

Heavy Engineering Corporation Ltd.
Marketing Division

No.: HEC/CM/2021/EOI/1097,

Date: 03.11.2021

**Notice Inviting Expression of Interest (EOI) for business co-operation
in the area of manufacturing of Li ion Cells**

In India, there is a necessity to look for cost-effective, long-life; reliable energy storage solutions which will in-turn outrace diesel based energy backup solutions. As of now, only Li-Ion based Energy Storage systems have the long heritage and proven field record world-wide. As per the reports, Li-Ion has the largest market share of 64% of total Battery Based energy storage systems and with favorable reducing price trend, Li-Ion shall continue to be leading technology for Energy Storage Systems in the future too.

Heavy Engineering Corporation Ltd (HEC), a Government of India Enterprise under Ministry of Heavy Industries, is one of the largest integrated engineering complexes in India. Over the last five decades, HEC has been manufacturing and supplying equipment and machinery for Steel Plant, Mining, Mineral processing, Machine Tools, Cranes, Railways, Defense, Space and Nuclear research as a reliable and quality product supplier.

HEC has identified Li ion cells as a prospective product suiting its capabilities, therefore, **Expression of Interest (EOI) is invited for a “Technology collaboration/ association (consortium) for but not limited to design, engineering, supervision during installation and commissioning of Li-Ion cell production facility, support for business development & technology qualification with the OEMs for the requisite Li ion cell capacity only”.**

In addition, interested vendors may also indicate their willingness to participate in joint bidding process together with HEC in anticipated tenders on a case to case basis.

A. Eligibility Criteria:

1. The vendor must have proven design, technology for the manufacturing of Li-Ion cells and should also have experience of supply, installation and commissioning of at least one project with 5 (Five) Giga Watt capacity for the supply of Li-Ion cells in last 7 years from the date of EOI.
2. Any bidder from a country which shares a land border with India will be eligible to bid, only if the Bidder is registered with the Competent Authority as per Order (Public Procurement No.1) issued by Ministry of Finance, Department of Expenditure Public Procurement Division vide F. No. 6/18/2019-PPD, dated 23rd July 2020 regarding GFR Rule 144 (xi) and the subsequent Office Memorandum

- no. F. 18/37/2020-PPd dated 08th Feb 2021 and OM no. F.12/1/2021-PPD (Pt) dated 02nd March 2021 (Copies enclosed as Annexure 1).
3. The average annual turnover of the vendor should not be less than INR 8 Crore (Indian Rupees Eight Crore only) for Indian parties and 1 (one) Million US Dollars for any foreign party.

B. Information/documents to be submitted:

Interested bidders shall submit their EOI along with the following details and documentary evidence to establish their credentials:

1. General Information: Complete particulars of the company
 - a) Name of the Firm
 - b) Details about registered office of the firm with phone, fax, email, website etc.
 - c) Name and details of contact person
 - d) Registration / License details / Official incorporation of the firm
 - e) Status of the firm: Registered company / Public limited company / Privately controlled company / partnership firm / any other
 - f) Details about Directors/Partners
 - g) Total experience in terms of years
 - h) List of key personnel of the organization with their background and experience in particular field
 - i) References of Designing & complete engineering.
 - j) Quality Policy
 - k) Financial performance for the past 3 years in terms of Profit/ Loss account, Balance sheet, Auditor's reports containing financial data.
 - l) Bank details of the company
 - m) Other particulars
2. Technical Credentials:
 - a) Documentary evidence in support to the Eligibility criteria: Copy of major orders along with completion/commissioning certificate executed till date indicating value, description and customer's name.
 - b) List of major pending orders/orders in hand indicating value, description, customer
3. Others:
 - a) Presence in Indian market at present
 - b) Proposed modality of tie-up**
 - c) The company must show readiness to develop design, drawing and documentation for Indian Industry condition as per HEC's given request

C. Instructions to the bidders:

1. All correspondences shall be in English language only. Information in any other language shall be accompanied by its translation in English and duly signed by its authorized representative.
2. Offer submitted after stipulated time and date of receipt shall not be accepted.
3. **All interested firms (Indian based as well as foreign firms) may submit their proposals via Password Protected soft copy in pdf format to steel.mktg@hecltd.com only, participant need to note that under no circumstances they may share the Password of the soft copy of the proposal until asked on the Tender opening date, they will receive the email only from steel.mktg@hecltd.com and they only need to respond to this email ID only, day before the actual tender opening date they will receive an email from steel.mktg@hecltd.com to alert the parties for password sharing on the tender day. Parties to note that in spite of acceptance of password protected soft copy of the proposals on or before tender submission date, for official purpose they also need to send the Hard Copy of the proposals to us on the address given below for record (hard copy in that case shall be accepted after due date of tender submission date as well).**
4. **For any queries** regarding EOI before submission could be obtained by contacting at :-
E-mail: steel.mktg@hecltd.com and ssanandwar@hecltd.com
Telephone: +91 651 2446860

