

**INVITATION OF “EXPRESSION OF INTEREST” FOR EMPANELMENT OF CONSORTIUM PARTNERS FOR ENTERING INTO MOU ON LONG TERM BASIS & SUBSEQUENT PROJECT – SPECIFIC CONSORTIUM FORMATION ON AWARD OF CONTRACT IN NEW BUSINESS VERTICALS IN THE FIELD OF SOLAR POWER PROJECTS.**

**About Andrew Yule & Company Limited:**

- 1) Andrew Yule & Company Limited (AYCL), a Government of India Enterprise, is the flagship Company of the Andrew Yule Group, having diverse business interest in Engineering, Electrical, Tea, Lubricant, Telecom, Lamp Filament and Printing. The Group has several manufacturing centers and strong marketing network across the country.
- 2) AYCL, over the years, had several technical collaboration agreements with leading manufacturers for Transformers, Switchgears, Industrial Fan, Bag Filter and ESP etc. More details about the entire range of the Andrew Yule Group products can be seen by visiting website: [www.andrewyule.com](http://www.andrewyule.com).

**AYCL’ s Proposal:**

- 1) Presently, the company is exploring various possibilities to increase the top line of the Company through introduction of new Business Verticals in synergy with present product lines. The potential area identified at the moment is Renewable Energy i.e. Solar Projects upto 10MWp range throughout India.
- 2) Accordingly, it is proposed to form an empaneled list of Consortium partners having specific expertise in the above field for the purpose of formation of Consortium/ Bidding for upcoming Tenders. The tentative scope matrix of the areas for which the division is presently looking for consortium partners at present is attached as Annexure – I. Though these matrices hold good for present day requirement, but it may need to undergo appropriate revisions within the broad frame-work of the matrices drawn.
- 3) Once the empanelment is complete, AYCL would enter into separate MoUs with one or more of the selected partners either for Consortium Bidding or empanelment as vendors for limited tendering purpose.
- 4) In the event of success of such tenders separate Consortium agreement would be made for specific projects and such consortium shall execute the project under the resulting contract with the client.
- 5) This call for EOI is valid till 31<sup>st</sup> March, 2019. However, it’s an ongoing empanelment procedure and interested partners will be empaneled on first come first serve basis to initiate the Project Business at the earliest.

Andrew Yule & Co. Ltd.

- 6) Interested Partners are required to submit their Expression of Interest (EOI) with proper justified documents for supporting the below mentioned “Eligibility Criteria for the Consortium Partners”; super scribing on the Envelope “**EXPRESSION OF INTEREST FOR EMPANELMENT OF CONSORTIUM PARTNERS IN NEW BUSINESS VERTICALS IN THE FIELD OF SOLAR POWER PROJECTS**” at the following address

Asst. Manager (Technical)  
Andrew Yule & Co. Ltd.  
Yule House  
8, Dr. Rajendra Prasad Sarani,  
Kolkata – 700 001 (WB)

- 7) For further query, please contact Asst. Manager (Technical), Ph No – (033) 2242 8210 (Extn – 272) / Mobile - +91-9883491043

### **Eligibility Criteria for the Consortium Partners**

Parties should submit the following: -

- 1) Company details with copies of Statutory Compliance.
- 2) List of projects completed so far with details in Solar PV Projects
- 3) Audited balance sheet for the last three years
- 4) Solvency certificate from Bank
- 5) List of key personnel with experience
- 6) Enlistment Form as enclosed with the EOI

Parties should have the following credentials also: -

- 1) Domain expertise in some or all the fields viz. Design, Manufacturing, Supply, Erection & commissioning of various On-Grid/Off-Grid, Roof-Top/Ground-Mounted Solar PV Power Projects over a sufficient period of time of not less than last 3 (three) years from the date of publication of this EOI.
- 2) The parties intending for Consortium partnership should produce completion certificate of at least one single order turnkey Solar PV project over the period of last three years of suitable capacity of appx 500kWp or more & produce Final acceptance certificate from their client.
- 3) The parties with Solar PV Module Manufacturing Facilities will be preferred.
- 4) Parties Should be financially sound with positive net worth to undertake the Projects as per the Payment Terms of the Tenders on back to back basis or mutually agreed terms on case to case basis.
- 5) Minimum Average Turn Over for the last three financial years should be INR 300 Lakhs per annum.
- 6) The Net Working Capital should be not less than INR 75 Lacs.

