DESIGN, MANUFACTURE, SUPPLY, TESTING, COMMISSIONING AND EXTENDED MAINTENANCE UPTO FIVE YEARS BEYOND DEFECT LIABILITY PERIOD OF 54 NOS. OF STANDARD GAUGE CARS FOR VIJAYAWADA METRO RAIL PROJECT

TENDER 'VRS1'

INITIAL FILTER EVALUATION CRITERIA

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(A) FILTER OF APPLICANTS – CHECKLIST

Name of Applicant: .....

S.No.	Criteria	Yes	No
1	Has the Applicant abandoned any work in the last ten(10) years?		
2	Deleted.		
3	Has the Applicant delayed any work in the last ten(10) years by more than 75% of the original period of completion due to default attributable to the applicant?		
4	Has the Applicant delayed by more than 50% of original period of completion in more than 20% of the number of works in the last ten(10) years due to default attributable to the applicant?		
5	Has the Applicant suffered bankruptcy / insolvency in the last ten(10) years?		
6	Has the Applicant been debarred by Government of India/any State Government in India/Central or State Government undertaking as on the due date of submission of bid? (Bidder to furnish a specific undertaking to this effect)		
7	Deleted.		
8	Has any misleading information been given in this application?		
9	Is the Applicant financially sound to perform the work as per criteria T_1 and T_2?		
9_A	Deleted		
10	Has the applicant certified that no agent / middleman has been or will be engaged or any agency commission been or will be paid?		
11	Has the Applicant submitted duly filled verification statement no. – 29		
12	Delivery and Operation:		
12.1	<u>Delivery Record</u> Has the Bidder/Consortium/Joint Venture or its members, individually or jointly as a member of other Consortia/Joint Venture have experience of and carried out Vehicle Design, Interface (with other designated Contractors such as signaling, Track, Traction etc.), Assembly & Supply, Testing and Commissioning of minimum of total 100 metro (i.e. MRT, Sub-urban Railways or high speed railways) cars(which may be of either Stainless Steel or Aluminium) : **<u>EITHER</u>** outside the country of origin in at least three(3) different contracts in MRT, Sub-urban Railways or high speed railways of at least three(3) different countries **<u>OR</u>** in India in the last ten(10) years.		
12.2	<u>Operation performance</u> Out of 100 or more cars commissioned in accordance with 'S.No. 12.1' above, have minimum of total 50 metro (i.e. MRT, Sub-urban Railways or high speed railways) cars completed satisfactory revenue operation:		

	EITHER outside the country of origin in at least three(3) different contracts in MRT, Sub-urban Railways or high speed railways of at least three(3) different countries **OR** in India for more than three(3) years.		
12.3	Did 50% or more MRT cars manufactured and supplied outside the country of origin against any contract by the bidder or any member of the Joint Venture/ Consortium, individually or its Parent company or its group companies, had to be removed from the client's country for either repairs or replacement on account of reasons attributable to the bidder or the member of Joint Venture/ Consortium, individually or its Parent company or its group companies, in the last five (5) years?		
13	Propulsion system Does any Member of the Consortium/Joint Venture individually or its Parent company or its group companies have cumulative experience of minimum ten(10) years in the Design and Manufacturing of Propulsion Equipments (Traction Converter Inverter, Auxiliary Converter Inverter and Traction Motor) for Metro rolling stock AND do the propulsion Equipments supplied have been in satisfactory revenue operation for at least five (5) years in minimum aggregate 500 cars comprising of both powered and non-powered cars, supplied against minimum five(5) different contracts in the Metros (i.e. MRT, LRT, Sub-urban Railways or high speed railways) of minimum two(2) different countries outside the country of origin. **OR** Does the Manufacturer of the Propulsion Equipments (Traction Converter Inverter, Auxiliary Converter-Inverter and Traction Motor) proposed by the tenderer as a sub-contractor for supply of the Propulsion Equipments against this tender, has minimum ten(10) years experience in the field of Design and Manufacturing of the Propulsion Equipments AND do the Propulsion Equipments Designed, Manufactured and Supplied by the said manufacturer have been in satisfactory revenue operation for at least five(5) years in minimum aggregate 500 cars comprising of both powered and non-powered cars, supplied against minimum five(5) different contracts in the Metros(i.e. MRT, LRT, Sub-urban Railways and high speed railways) of minimum two (2) different countries outside his country of origin.		
14	In case of a Joint Venture/Consortium, has the proposed leader of the Joint Venture/Consortium for this project been a leader of any of the Joint Venture/Consortium in at least one Rolling Stock contracts awarded against ICB in the last ten (10) years.		
15	Is the applicant currently in the process of financial restructuring under corporate debt restructuring act?		