D. Evaluation Criteria

Evaluation of EOI shall be done by technical committee through marking system against key parameter of the bidder's organization. The bidders qualifying the NIT terms & conditions and eligibility criteria shall be empanelled by HEC. All such selected bidders will be intimated by HEC regarding their empanelment. For upcoming projects, HEC will issue short notice tender to all the firms appearing in the list of panel to submit their priced offer within 7 days time for their selection as pre-bid tie-up partner of HEC. Such tender specific selection will be done by HEC separately for each such project in future.

For any upcoming projects where collaborating party selected after evaluation as per the evaluation criteria and acceptance of all the documents submitted by the party, HEC shall act as a Lead Bidder (Primary Bidder) participating along with collaborating party (partner). For any such upcoming Projects, HEC shall execute a separate agreement specifying all the modalities as per tender requirements of the end Customer with the collaborating party (Partner) and these projects shall be executed jointly.

List of parameters along with marking system is attached as **Annexure – I**.

Notes:-

HEC reserves the right to:

- i. Ask for further clarifications before/after short-listing or as and when required.
 - ii. Reject any or all proposals received, at its discretion, without assigning any reason whatsoever.
 - iii. HEC Ltd. will not be responsible or liable to pay for expenses or losses which may be incurred by any Bidder in the preparation and submission of their expression of interest.
 - iv. This expression of Interest is not an agreement and is not an offer or invitation to enter into an agreement of any kind with any party by HEC.
 - v. Disqualify a vendor at any stage in case of adverse performance report.
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DGM I/c Marketing (Steel & SG)

ANNEXURE – I: EVALUATION CRITERIA

SL No.	Requirements as per NIT	Supporting Documents to be submitted	Weightage (Scale of 1 to 3) for Marking
1	<p>Company Details – Origin, Registered office/ Head office and Contact details</p> <p>Indian Origin : 3 Marks</p> <p>Other than Indian Origin: 2 Marks</p>	Declaration signed by Authorized Signatory along with documents supporting the same	2
2	<p>Whether having registered office in India. Address and Contact Details:</p> <p>Head Office in a Country which shares a land border with India with registered office in India: 4 Marks</p> <p>Head Office in a Country which shares a land border with India without registered office in India: 2 Marks</p> <p>Head Office in a Country which does not shares a land border with India with registered office in India: 4 Marks</p> <p>Head Office in a Country which does not shares a land border with India without registered office in India : 2 Marks</p>	Declaration signed by Authorized Signatory along with documents supporting the same	2
3	<p>Type of Company – Government, Public Ltd., Private Limited, Partnership, LLP or any other approved mode.</p> <p>Government : 5 Marks</p> <p>Public Limited : 4 Marks</p> <p>Private Limited : 3 Marks</p> <p>Partnership firm and others : 2 Marks</p>	Declaration signed by Authorized Signatory along with documents supporting the same	2
4	<p>Company's strength - design/engineering/consultancy/manufacturing</p> <p>Design + Engineering + Execution : 5 Marks</p> <p>Design + Engineering : 4 Marks</p>	Declaration signed by Authorized Signatory along with documents	2

	Design : 3 Marks	supporting the same	
5	<p>In last 10 years, experience in establishing at least 02 Li-ion cell based manufacturing facility of minimum 5GW each which are operational and presently running.</p> <p>Manufacturing facility of 50GW and above: 5 Marks Manufacturing facility of 30GW to <50GW: 4 Marks Manufacturing facility of 10GW to <30GW : 3 Marks Manufacturing facility <10GW up to 5GW: 1 Mark.</p>	Declaration signed by Authorized Signatory along with documents supporting the same	3
6	<p>Year of commissioning of Li-ion cell based plant last executed at least 2 nos.</p> <p>For Projects Commissioned in <= 7 years: 4 marks For Projects Commissioned in > 7 years : 3 marks</p>	Declaration signed by Authorized Signatory along with documents supporting the same	2
7	<p>Annual Average Turnover for Last three years financial performance data/balance sheet/AR</p> <p>Average Turnover more than 100 Cr : 5 Marks Average Turnover less than 100 Cr : 4 Marks</p>	Declaration signed by Authorized Signatory along with documents supporting the same	2

Note: Evaluation will be done after multiplying weightage for each criterion with Marks awarded to the bidder.