sur and Las Colinas substations and related works, and construction of 95 km of a 138 kV power transmission lines to link the substations of Carlos Fonseca, Villa El Carmen and San Rafael del Sur. Furthermore, the dismantling of the existing installation as well as packing and transport of useful items to ENATREL's warehouse. All temporary measures, which are necessary to ensure an uninterruptable power supply to the consumers during the dismantling and construction works (such as temporary cable connections between incoming lines and power transformers, step-by-step change-over from old to new transformers, etc.) are part of the turnkey contract to be executed in Nicaragua in two lots:

- Lot No. 1:** 138/13.8 kV new Substation at Carlos Fonseca, expansion of Villa El Carmen, San Rafael del Sur and Las Colinas Substations and Related Works;
- Lot No. 2:** A 138 kV Power Transmission Lines of about 95-km on lattice towers & poles and Related Works.

The Package includes both Lots 1 and 2. The Applicant has to submit a single pre-qualification application for both Lots.

### **C] Details of Project Components:**

1. Carlos Fonseca Substation:
  - Supply and Installation of a 25/30 MVA power transformer, 138/13.8 kV.

- Equipment supply and installation of a 138/13.8 kV transformation Bay.
  - Equipment and installation of two 138kV line bays.
  - 6 Metalclad 13.8 KV Switchgear, indoor type, with their respective equipment.
  - Auxiliary Services (panels AC, DC, rectifiers and batteries.), and Own Services transformer.
  - Communications Equipment for Fiber Optic.
  - Grounding Network System and Air Protection for the Substation and the control building.
  - Automated System of Control, Protection and Measurement.
  - Illumination System for the substation perimeter and bays.
  - All gray works (Earth movement, Control Building, Streets, sidewalks, perimeter wall, equipment foundations, curbs, drainage and gravel layer in the substation bays) and acquisition of land for the substation.
2. Expansion of San Rafael del Sur substation:
- Expansion of the Control House.
  - Equipment supply and installation of two 138 kV line bays
3. Expansion of Villa El Carmen substation:
- Equipment supply and installation of three 138 kV line bays, double bar type.
  - Equipment and installation of a busbars coupling bay at 138 kV.
4. Expansion of Las Colinas substation:
- Equipment supply and installation of one 138 kV line bay, double bar type.
  - Equipment and installation of a busbars coupling bay at 138 kV.
  - Expansion of the Control House.
5. Transmission Line:
- Design, supply of equipment and materials, electromechanical assembly, installation, testing and commissioning as well as civil works of a 138 kV line of 35 km length, lattice towers and poles, simple terna, 556.5 kcmil conductor, OPGW type guard wire, going from Villa El Carmen Substation to Carlos Fonseca Substation.
  - Design, supply of equipment and materials, electromechanical assembly, installation, testing and commissioning as well as civil works of a 138 kV line of 40 km length, lattice towers and poles, simple terna, 556.5 kcmil conductor, OPGW type guard wire, going from Villa El Carmen Substation to San Rafael del Sur substation.
  - Design, supply of equipment and materials, electromechanical assembly, installation, testing and commissioning as well as civil works of a 138 kV line of 20

km length, lattice towers and poles, simple terna, 556.5 kcmil conductor, OPGW type guard wire, going from Carlos Fonseca Substation to Las Colinas Substation.

6. Additionally, supply and installation of 2 line bays of 138kV to be installed with power breaker and bypass switches at the Masatepe and Diriamba substations.

#### **D] Contract Period**

The overall contract period of the project is twenty one (21) months.

#### **E] Project area, Environmental condition and geological condition**

Nicaragua is the largest country in the Central American region with an area of 130,373km<sup>2</sup>, bordered by Honduras to the north, Costa Rica to the south, Pacific Ocean to the west and Caribbean Sea to the east. The Annual average rainfall is 1,395 mm. Winter begins in the mid May with rains and ends in early November. The temperature at this time ranges between 21° and 26° C. The summer season starts in the mid November and ends in early May, having the hottest days of the season in the months of March and April, reaching temperatures of up to 29°C. The details of project sites are as below:-

