

EXPRESSION OF INTEREST
For
Empanelment of
Business Associate/ Consortium Partner
For
Solar PV Power Plants
In
African Countries

ISSUED BY:



RAJASTHAN ELECTRONICS & INSTRUMENTS LIMITED
2, KANAKPURA INDUSTRIAL AREA, SIRSI ROAD,
JAIPUR – 302 012
Tel: 0141 – 2470908, 247 0363
Fax: 0141 – 2470531
E-mail: re@reil.co.in

Signature and Stamp of Bidder

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NOTICE INVITING EXPRESSION OF INTEREST

1.	Name of Work	Empanelment of Business Associate/Consortium Partner for SPV Power Plants in African countries.
2.	Area of Operation	African Countries
3.	Cost of EOI document	Rs. 5000/- (Rupees Five Thousand only) non refundable by way of Demand Draft (DD), cash, NEFT, RTGS from Nationalized/ Scheduled Bank drawn in favour of Rajasthan Electronics and Instruments Limited, payable at Jaipur.
4.	Place of obtaining EOI documents	The EOI documents can be downloaded from the below mentioned website: www.reiljp.com
5.	Address to which EOI documents should be sent	Dy. Gen. Manager (RE) Rajasthan Electronics & Instruments Limited, 2, Kanakpura Industrial Area, Sirsi Road, Jaipur – 302012 Tel: 0141-2470908 Fax: 0141-2470531 E-mail: re@reil.co.in

Note: - REIL reserves the right to withdraw from the process or any part thereof without assigning any reason what so ever. No liability what so ever shall be accrue to REIL in such event.

Dy. General Manager (RE)

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1.0 BACKGROUND

1.1 About REIL:

Rajasthan Electronics & Instruments Limited (REIL) is a rapidly growing “Mini Ratna” Public Sector Enterprise under the administrative control of Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India; with the aim to undertake manufacturing and development of professional grade electronic equipments and solutions in the area of Dairy, Renewable Energy and IT solutions.

REIL is a professionally managed Company with sound track record. The Company has achieved a turnover of Rs. 233 Crore in the last Financial year i.e. 2016-17 and has been profit making since its inception. Its products are deployed in more than 1 Lac villages and cities all over the country having deployment of 45 MWp and over 3 lacs nos. of solutions.

The Company is jointly promoted by the Government of India (51% share) and Government of Rajasthan (49% share through RIICO, Jaipur).

The USP of the Company lies in providing onsite service to rural/urban users through a network of 8 Regional Offices, 17 FMCs (Field Maintenance Centre) and 104 Sub-FMCs.

The products/ instruments widely accepted in the market includes EMT, Automatic Milk Collection unit, Smart-AMCU, Data processor Milk Collection Unit, Smart DP-MCU, Auto-EMT, DP-EMT, UMA, EWS, RMRD, RFID, IMMS, MILKO SCAN and other high end equipments.

REIL is in the business of SPV modules, systems, and applications, since 1985. It has capacity of producing over 19 MW of SPV modules. The Company has executed a largest offgrid project of 11 MWp and installed SPV power plants at the Atal Seva Kendra at 9348 nos. of Panchayat Samities and Gram Panchayat to power up computer systems in rural areas.

REIL had also executed a project for supply, Installation, Testing & Commissioning of approx. 125000 nos. of Solar Power Pack for Home Lighting in Rural areas.

REIL has also installed and commissioned 5 MW Grid connected SPV Power Plant at village – Rawara, Taluka Bap, District–Jodhpur (Rajasthan) which reflects our experience in Grid connected MW size Power Plants.

REIL has executed project for Design, manufacture, supply, Installation, Testing & Commissioning of Solar Power plant of 1MWp capacity Shri Mata Vaishno Devi Katra Railway Station building, J&K and 1MWp Grid SPV Power Plant at IOCL Panipat and 1MWp at Scooters India Limited, Lucknow, Uttar Pradesh.

At International front, REIL has successfully supplied SPV modules and systems. This includes supply of SPV modules to Germany under their Feed in Tariff program in the year 2004.