**Annexure-I****Scope of Consortium Partner for On-Grid/Off-Grid Roof-Top/Ground-Mounted Solar PV Power Projects on Turnkey basis.****Model I:****Lead Bidder:** Andrew Yule & Company Limited (AYCL)**Consortium Partner:** OEM of Solar PV Modules

Sl. No.	Job Description	Scope		Remarks
		AYCL	Consortium partner	
<b>1.00</b>	<b>PROJECT / TENDERING</b>			
1.01	Project Identification	x	x	
1.02	Tender Scope of Work Analysis	x	x	
1.03	Site Visit	x	x	If required
1.04	Tender Procurement	x		
1.05	Preparation of Techno-Commercial Offer	x	x	
1.06	Installation references		x	
1.07	Earnest Money Deposit	x		
1.08	CPBG,PBG	x	x	As per individual scope
1.09	Performance Guarantee Bond	x	x	As per individual scope
1.10	Bid Submission	x		
1.11	Order Finalization with customer	x	x	Case to case basis
<b>2.00</b>	<b>DESIGN &amp; ENGINEERING</b>			
2.01	Basic and Detail Engineering		x	
2.02	Electrical & Instrumentation		x	
2.03	Structural Layout		x	
2.04	Civil Work		x	
<b>3.00</b>	<b>PROJECT MANAGEMENT:</b>			
3.01	Project Planning	x	x	
3.02	Site Management	x		
3.03	<b>Procurement &amp; Supply</b>			
3.03.01	Manufacturing/Supply of Solar PV Panels		x	
3.03.02	Supply of Inverter	x		
3.03.03	Supply of Materials: Balance of Systems (BOS) etc.	x		
3.04	Site Development & Execution of Civil Work	x		
3.05	Erection	x		
3.06	Commissioning & Performance Guarantee Test	x	x	
<b>4.00</b>	<b>Funding, Billing, Collection of Payment</b>			
4.01	Funding/ Sourcing	x	x	As per individual scope
4.02	Billing /Payment collection	x		
<b>5.00</b>	<b>Project Closure</b>	x	x	
<b>6.00</b>	<b>Defect Liability Period</b>	x	x	As per individual scope
<b>7.00</b>	<b>Operation &amp; Maintenance</b>	x		

**Model II:****Lead Bidder:** Andrew Yule & Company Limited (AYCL)**Consortium Partner:** EPC Contractor

Sl. No.	Job Description	Scope		Remarks
		AYCL	Consortium partner	
<b>1.00</b>	<b>PROJECT / TENDERING</b>			
1.01	Project Identification	x	x	
1.02	Tender Scope of Work Analysis	x	x	
1.03	Site Visit	x	x	If required
1.04	Tender Procurement	x		
1.05	Preparation of Techno-Commercial Offer	x	x	
1.06	Installation references		x	
1.07	Earnest Money Deposit	x		
1.08	CPBG,PBG	x	x	As per individual scope
1.09	Performance Guarantee Bond	x	x	As per individual scope
1.10	Bid Submission	x		
1.11	Order Finalization with customer	x	x	Case to case basis
<b>2.00</b>	<b>DESIGN &amp; ENGINEERING</b>			
2.01	Basic and Detail Engineering		x	
2.02	Electrical & Instrumentation		x	
2.03	Structural Layout		x	
2.04	Civil Work		x	
<b>3.00</b>	<b>PROJECT MANAGEMENT:</b>			
3.01	Project Planning	x	x	
3.02	Site Management	x	x	
3.03	<b>Procurement &amp; Supply</b>			
3.03.01	Manufacturing/Supply of Solar PV Panels	x		
3.03.02	Supply of Inverter	x		
3.03.03	Supply of Materials: Balance of Systems (BOS) etc.		x	
3.04	Site Development & Execution of Civil Work		x	
3.05	Erection		x	
3.06	Commissioning & Performance Guarantee Test	x	x	
<b>4.00</b>	<b>Funding, Billing, Collection of Payment</b>			
4.01	Funding/ Sourcing	x	x	As per individual scope
4.02	Billing /Payment collection	x	x	As per individual scope
<b>5.00</b>	<b>Project Closure</b>	x	x	
<b>6.00</b>	<b>Defect Liability Period</b>	x	x	As per individual scope
<b>7.00</b>	<b>Operation &amp; Maintenance</b>	x	x	

**Note (Both for Model I & II):**

- All expenses incurred during pre-bidding up to the award of Contract / Order, will be borne by Individual Partner.
- Once order is awarded, each Partner, has to bear the cost of their Individual activities /part for execution.
- The above Scope of Work is tentative; however, the final Scope of Work will be decided after mutual discussion with the Potential Partner.

**ANDREW YULE & COMPANY LIMITED**  
**NAME OF THE UNIT.....**

**Application for Enlistment Form**

The application form should be submitted along with the registration fee of Rs.100/- (Rupees Hundred) only by crossed Postal Order/Bank Draft No..... dated..... in favour of Andrew Yule & Company Ltd.

- 1) Date of Advertisement for Registration :
- 2) Name of the Firm in Full :
- 3) Address of the Firm :
  - a)
  - b)
  - c)
  - d)
  - e)
- 4) Telephone/Telegram/Fax No./E-mail :
  - a)
  - b)
  - c)
  - d)
  - e)
- 5) Status of the Organization :
- 6) Whether Manufacturer/Contractor/Fabricator/Sub-Contractor/Stockist/Agent/Dealer :
- 7) Item for which enlistment is sought :
- 8) Banker's Name :
  - a)
  - b)
  - c)

**Note:** *Confidential Report of financial position will be requested for by AY & Co. Ltd from the Bankers*

- 9) Trade License No. :  
(Please attach a Xerox copy)
- 10) Factory License No. :  
(Please attach a Xerox copy)
- 11) Whether registered as an SSI Unit. :  
If yes, Registration No.  
(Please attach a Xerox copy)
- 12) Sales Tax Registration No. :  
a)  
b)  
(Please attach a Xerox copy of Registration :  
Certificate)
- 13) I.T. Permanent Account No. :
- 14) Photo copies of current I.T. & Tax clearance :  
Certificates are to be attached
- 15) Whether the applicant is already enlisted in this :  
enterprise. If so, the details are to be furnished  
stating the types of jobs executed, etc. i.e.
- (a) Description of the job (b) Year (c) Amount & :  
(d) Authorized by
- 16) Whether the applicant is enlisted with any other :  
Public Sector Undertaking/other reputed  
manufacturers.  
If so, the details are to be furnished
- 17) Financial Capacity (Year) :  
a)  
b)  
(Copies of Balance Sheet & Profit & Loss A/c for :  
last 3 years should be attached)
- 18) Technical capacity :  
(i)  
(ii)

- 19) Manpower on Rolls :  
Total Manpower in Roll:  
a)  
b)  
c)  
d)  
e)
- 20) Name & Residential address of :  
Partners/Directors/Proprietors, as the case may  
be
- 21) Whether any Govt. Servant(s) or dismissed :  
Employee(s) of Andrew Yule & Co. Ltd/any other  
Govt. Undertaking is in employment under the  
applicant
- 22) Whether the applicant or any of its :  
Partners/Directors has been banned or removed  
from the approved list of suppliers by the  
Enterprise or Undertaking/any other Enterprise  
or Undertaking in the past

I/We hereby certify that the particulars furnished by me/us above are true to the best of my/our knowledge and belief and misrepresentations of facts will render me/us liable to any action as may be deemed fit by Andrew Yule & Co. Ltd.....Unit/Division have the sole discretion to reject or accept my/our candidature for enlistment.

Place:

(Signature of the Applicant)  
Office Stamp/Seal

Date:

FOR OFFICE USE ONLY

- (a) Technical assessment of capabilities to perform as per Units's /Divisions's requirements.  
( To be done and signed by Technical Dept.)
- (b) Financial Strength analysis to be made and signed by Finance.
- (c) Comments to Banker's Confidential Report to be made and signed by Finance ( to be attached)
- (d) Purchase Dept's Recommendation ( to be made by Purchase Dept.)
- (e) Tender Committee's comments for approval.

Sd/-

( Signature of the members of  
Tender Committee)

TO BE ALLOTTED BY PURCHASE DEPT.

Reg.....

Folio Ref. No.....

Enlistment Register .....