Note:1.Ten (10) years'/'Last ten(10) years' means the period of last ten(10) years counted from the twenty eight days prior to 'date for tender submission' (refer Form of Tender –

Appendix FT-1). 'Five(5) years'/'Last Fiveyears' means the period of last five(5) years counted from the twenty eight days prior to 'date for tender submission'. 'Three (3) years'/'Last three years' means the period of last three(3) years counted from the twenty eight days prior to 'date for tender submission'. eg: Say, if date for tender submission is 16.01.2017, then 'twenty eight days prior to date for tender submission' will be 19.12.2016 and last ten(10) years would mean from 20.12.2006 to 19.12.2016 and last five(5) years would mean from 20.12.2011 to 19.12.2016 and last three(3) years would mean from 20.12.2013 to 19.12.2016.

In case of postponement(s) in 'date for tender submission', if any, last ten(10) years would mean from 20.12.2006 to twenty eight days prior to postponed 'date for tender submission' and last five(5) years would mean from 20.12.2011 to twenty eight days prior to postponed 'date for tender submission' and last three(3) years would mean from 20.12.2013 to twenty eight days prior to postponed 'date for tender submission'.

2 A "YES" answer to any question 1, 3, 4, 5, 6, 8, 12.3 or 15 will disqualify the Applicant.

3. A "NO" answer to any question 9, 10, 11, 12.1, 12.2, 13 or 14 will disqualify the Applicant.

4. In the case of a Joint Venture/Consortium/ each Individual member must qualify individually in the 'Filter of Applicants – Check List', except for Criteria at serial number 9, 9_A, 12 and 12.1.The criteria at Serial Number 13 applies only to the manufacturer of the Propulsion Equipments, who can be either a member of the Consortium/JV or a sub-contractor.

5. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S. No. 9 shall be as detailed in '(B) ASSESMENT TOPICS'.

6. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S. No. 9_A will be done in totality (algebraic aggregate of the evaluation of each member) and not as individual member.

7. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S.No. 12.1 and 12.2 will be done in totality (algebraic aggregate of the evaluation of each member) and not as individual member. The member of the Joint Venture/Consortium who meets ≥ 50% of the specified criteria noted in S. No. 12.1 & 12.2 of '(A) FILTER OF APPLICANTS-CHECKLIST' of 'Initial Filter Evaluation Criteria' shall have percentage participation of 15% or more in the Joint Venture/Consortium.

8. Deleted.

9. In case the Bidder/Consortium/Joint Venture or its members, individually or jointly as a member of other Consortiam/Joint Venture have experience of having assembled more than 100 metro cars in the last 10 years in their premises in India, which are substantially similar to the stock proposed to be supplied against this tender, the bidder will be considered eligible and deemed to have met the requirements of S. No. '12.1' – 'Delivery Record' and S. No. '12.2' - 'Operation Performance' of '(A) FILTER OF APPLICANTS – CHECKLIST')

SIGNATURE OF TENDERER

(B) ASSESMENT TOPICS

The assessment shall be done on Pass/Fail basis based on the minimum requirement given against each of the following topics. Failing any of the criteria given below will result in disqualifications of the applicant.

T_1 Liquidity :

It is necessary that the firm can withstand the Cash Flow that the contract will require until payment received from Employer. Liquidity therefore becomes an important consideration.

This can be seen from the balance sheets and/or from the banking reference. Net current assets {(Current assets + loans & advances) – (current liabilities + provision)} or documents including banking reference, should show that the applicant has access to or has available liquid assets, lines of credit and other financial means to meet cash flow INR 322 million for this contract, net of applicant's commitments for other Contracts. Banking reference should contain in clear terms that in case LOA is issued to the Applicant, the bank will be in a position to lend INR 322 million for this work to the applicant/member of the Joint Venture/Consortium preferably **in the form given in Instructions to Tenderers -Annexure ITT-9.** In case the Net Current Assets (as seen from the Balance Sheets) are negative, only the Banking references will be considered. Otherwise the aggregate of the Net Current Assets and submitted Banking references will be considered for working out the Liquidity.