Also, REIL has supplied complete SPV Home Lighting solutions to NCA, Afganistan in the year 2007-2008 and has also supplied and installed 42 Nos. Power Pack systems in Egypt during financial year 2015-16.

The company is also having 1.2 MW power generating wind mills at Jaisalmer.

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The Company functions with a Vision of **“To be the leader in the rural sector for business areas of Dairy Electronics, Significant Player in providing Renewable Energy throughout the globe and in related areas of Information Technology applications”**.

The product range of the Company addresses following segments.

Renewable Energy,
Agro-Dairy Electronics &
Information Technology

REIL continues to be dedicated to its mission **“To put in efforts to meet the existing and emerging needs of customers and serve them through developing/ marketing and delivery of quality products and dependable after sales service”**.

Company is scaling up its operations and intend to spread business in a larger way to all parts of the country. Company has scaled up its production capacity to 19 MWp by adding state of art automated PV module production line of capacity 12 MWp and plans to add up to 100 MWp.

1.2 About this Expression of Interest:

Rajasthan Electronics & Instruments Limited (REIL) invites Expression of Interest from eligible Business entities for their empanelment as Business Associate/Consortium Partner for SPV Power Projects in African Countries, to address the rapidly growing SPV market in the African region & to increase its market share particularly in off grid/ on grid Power Plant sector and Solar water Pumping system through Business acquisition with strategic alliances. Under International Solar Alliances (ISA), solar activities like off grid systems, grid connected solar power plants, Solar water Pumping systems are gaining momentum in African region. International Solar Alliances (ISA) is a coalition of solar resource rich countries to address their special energy needs and will provide a platform to collaborate on addressing the identified gaps through a common, agreed approach. ISA is aiming to make joint efforts to mobilize more than 1 trillion USD of investment by 2030, for the massive deployment of affordable solar energy worldwide and to reduce the cost of finance for immediate deployment of competitive solar generation. The potential energy from sunlight which shines on African countries throughout the year should be harnessed and used to transform lives through simple devices such as solar panels and solar appliances that already exist and need to be scaled up and made accessible wherever they are needed. REIL intend to address this opportunity across the region in association with experienced and competent Business Associate/ Consortium Partners interested in fund investment and/or providing equipments / services for off grid and on grid solar generation activity in African countries and/or as EPC contractor.

2.0 SCOPE OF WORK FOR BUSINESS ASSOCIATE/ CONSORTIUM PARTNER:

While REIL reserve the right to provide PV module, the broad scope of work, but not limited to, for the Business Associate/ Consortium Partner in African Countries are as under:

1. To assist in identification of the potential customers for deployment of SPV Power Plant in the country of interest.
2. To share profile of Prospective importer/Distributor/Partner and suggest the mutual business tie up with the partner.
3. To undertake site survey & provide technical inputs along with preliminary report to REIL for preparation of Detailed Project Report & Proposals.
4. REIL will asses and will work out a MoU covering the broad aspect while clearly indentifying scope of work.

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5. To arrange the visit to the country and organizing various discussions, business meetings with government officials and prospective partners.
6. To assist (if required) in organizing techno commercial presentation to the customer & discussion on the proposals.
7. To provide market survey pertaining to existing products/services related to solar energy.
8. In case order is placed on REIL, the Bidder shall be required to sign an agreement with REIL for successful execution of the contract for Supply of BOS, Installation, commissioning & Maintenance of SPV Power plants on mutually agreed rates, terms and conditions.
9. The selected Bidder shall take all activities as regard to supply & services.
10. The Company (REIL) shall have the right to carry out pre delivery inspection at manufacturers place and/or post delivery/ installation inspection at site to ensure compliance to specification & other contractual obligations.
11. The Bidder shall be required to carry requisite changes in the design/configuration of the system as per specific requirement of Customer/REIL.
12. The Bidder is required to comply with International and National standards as related to design, performance & safety requirements applicable to the system and statutory clearances.
13. To furnish Bank Guarantee/other charges towards tender fee security etc. as per mutually agreed terms.
14. To submit Original Power of Attorney in favour of REIL (if required).
15. To participate in the bidding process/ rate contract as per the applicability.
16. To invest equity/ arrange funds for the project as per mutually agreed terms.
17. To provide equipment/ services for EPC (if any) on agreed terms.
18. To avail AD Benefits as per the terms of agreement.
19. To avail carbon credit as per the terms of agreement.
20. To dispose of the plant as per the prevailing environmental norms after completion of plant life as per terms of agreement.
21. To comply with all such terms and conditions as agreed at the time of bidding and thereafter signing of the agreement for the project.
22. The selected Bidder shall take up site activities including civil and electrical work so as to meet the project completion schedule on mutually agreed terms in accordance to the requirements of the customers.
23. The Company (REIL) shall have the right to carry out post installation inspection at site to ensure compliance to specification & other contractual obligations.
24. The selected Bidder shall establish after sale service network with web enable solutions.
25. The selected bidder is also responsible for due diligence of project.