- a. **Carlos Fonseca:** Carlos Fonseca is located, near the Montefresco village, which comes under the municipality of El Crucero, located 26-km south of Managua (the capital). The substation is located at a height of 403 msnm with coordinates NAD 27: latitude 12°, 02', 25.56" N and longitude 86°, 18', 38.69" W. Substation Carlos Fonseca replaces the current Montefresco substation which is connected to the national transmission system of 69 kv through a T-scheme. This Transmission line has many years of operation, and generating considerable losses of electricity due to aging conductor and the environmental conditions of the surroundings. For this reason, the new substation will be connected at 138 kv, to provide greater service reliability.
- b. **Villa El Carmen:** Villa El Carmen is a municipality of Managua Department and its capital town located 42-km to the west of Managua City. The substation site is 11-km to the north east of the town. Its coordinates NAD 27 are latitude 12°, 04', 13.30" N and longitude 86°, 29', 04.30" W. The elevation of the substation site is 141 m above sea level.
- c. **San Rafael del Sur:** San Rafael del Sur is a municipality of Managua Department and its capital town located 46-km to the west of Managua City. And the Substation site is 11 km to the north east of the town. Its coordinates NAD 27 are latitude 11°, 51', 17.35" N and longitude 86°, 25', 26.29" W. The elevation of the substation site is 139 m above sea level.
- d. **Las Colinas:** This Substation is located at 17.5-km from Managua City, southeast, over the highway to Masaya City. Its coordinates NAD 27 are latitude 12°, 06', 71" N and longitude 86°, 10', 59" W. The elevation of the substation site is 257 m above sea level.

#### **F] Transport**

The maximum transportable load is 33 metric tons. To carry this load, trailers are available in Nicaragua. For loads that exceed this limit, consultation shall be done with the Transport Ministry which will make the corresponding recommendations. In any case, the Transport



Ministry permission and the traffic police escort are necessary. The supplier must consider in his manufacturing design all the local transport ways constraints in order that no problem arises with the project goods transportation within the country.

**G] 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/assets/pdf/loc/GOI-Guidelines-on-LOC.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, Scope of EPC 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 be ineligible to be prequalified if it has defaulted on any loan to any Bank/ Financial Institution (FI) or its account has been classified as Non-Performing Asset (NPA) with any Bank/FI or their companies/ promoters/ directors appear in Export Credit Guarantee Corporation (ECGC) Specific Approval List, Reserve Bank of India (RBI) Caution List, RBI Wilful Defaulter List (Suit filed as well as non-suit filed) and Credit Information Bureau India Ltd., (CIBIL) Defaulter List, updated from time to time. On being included in any of the above lists post the prequalification process, the Applicant shall immediately inform Exim Bank on the inclusion and reasons for inclusion thereof.
- 4.8 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.

**7. Corrigendum of Application Document**

7.1 At any time prior to the deadline for submission of Applications, the Bank may amend the Application Document by issuing a Corrigendum.

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.

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.

**C. Preparation, Submission and Opening of Applications**

**8. Cost towards Application**

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.

**9. Language**

9.1 The Application documentation and printed literature that are part of the Application, if in another language (including Spanish), shall be accompanied by an accurate translation of the relevant passages in English language, which shall be the governing language.

**10. Documents constituting the Application**

10.1 The Application shall comprise the following:

- (a) Application Submission Form, in accordance with ITA 11.1;
- (b) documentary evidence establishing the Applicant's eligibility, in accordance with ITA 12.1;
- (c) documentary evidence establishing the Applicant's qualifications, in accordance with ITA 13; and
- (d) any other document required as specified in the **DS**.

**11. Application Submission Form**

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<br/>Evidencing the<br/>Applicant's<br/>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<br/>Evidencing the<br/>Applicant's<br/>Qualifications</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 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 If an applicant does not manufacture or produce the goods it offers to supply, it shall submit documentation related to Manufacturer's Authorisation as specified in the <b>DS</b></p> <p>13.3 Wherever a monetary amount is to be stated, Applicants should indicate the USD equivalent using the rate of exchange determined as follows:</p> <p style="padding-left: 40px;">Value of single contract - Exchange rate prevailing on the date of the contract shall be used.</p> <p style="padding-left: 40px;">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 style="padding-left: 40px;">For data related to financial statements, the amounts shall be mentioned in Indian Rupees (INR).</p> |
| <b>14. Authorized<br/>Signatory and<br/>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> <p>14.2 Copies of the signed original Application, in the number specified in the <b>DS</b>, and clearly marked as "COPY" shall be submitted by the Applicant. The original shall govern in case of any discrepancy between the original and the copies.</p>   |
| <b>15. Preparing the<br/>Application<br/>Envelope</b>                      | 15.1 The Applicant shall enclose the original and the copies of the Application in a sealed envelope that shall:<br>(a) be addressed to the Bank, as per ITA 16.1;   |

- (b) mention the name and address of the Applicant; and
- (c) mention the specific identification of this pre-qualification process indicated in the **DS** ITA 2.1.