Liquidity of INR / 322 million available:	**Pass**
Liquidity of INR / 322 million not available:	**Fail**

In case of a Joint Venture/Consortium, the above evaluation will be done **in** totality after applying pro-rata percentage participation of each member and not as individual member. For e.g., if there are three members in a Joint Venture/Consortium with pro-rata percentage participation of 'A%', 'B%' and 'C%' and the calculated liquidity of the respective members are 'X', 'Y' and 'Z', then the evaluation for the above criteria will be based on the pro-rata percentage applied algebraic aggregate i.e. 'AX+BY+CZ'.

However, in case the applicant is a Joint Venture/Consortium and if Banking Reference is issued by the Bank in favour of the Joint Venture/Consortium for this Contract, then it will be considered for the amount stated in the banking reference without applying pro-rata % participation of each member.

T_2 Net Worth :

The minimum requirements to **'Pass'** this criteria is that the Balance sheets should indicate that the Net Worth (Average of last two financial years) shall be more than INR 451 million.

The financial year as applicable in the country of origin of the bidders would be considered. The 'last financial year' will be the latest financial year that ended on or before 31.12.2015.

In case of a Joint Venture/Consortium, the evaluation against the above eligibility criteria will be done in totality after applying pro-rata percentage participation of each member and not as individual member. For e.g., if there are three members in a Joint Venture/Consortium with pro-rata percentage participation of 'A%', 'B%' and 'C%' and the calculated Net Worth of the respective members are 'U', 'V' and 'W', then the evaluation for the above criteria will be based on the pro-rata percentage applied algebraic aggregate i.e. 'AU+BV+CW'.

T_3 Management team organization and Project Leader:

This will be based upon the Qualification and experience of Project Leader (Project Leader and Management team has been defined in the 'Pro-forma Section 4 of the Initial Filter Questionnaire').

The minimum requirements to **'Pass'** this criteria is that the proposed Project Leader should have total experience of minimum 15 years and should have been the Project Head in at least one Rolling Stock Project in the last 10 years.

Project Leader/Project Manager (to be posted at Vijayawada site within six months of the commencement date till completion of first year of Defect Liability Period) shall be the employee of the Applicant or Joint Venture/Consortium member based on whose experience and strength, the tenderer has qualified more than 50% of the Initial Filter Evaluation criteria mentioned in clause 12.1 and 12.2 of IFC of section-III of this tender document.

T_4 Average Annual Turn Over

The minimum requirements to **'Pass'** this criteria is that the Average Annual Turn Over for the last five financial years for Rolling Stock manufacture only (in terms of rupee equivalent adjusted to last date of the financial year that ended on or before 31.12.2015. by assuming 5% escalation for Indian Rupee and 2% for foreign currency per year) shall not be less than INR 1805 million.

The financial year as applicable in the country of origin of the bidders would be considered. The 'last financial year' will be the latest financial year that ended on or before 31.12.2015

In case of a Joint Venture/Consortium, the above evaluation will be done in totality after applying pro-rata percentage participation of each member and not as individual member. For e.g., if there are three members in a Joint Venture/Consortium with pro-rata percentage participation of 'A%', 'B%' and 'C%' and the Average Annual Turnover of the respective members are 'X', 'Y' and 'Z',

then the evaluation for the above criteria will be based on the pro-rata percentage applied algebraic aggregate i.e. 'AX+BY+CZ'.

(C) AVAILABLE BID CAPACITY

Methodology for Working Out the Available Bid Capacity

The Tenderers will be qualified only if their available bid capacity is more than the estimated cost of works. Available bid capacity will be calculated as under:

Available Bid Capacity =2AN-B

Where A = Maximum value of Rolling Stock manufacture in any one(1) year during the last five(5) years

N = No. of years in which supply and commissioning is to be done (N = 3.2 years in this case)

B = Value [at price level as on the twenty eight days prior to 'date for tender submission' (refer Form of Tender –Appendix FT-1)] of on-going works (works in hand) to be completed during next three point two (3.2) years starting from the twenty eight days prior to 'date for tender submission'

The estimated cost of work may be taken as Rs.7220 Millions (exclusive Taxes and duties).

Note:

1. In case of a Joint Venture/Consortium, the above formula will be applied to each member to the extent of his proposed percentage (%) participation in the execution of the work. The Bid Capacity of the Joint Venture/Consortium will be the sum total of the Bid Capacity of each member of the Joint Venture/Consortium as calculated above.