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3.0 EMPANELMENT PROCESS

3.1 SUBMISSION OF E.O.I.:

1. Rajasthan Electronics and Instruments Limited, a public sector undertaking, joint venture of Government of India and Government of Rajasthan ("REIL" or the "Company"). REIL plans to empanel reputed firms in the field of solar works or active in export activity as Business associates in African countries.
2. Eligible Bidders are advised to read this document in detail and assess their capabilities before submission of Expression of Interest.
3. This Invitation has been prepared to enable potentially interested Firms who are meeting the qualification criteria to submit their Expression of Interest ("EOI").
4. For the purposes of this Transaction, the potential Firms shall ascertain the applicability of all Indian laws and Local laws in African countries and shall ensure compliance with the same.
5. All the Bidders meeting the eligibility criteria defined under this Eol shall be short-listed for further empanelment.
6. Interested agencies may download the Notice for Eol document from the website of the company www.reiljp.com. The prospective agencies desirous of participating may view and download the document free of cost from the website of REIL. However bidders need to submit the document fee of Rs. 5,000/- (Rupees Five Thousand only) through Cash/DD/NEFT/RTGS, and submit its copy along with the response. The proposals received without the Eol document fees will result in rejection of the proposal.
7. Interested agencies may submit their Expression of Interest (Eol) by providing all the necessary documents in English as specified in this document for each of the qualifying criteria as proof of meeting the Eligibility criteria.
8. The Expression of Interest document should be submitted in a sealed cover.

Dy. Gen. Manager (RE)
Rajasthan Electronics & Instruments Limited,
2, Kanakpura Industrial Area, Sirsi Road,
Jaipur – 302012
Tel: 0141-2470908
Fax: 0141-2470531
E-mail: re@reil.co.in

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6. Procedure for submission of proposal

The proposal for Expression of Interest shall contain two sealed envelopes as under.

Envelope-A:

Contents: Copy of Cash/DD/NEFT/RTGS receipt of Rs. 5,000/- towards purchase of Eol document fees Super-scribed as "Eol for Empanelment of SPV Power Plants in African Countries" (Eol document fees)"

Envelope-B:

Contents: Original Eol document and one copy of supporting documents. Super-scribed as "Eol for Empanelment of SPV Power Plants in African Countries (Original Eol document)".

The Envelops should be sealed and super-scribed as above. The envelops should be placed in an outer envelope for submission. This outer cover shall be super-scribed as follows:

<p style="text-align: center;">PROPOSAL FOR EXPRESSION OF INTEREST For Empanelment of Business Associate/ Consortium Partner for SPV Power Plants in African countries</p> <p style="text-align: center;">TO RAJASTHAN ELECTRONICS & INSTRUMENTS LIMITED, 2, KANAKPURA INDUSTRIAL AREA, SIRSI ROAD, JAIPUR – 302 012</p> <p>FROM (NAME AND ADDRESS OF THE BIDDER)</p>

7. REIL reserves the right to withdraw this Eol or reject the whole/part of any/all bids received, without assigning any reasons.
8. REIL will share business opportunity with the empanelled Business Associate/ Consortium Partner.
9. The proposals received from Business Associate/ Consortium Partner shall be reviewed by a committee for its confirmative with the bid conditions, competitiveness and benefits to the company.
10. REIL will enter in to a pre-bid agreement with the shortlisted business associate on case to case basis for proposal submission/ bidding/consortium bidding with the approval of competent authority.
11. In case of successful bidding, final agreement will be signed with the business associate.