15.2 The Bank will accept no responsibility for not processing any envelope that was not prepared as required in ITA 15.1 above.

**16. Application  
Submission  
Deadline**

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 **DS**.

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.

**17. Late Applications**

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.

**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 Application.

22.3 Only the qualifications of the Applicant, in the capacity as prime contractor/ member of JV to the main client, 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 in-house or for a parent/ promoter/ group concerns or 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 7 (seven) calendar days after the date of intimation by the Bank, of the result of pre-qualification, to request clarifications regarding 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 bids.

<b>Part III. Data Sheet (DS) to ITA</b>	
<b>A. General</b>	
<b>ITA 2.1</b>	<p>The identification of the Invitation for Pre-qualification (IFP) is:  <b>GOILOC-221/Nicaragua/EPC-12</b></p> <p>The Bank is:  Export-Import Bank of India  Lines of Credit Group  Maker Chamber IV, 8th Floor,  222 Nariman Point,  Mumbai-400 021  Phone : 022- 2286 1569/1562  Fax : 022- 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> <p>The JV is permissible at PQ Stage only. The JV which is prequalified will be sustained for the entire bidding process. No change in the ownership/ per cent (%) of share etc. of JV is allowed subsequent to pre-qualification stage.</p>
<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>

	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>
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<b>B. Contents of the Application Document</b>	
<b>ITA 6.1</b>	For <b>clarification purposes</b> , the Bank's address is: Mr. A. Subrahmanyam 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 1568/1565 Fax : 022- 2282 3394 Email: <a href="mailto:eximloc@eximbankindia.in">eximloc@eximbankindia.in</a>
<b>C. Preparation, Submission &amp; Opening of Applications</b>	
<b>ITA 10.1 (d)</b>	<p>The applicant shall forward its application along with a covering letter clearly indicating the name of the project and the Pre-qualification 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>
<b>ITA 13.2</b>	Undertaking related to Manufacturer's Authorisation in accordance with Form E.4.1 included in Part V of this Application Document.
<b>ITA 13.3</b>	<p>The source for determining exchange rates is: 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 14.2</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: March 23, 2017</b></p> <p><b>Time: 15:00 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: Mr. A. Subrahmanyam, 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 2.1</p> <p><b>Date: March 23, 2017</b></p> <p><b>Time: 17:00 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>23</b>
<b>B</b>	<b>Past Contract Performance and Litigation</b>	<b>23</b>
<b>C</b>	<b>Financial Status and Capacity</b>	<b>25</b>
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<b>E</b>	<b>Quality Assurance</b>	<b>28</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 and ITA 4.7</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. 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>	
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>• There shall be no instance of contract<sup>1</sup> non-performance</li> </ul>

<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.

	<p>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)</p> <ul style="list-style-type: none"> <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 for FY 2015-16: <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> <li>In case of JV, each member shall meet the requirement</li> </ul> <p><i>*Note: Net worth – [25% of 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, since April 1, 2011 shall not exceed 25% of the net worth as per the latest financial statements.</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

<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.



**C. Financial Status and Capacity**

<b>C.1 Financial Status</b>	
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> <ul style="list-style-type: none"> <li>a. Positive net worth during the last five years.</li> <li>b. Positive Profit (i.e. Profit before Tax) for at least 2 out of last 5 years.</li> <li>c. Annual EPC Revenue<sup>3</sup> in any one of the last five financial years defined above be not less than <b>USD 17.5 million</b>.</li> </ul> <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 needed for execution of the contract shall be <b>USD 4.4 million</b>.</p> <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>(iii) Documentation and Attachments to be submitted as mentioned below</p>
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</li> </ul>

<sup>3</sup>Prevailing exchange rate on the date of opening of the applications would be applied.