2. **Value of 'A':**
   The maximum value of Rolling Stock manufactured in any one year during last five(5) years ('A' in the above formula) shall be the maximum turnover of Rolling Stock manufactured in any one(1) financial year during the last five(5) financial years. Financial year as applicable in the country of origin of the bidders would be considered. The turnover of Rolling Stock manufactured to be furnished in response to Question 17c, Pro-forma Section-3 of Initial Filter Questionnaire shall be considered for evaluating the value 'A' in above formula and the details furnished by the applicant shall be supported with audited copies, duly certified by Independent chartered accountant/CPA, indicating Annual turnover of Rolling Stock only.

3. **Value of 'B':**
   The value of on-going works (works in hand) ('B' in the above formula) as furnished in response to Question 17b, Pro-forma Section-3 of Initial Filter Questionnaire shall be considered. The 'twenty eight days prior to date for tender submission' means for eg: Say, if 'date for tender submission' is 16.01.2017, then ' twenty eight days prior to date for tender submission' will be 19.12.2016 and next 3.2 years (1168 days) period will be period up to 01.03.2020.

(D) Available Bid Capacity Manufacturing

Methodology for Working Out the Available Bid Capacity Manufacturing

The Available Bid Capacity-Manufacturing (ABCM) of the proposed manufacturing plant(s) for supply of cars against this tender shall be equal to or more than the tendered quantity.

The Bidders shall note that they shall have to meet both the ABCMs ($ABCM_O$ and $ABCM_C$) calculated as per the methodology defined below independently and separately for both Offshore and Onshore manufacturing plants, failing which their bids shall be considered as **'FAIL'** in the 'Initial Filter Evaluation Criteria'.

ABCM will be calculated as under:

I. ABCM considering the 'Ordered Quantity' ($ABCM_O$):

The $ABCM_O$ will be calculated as per the following formula

$ABCM_O = (1.1 \times P \times N_M) - (Q)$

II. ABCM considering the 'Ordered Quantity' and 'Existing Commitments' ($ABCM_C$):

The $ABCM_C$ will be calculated as per the following formula

$ABCM_C = (2 \times P \times N_M) - (Q+R)$

Where,

P= Maximum no. of EMU cars (other than trams) manufactured in the proposed plant in any consecutive 12 months during the last five (5) years. In case the bidder proposes to augment the capacity of existing manufacturing plant or proposes a newly commissioned manufacturing plant from which supply has not been made yet, the value of 'P' shall be as declared by the bidder in the bid.

N_M = No. of years in which supply is to be made (**N_M = 3 in this case**)

Q = No. of EMU cars (other than trams) to be manufactured in the proposed manufacturing plant under existing / on-going ordered quantity including orders being executed for its associated group of companies (works in hand) to be completed during next "three" (3) years starting from the twenty eight days prior to 'date for tender submission'.

R = No. of EMU cars (other than trams) committed to be manufactured in the proposed manufacturing plant against existing Commitments i.e. bids already submitted but not finalized including the commitments made by the associated group of companies , wherein 'EMU Cars' are

to be sourced from the proposed manufacturing Plant excluding the 'Work in hand' (Q), to be completed during next "three" (3) years starting from the twenty eight days prior to 'date for tender submission'. The commitments shall include the quantity committed in various tenders which are under evaluation.

Both $ABCM_O$ and $ABCM_C$ calculated as per the above formulae shall be independently equal to or more than the tendered quantity.

Note:

1. **Value of 'P':**

   The maximum no. of EMU cars(other than trams) manufactured in any consecutive 12 months during last five (5) years ('P' in the above formula) shall be the maximum no. of EMU cars manufactured in the Plant under consideration only in any consecutive 12 months during the last five(5) financial years. Financial year as applicable in the country of origin where proposed plant exists would be considered. The Maximum no. of EMU cars manufactured in the proposed plant during the last five (5) years to be furnished in response to Question 17e, Pro-forma Section-3 of Initial Filter Questionnaire shall be considered for evaluating the value 'P' in above formula and the details furnished by the applicant shall be supported by suitable documents.

2. **Value of 'Q' :**

   No. of EMU cars (other than trams) to be manufactured in the proposed plant under existing on-going ordered quantity including the orders being executed for its associated group of companies (Works in hand) to be completed during next three (3) years starting from the twenty eight days prior to 'date for tender submission' to be furnished in response to Question 17d, Pro-forma Section-3 of Initial Filter Questionnaire shall be considered for evaluating the value 'Q' in above formula and the details furnished by the applicant shall be supported suitable documents.