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3.2 Eol Document fee

1. The Eol document fee is Rs. 5,000/- (Rs. Five Thousand only) and is required to be submitted through Cash/DD/NEFT/RTGS. The copy of Cash/DD/NEFT/RTGS receipt should be kept in envelope A.

3.3 Eligibility Criteria

The participation in the Eol is invited from reputed parties/Enterprises who meet all the following criteria.

1. The bidder should be a company registered under the Indian Companies Act, 1956 or Companies Act, 2013 for the past three years or more.
2. The Bidder shall not be under a declaration of ineligibility for corrupt or fraudulent practices or blacklisted with any of the Government agencies as on the due date for submission of bid.
3. The bidder should have a minimum average turnover of Rs. 1 Crore or above in last 3 financial years. The computation of Net Worth shall be based on audited annual accounts of the company as on 31st March 2017.
4. The bidder should be a profit making organization in last 3 financial years.
5. The bidder should have a valid PAN no. & GST no.
6. Necessary manpower to complete the works assigned, with documentary evidence for the same to be submitted along with this EOI.
7. The bidder should have established office and/or other infrastructure in India as well as in the country they wish to be empanelled as business associate.
8. The firm should have supplying/export experience in African countries.

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3.4 General Instructions

1. The bidder shall be required to make presentations related to the information sought in response to this Eol, if so requested by REIL.
2. The bidder shall bear all the costs for participation in the bid process including preparation of responses to the Eol and must be ready to undertake this activity on its own.
3. The bidder should not have been blacklisted by any ministry from any country, Government department or customer of the Central of state Government of the country. This undertaking becomes the part of the Cover-note.
4. Any false information provided in the Eol with respect to citations, Projects handled, Office locations or any other information – if found out incorrect by REIL, would lead to disqualification of the bidder and other suitable penal actions.
6. This EOI does not constitute and will not be deemed to constitute any commitment on part of REIL for any purchase/work order.

7. EXCLUSIVITY:

During the validity period of this Agreement, unless with the previous written consent of the other Party to the contrary, the Parties shall not enter into any similar agreement/ Memorandum of Understanding of any nature in respect of the Project and/ or discuss matters concerned under this Agreement, either directly or indirectly or through its subsidiary/ associate or otherwise with any other party (ies).

Signature and Stamp of Bidder

3.5 Disqualification

1. REIL shall not consider for the purpose of qualification, an EOI, which is found to be incomplete in content and/ or attachments and/ or authentication, etc.
2. Without prejudice, a sole Firm or a consortium may be disqualified and its EOI dropped from further consideration for, but not limited to, any of the reasons listed below:
 - Misrepresentation by the potential Firm or any member of the consortium during or after the EOI process; (or)
 - Failure by the parties mentioned above to provide necessary and sufficient information required to be provided in the EOI; (or)
 - Where a party has already submitted an EOI as sole interested Firm and such party submits another EOI as a member of a consortium;(or)
 - Where a party has already submitted an EOI as a member of a consortium and such party submits another EOI either as a sole interested Firm or a member of another consortium. (or)
 - Parties convicted by a Court of law; (or)
 - Parties against whom any adverse order has been passed by a regulatory authority that casts a doubt on the ability of the party to manage large works.

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4.0 Appendices**Appendix I****Covering letter from the Bidder**
(To be submitted on Bidder's Letter Head)

Reference:

Date

DGM (RE),
Rajasthan Electronics & Instruments Limited,
2, Kanakpura Industrial Area,
Sirsi Road,
JAIPUR – 302 012

Subject: Invitation of proposal for Expression of Interest for Empanelment of Business Associate/
Consortium Partner for SPV Power Plants in African Countries.

Dear Sir,

This is to notify you that our company intends to submit a proposal in response to the Eol for Empanelment of Business Associate/ Consortium Partner for SPV Power Plants in African Countries.

Primary and Secondary contacts for our company are:

Name	
Title	
Company Name	
Address	
Phone	
Mobile	
E-mail Id	

We confirm that the information contained in this response or any part thereof, including appendix, exhibits, and other documents and instruments delivered, or to be delivered to REIL is true, accurate, verifiable and complete.