	<p>Statutory Auditor/ Chartered Accountant in accordance with applicable legislation;</p> <p>c) be complete, including all notes to the financial statements; and</p> <p>d) correspond to accounting periods already completed and audited.</p> <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 in 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:	<p>(a) Statement of Credit Facilities sanctioned and availed and unutilized limits that are in force (including Source, Purpose, Amount, Validity Period)</p> <p>(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)</p>

**D. Experience**

<b>D.1 General Experience</b>	
Requirement:	<ul style="list-style-type: none"> <li>Indian companies (in the capacity of prime contractor or member of JV, to the Project Employer) engaged in EPC/ Turnkey/ Construction/ Supply of Equipment in Transmission Line and Sub-station projects in <b>India</b> during the last 7 years, starting from 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
<b>D.2 Specific Experience</b>	<b>Refer Part I: Scope of EPC for details</b>
Requirement:	<b>(i) Under the single package, at least the number and value of similar EPC/ turnkey contracts as mentioned below, in the role of prime contractor or JV member to the Project</b>

	<p><b>Employer</b>, completed between <b>1<sup>st</sup> January 2010</b> and application submission deadline:</p> <table border="1"><thead><tr><th></th><th><b>No. of Contracts</b></th><th><b>Value<sup>4</sup> of Each Contract (USD million)</b></th></tr></thead><tbody><tr><td>Option I</td><td>3</td><td>10.5</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>13.1</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>21.0</td></tr></tbody></table> <p>The EPC/ turnkey scope under the above contracts shall demonstrate experience involving (for Lot No. 1 &amp; 2):</p> <p>a) For Lot No. 1: Experience of design, construction, supply, installation, testing, commissioning and maintenance services of substations of 138/13.8 kV;</p> <p>b) For Lot No. 2: Experience in erection/ construction of Transmission Lines of voltage level equal or superior to 138 kV</p> <p>Since both the lots are invited under single package, Applicant/ JV should possess the experience required for both the Lots 1 &amp; 2.</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 meeting the value and technical aspects can be aggregated to meet the requirement on number of contracts.</p> <p>Subcontractors' experience and resumes will not be taken into account in determining the Applicant's compliance.</p> <p>Notwithstanding the above, each member of JVCA shall demonstrate experience of at least one contract of 50% of the value indicated under Option I above demonstrating experience, inter alia, in one or more of the technical aspects mentioned in (a) and (b) above.</p> <p>(ii) Documentation and Attachments to be submitted as mentioned below</p>		<b>No. of Contracts</b>	<b>Value<sup>4</sup> of Each Contract (USD million)</b>	Option I	3	10.5	OR			Option II	2	13.1	OR			Option III	1	21.0
	<b>No. of Contracts</b>	<b>Value<sup>4</sup> of Each Contract (USD million)</b>																	
Option I	3	10.5																	
OR																			
Option II	2	13.1																	
OR																			
Option III	1	21.0																	
Documentation to be submitted:	Form D.2.1																		

<sup>4</sup> In case of contracts in INR, the exchange rate of 31<sup>st</sup> March of the financial year in which the contract was signed shall be used to arrive at the USD equivalent.

Attachments to be submitted:	Final Acceptance/ Completion Certificate/ Testimonial issued by the employer for each contract listed in Form D.2.1
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**E. Quality Assurance**