   The 'twenty eight days prior to date for tender submission' means for eg: Say, if 'date for tender submission' is 16.01.2017, then ' twenty eight days prior to date for tender submission' will be 19.12.2016 and next 3 years period will be period up to 19.12.2019.

3. **Value of 'R':**

   No. of EMU cars (other than trams) committed to be manufactured in the proposed plant against existing Commitments made i.e. bids already submitted but not finalized including the commitments made by the associated group of companies, wherein 'EMU Cars' are to be sourced from the proposed manufacturing Plant excluding the 'Work in hand (Q)', to be completed during next three (3) years starting from the twenty eight days prior to 'date for tender submission' to be furnished in response to Question 17d, Pro-forma Section-3

of Initial Filter Questionnaire shall be considered for evaluating the value 'R' in above formula and the details furnished by the applicant shall be supported suitable documents. The 'twenty eight days prior to date for tender submission' means for eg: Say, if 'date for tender submission' is 16.01.2017, then ' twenty eight days prior to date for tender submission' will be 19.12.2016 and next 3 years period will be period up to 19.12.2019.

4. The ABCM calculated as per the defined formulae will be rounded up to the next higher integer.

5. In case the Bidder proposes to manufacture certain no. of cars in Offshore and balance cars in Onshore plant (based on tender conditions), the $ABCM_O$ and $ABCM_C$ for both offshore & onshore plants shall be calculated and given separately and the qualification of bidders shall be evaluated separately for offshore and onshore plants capacity. The Bidders shall have to meet both the ABCMs ($ABCM_O$ and $ABCM_C$) independently and separately for both Offshore and Onshore manufacturing plants. **Bidders shall note that they can propose only one Offshore manufacturing plant and only one Onshore manufacturing plant for this tender.**

For understanding please refer to the example below:

Say Bidder 'X' propose manufacturing of 9 cars in Offshore plant and 45 cars in Onshore plant, the ABCM ($ABCM_O$ and $ABCM_C$) calculation sheet to be submitted by Bidder 'X' for Offshore and Onshore plants shall be as follows:

S.No.	**Manufacturing Plants**	**No. of cars proposed by bidder for manufacturing in Offshore/ Onshore plant**	**P**	**Q**	**R**	**$ABCM_O$ =(1.1xPxN_M)-(Q)** ***[rounded up to next higher integer]***	**$ABCM_C$ =(2xPxN_M)-(Q+R)** ***[rounded up to next higher integer]***
1.	OFFSHORE PLANT	9 cars	95	100	50	214	420
2.	ONSHORE PLANT	45 cars	50	150	90	15	60

Therefore,

ABCM for Offshore plant works out as under:

I. $ABCM_O$ for Offshore Plant = 214, which is more than the proposed number of cars i.e. 9 cars and thus acceptable.

II. $ABCM_C$ for Offshore Plant = 420 cars, which is more than the proposed number of cars i.e. 9 cars and thus acceptable.

ABCM for Onshore plant works out as under:

I. $ABCM_O$ for Onshore Plant = 15, which is less than the proposed number of cars i.e. 45 cars and thus unacceptable.

II. $ABCM_C$ for Onshore Plant = 60 cars, which is more than the proposed number of cars i.e. 45 cars and thus acceptable.

Therefore, Bidder 'X' is considered as **'FAIL'** as the **$ABCM_O$ for Onshore plant is not met**.

Note :

For qualifying this criteria, Bidder 'X' has to meet the above committed plant capacities ($ABCM_O$ and $ABCM_C$) independently and separately for both proposed Offshore and Onshore manufactured cars.

(E) SUMMARY OF EVALUATION CRITERIA

An applicant would **Pass** Initial Filter Criteria, if he meets the following requirements:

a) Pass in 'FILTER OF APPLICANTS- CHECKLIST'.

b) Pass in 'ASSESSMENT TOPICS' – T_1 to T_4.

c) The Available Bid Capacity is more than the estimated cost of Work.

d) The following criteria shall be met regarding Available Bid Capacity Manufacturing (ABCM):

1. Offshore Plant:

   Both **$ABCM_O$ and $ABCM_C$** shall be independently more than or equal to the proposed number of cars (out of total tendered quantity of 54 cars) to be supplied from the offshore plant.

   AND

2. Onshore Plant:

   Both **$ABCM_O$ and $ABCM_C$** shall be independently more than or equal to the proposed number of cars (out of total tendered quantity of 54 cars) to be supplied from the onshore plant.