This response includes all information necessary to ensure that the statements therein do not in whole or in part mislead the department in its short-listing process.

We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the short listing process or unduly favours our company in the short listing process, we are liable to be dismissed from the selection process or termination of the contract during the project, if selected to do so, We further undertake that our Company is never black-listed by any Ministry, Government Departments/PSUs of the Central or State Government of the county.

We agree to abide by the terms and conditions set forth in this Eol.

(Signature)
(Name)
(Designation)

Signature and Stamp of Bidder

Appendix 2

Authorization Letter

Reference:

Date

DGM (RE),
Rajasthan Electronics & Instruments Limited,
2, Kanakpura Industrial Area,
Sirsi Road,
JAIPUR – 302 012

Subject: Invitation of proposal for Expression of Interest for Empanelment of Business Associate/
Consortium Partner for SPV Power Plants under category.

Dear Sir,

With reference to above mentioned EOI, _____(Name of person who is authorize to sign),
_____(Designation), is authorize to sign the above mentioned tender document on behalf of the
Company for "Expression of Interest for Empanelment of Business Associate/Consortium Partner for SPV
Power Plants in African Contries".

Signature of _____ (Name of person who is authorized to sign) is attested below.

Thanking You,

Yours faithfully,

Name
Designation

Signature of _____ (Name of person who is authorized to sign)

Attested

Signature and Stamp of Bidder

UNDERTAKING

Dy. Gen. Manager (RE)
Rajasthan Electronics & Instruments Limited,
2, Kanakpura Industrial Area, Sirsi Road,
Jaipur – 302012
Tel: 0141-2470908
Fax: 0141-2470531
E-mail: re@reil.co.in

Sub: Invitation of proposal for Expression of Interest for Empanelment of Business Associate/
Consortium Partner for SPV Power Plants under category.

Ref.: REIL/RE/EoI/2018-19/001

With reference to above tender, we _____(Name of the firm/bidder) hereby certify that we have not been banned /de-listed/ blacklisted/ debarred from business by any PSU/ Govt. Department during last 03 years.

Thanking You,
Yours faithfully,

Name of the Authorized Signatory
Designation

Appendix 4

Eligibility criteria checklist

S. No.	Eligibility criteria	Supporting documents Required	Documents Attached (Yes/No)
1.	The bidder should be a company registered under the Indian Company act 1956, or company act 2013.	Certificate of Incorporation	
2.	The bidder should have a valid PAN & GSTIN no.	PAN Card & GSTIN	
3.	Minimum average turnover in last 3 financial years(FY-2014-15, 2015-16 & 2016-17)	Copy of audited Annual reports for Financial Year 2014-15, 2015-16, 2016-17.	
4.	Established Office and/or other infrastructure in India and in the country they wish to be empanelled as business associate.	Necessary Documents	
5.	Supplying/export experience in African Countries	Work order certificates, Completion Certificates	
6.	Cover Letter	Appendix 1	
7.	Authorization Letter	Appendix 2	
8.	The Bidder shall not be under a Declaration of Ineligibility for corrupt or fraudulent practices or blacklisted with any of the Government agencies as on the due date for submission of bid.	Appendix 3	

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Bank details of e- payment

- 1. Name & Address** : Rajasthan Electronics & Instruments Ltd., Jaipur
2 Kanakpura Industrial Area Sirsi Road,Jaipur

- 2. Contact No.** : Tel.: (0141) 2470908,
Fax No. 0141-2470531

- 3. Name of the bankers** : Punjab National Bank, Mid Corporate Branch, M. I. Road, Jaipur (Raj.)
(Branch Code 0221)

- 4. MICR Code No.** : 302024003

- 5. Bank Account No.** : 0221008700000152 (Cash-Credit account)

- 6. RTGS/IFSC Code No.** : PUNB 0022100

- 7. PAN No.** : AABCR1528G

- 8. Service Tax No.** : AABCR1528GST001

- 9. TIN No /VAT No.** : 08202102675

- 10. G.S.T. No.** : 08AABCR1528G1ZL