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

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

<b>E.2 Contractor's Equipment</b>																									
Requirement:	<p><b>PACKAGE (Lot No. 1 and 2)</b> The Applicant must confirm that it can avail and deploy the following key tools &amp; plants/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>40 ton crane for lifting power transformer - 1</td></tr> <tr> <td>2.</td><td>10 ton crane for lifting auxiliary transformer, panels – 2</td></tr> <tr> <td>3.</td><td>10 ton crane for lifting distribution transformer</td></tr> <tr> <td>4.</td><td>Concrete Mixer (Diesel) – 1</td></tr> <tr> <td>5.</td><td>Compacting Machines – 2</td></tr> <tr> <td>6.</td><td>Welding Machines</td></tr> <tr> <td>7.</td><td>Scaffolding Materials</td></tr> <tr> <td>8.</td><td>Rigging Materials with pulley, chain</td></tr> <tr> <td>9.</td><td>Crawlers</td></tr> <tr> <td>10.</td><td>TRUCKS - A-frame, Autos, Dumps, Flatbeds, Pickups, Trailers = 1No.n stations with 2 X 40MVA power transformer &amp; allied equipment</td></tr> <tr> <td>11.</td><td>Compressors, Portable hoist</td></tr> </tbody> </table>	S. No.	Particular	1.	40 ton crane for lifting power transformer - 1	2.	10 ton crane for lifting auxiliary transformer, panels – 2	3.	10 ton crane for lifting distribution transformer	4.	Concrete Mixer (Diesel) – 1	5.	Compacting Machines – 2	6.	Welding Machines	7.	Scaffolding Materials	8.	Rigging Materials with pulley, chain	9.	Crawlers	10.	TRUCKS - A-frame, Autos, Dumps, Flatbeds, Pickups, Trailers = 1No.n stations with 2 X 40MVA power transformer & allied equipment	11.	Compressors, Portable hoist
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11.	Compressors, Portable hoist																								

	12.	Portable Electric Saw
	13.	Electric Megger, Tung Tester, etc
	<p>The Applicant must confirm that it can avail and deploy all the key temporary equipment, facilities and resources required for the Construction Services and the contractor shall be responsible for the design of the civil work &amp; provide all drawings; specification &amp; other information necessary for the civil work.</p> <p><b>Note:</b> The above list of equipment is an indicative list. The complete list of equipment would be made available at Tender stage</p>	
Documentation to be submitted:	Form E.2.1	
Attachments to be submitted:	<ul style="list-style-type: none"> <li>Letter of Intent/ Memorandum of Understanding/ Documents demonstrating that the above equipment can be arranged at the site.</li> <li>Self-attestation of Form E.2.1</li> </ul>	

**E.3 Skilled Human Resources**

<b>Requirement:</b>	<ul style="list-style-type: none"> <li>Applicant must demonstrate that it has the personnel for the key positions that meet the following requirements for Lot. No. 1 and 2,:</li> </ul>			
	<b>No.</b>	<b>Position</b>	<b>Total Work Experience (years)</b>	<b>Experience in Similar Work (years)</b>
	1	Project Manager (Transmission line and/or Substation)	Minimum 15 years with minimum 2 international projects technically similar in complexity (Transmission line and/or Substation)	Minimum 2 years as Project Manager
	2	Procurement and Logistics Manager (Transmission line and/or Substation)	Minimum 10 years with minimum one international project technically similar in complexity (Transmission line and/or Substation)	Minimum 2 years as Procurement and Logistics Manager
	3	Senior Supervision Engineer (Transmission line and/or Substation)	Minimum 10 years with minimum one international project technically similar in complexity (Transmission line and/or Substation)	Minimum 2 years as Senior Supervision Engineer

Part IV. Prequalification Criteria and Requirements

	4	Design Engineer (Transmission line and/or Substation)	Minimum 10 years with minimum one international project technically similar in complexity  (Transmission line and/or Substation)	Minimum 2 years as Design Engineer
	<ul style="list-style-type: none"> <li>Documentation and Attachments to be submitted as mentioned below</li> </ul>			
Documentation to be submitted:	Form E.3.1  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.			
Attachments to be submitted:	<ul style="list-style-type: none"> <li>The applicant is required to submit an undertaking to engage &amp; deploy personnel as above</li> <li>CV of abovementioned staff along with copies of academic certificates mentioned therein</li> </ul>			

<b>E.4 Manufacturer's Authorisation (Undertaking)</b>	
Requirement:	<ul style="list-style-type: none"> <li>In the case of an Applicant who offers to supply and/or install plant and equipment in accordance with Part I of the Application Document that the Applicant did not manufacture or otherwise produce, the Applicant shall submit an undertaking to submit Manufacturers' Authorization(s) for all major equipment in favour of the Applicant to bid for the subsequent contract confirming warranty support, in the event of prequalification and submission of bid by the Applicant.</li> <li>Documentation to be submitted as mentioned below</li> </ul>
Documentation to be submitted:	Form E.4.1

**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	Full or Conditional prequalification

# 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 confirm that we have not defaulted in 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 ECGC Specific Approval List, RBI Caution List, RBI Willful Defaulter List (Suit filed as well as non-suit filed) and CIBIL Defaulter List, 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 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.
- (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 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>
1. Attached are copies of original documents of <input type="checkbox"/> Articles & Memorandum of Association, 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 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 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

Applicant 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 JV Member's date of constitution: <i>[indicate date of constitution in dd/mmm/yyyy]</i>
Applicant JV Member's legal address registered in India: <i>[insert street/ number/ town or city/ country]</i>
Applicant 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, 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 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 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 2011 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, 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>

<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, 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 "Contractor"]</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>

<b>Form B.3.1</b>			
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.			
<b>Year of award</b>	<b>Outcome as percentage of Net Worth</b>	<b>Contract Identification</b>	<b>Total Contract Amount (currency), USD Equivalent (exchange rate)</b>
<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 "Contractor"]</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>

## 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 _5 (five) years				
	(amount in Indian Rupees)				
	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16
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 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:

- (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).
- (b) be independently audited or certified in accordance with local legislation.
- (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 **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

### 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 Turnover Data							
Year	EPC/ Turnkey Turnover Amount (INR)			Total Turnover (INR)	EPC Turnover as % of Total Turnover	Exchange rate* (v/s USD)	EPC Turnover in USD equivalent
	Contracts in India	Overseas Contracts	Total EPC Turnover				
	[A]	[B]	C = [A+B]				
2011-2012							
2012-2013							
2013-2014							
2014-2015							
2015-2016							
	<b>Total:</b>	<b>Total:</b>	<b>Total:</b>				

\* 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

## 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 Contractor" 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 Contractor " 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 Contractor " 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/mmm/yyyy]</i>		
Completion date	<i>Contractual: [dd/mmm/yyyy]</i>		<i>Actual: [dd/mmm/yyyy]</i>
Role in Contract <i>[check the appropriate box]</i>	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>		

*Note: Rate implies the quantity executed in unit time e.g. cubic metres of earthwork per annum, etc*

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

\* Final Acceptance Certificate to be attached for each contract, in an orderly fashion

## Form E.1.1

### Certified Management System

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

ISO Accreditation/ Certified 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/mmm/yyyy]	[dd/mmm/yyyy]	[indicate the name of the certifying organization and contact details]

Copy of ISO Certificate(s) to be attached

## Form E.2.1

### Contractor's 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

Equipment Type	Make/ Model	Capacity	Number	If owned, date of purchase	If leased, valid up to
<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>

Above Form shall be self-attested

## 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]*

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

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

CV of each personnel listed in Form E.3.1 to be attached



## Form E.4.1 Manufacturer's Authorisation (Undertaking)

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

We, *[insert Applicant's full name and in case of JVCA, insert names of all members]* hereby undertake, in the event that we are prequalified and invited to submit a bid, to submit manufacturer's authorization(s) in our favour:

- (a) to bid for the supply of equipment for the tender under reference;
- (b) confirming guarantee/ warranty support for the equipment bid for by us
- (c) confirming that the equipment being bid for to be supplied shall be new and unused.

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

## 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>
<p>1. Is your firm, either singly or in joint venture currently empanelled or prequalified as an EPC contractor.</p> <p>If yes, please provide details of Client, Country and Scope of EPC. Attach additional sheets, if needed.</p>	<p>Confirm:</p> <p>Yes___/No _____</p>
<p>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.</p> <p>Confirm that Applicant and its JV partners, if applicable, have not engaged in any unethical practices in competing for this pre-qualification.</p>	<p>Confirm:</p> <p>Yes___/No _____</p>
<p>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.</p>	<p>Confirm:</p> <p>Yes___/No _____</p>
<p>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.</p>	<p>Yes___/No _____</p>
<p>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.</p>	<p>Yes___/No _____</p>
<p>6. Has your firm/ any JV partner been penalized for delay in contractual performance since 1<sup>st</sup> April 2011 to Application submission deadline. If yes, please provide details in a separate sheet, as necessary.</p>	<p>Yes___/No _____</p>
<p>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.</p>	<p>Yes___/No _____</p>
<p>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</p>	<p>Confirm:</p> <p>Yes___/ No ____</p>

*\* Note: To confirm, print "Yes", else "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.

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*(Signature)*

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

Date: