

KERALA STATE ELECTRONICS DEVELOPMENT CORPORATION LTD.
(A Government of Kerala Undertaking)

REQUEST FOR

EXPRESSION OF INTEREST

FROM

**Manufactures or Business firms of Smart
Meters/Pre-Paid Electricity Meters/AMR
Meters to be a partner of bidding in Various
Smart Meter Tenders and Empanelment**

EOI Notice No: KCA/STSG/EOI/18/20631 Dt:05/10/2018

KELTRON CONTROLS DIVISION AROOR

AROOR PO, ALAPPUZHA DIST.

KERALA INDIA PIN: 688534

E-mail: kelkca@vsnl.com

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SECTION-I TENDER INFORMATION

Name of the assignment: Expression of Interest for Manufactures or Business firms of Smart Meters/Pre-Paid Electricity Meters /AMR Meters to be a partner of bidding in Various Smart Meter Tenders and Empanelment

Sl. No.	Event	Information to the Agencies
1	Date of Release of EOI	5-10-2018
2	Last date for queries / seeking clarification	8-10-2018
3	Pre Bid Meeting	NA
4	Last date of submission of EOI	9-10-2018
5	Date of Opening of EOI	9-10-2018
6	Pre- Bid Meeting Address	NA
7	Tender Document	The details can be downloaded free of cost from the website www.keltron.org
8	Earnest Money Deposit (EMD)	NA
9	Address for Bid submission	Head (Purchase), Kerala State Electronics Development Corporation Limited, Keltron Controls Division, Aroor, Alappuzha - 688 534, Kerala, INDIA
10	Contact Person	Anwar Swadiq K A Asst-Manger Keltron controls Div Aroor Ph:0478-2830711,8547149356

SECTION-II

PREFACE

Smart Metering in India

Kerala State Electronics Development Corporation Limited (KELTRON®) is a company incorporated under the Companies Act, 1956. The company, a pioneer and trend-setter from 1973 in the field of electronics, is fully owned by Government of Kerala. KELTRON Group comprises the holding company, Kerala State Electronics Development Corporation Limited and two subsidiary companies turning out different types of products and projects. These products are marketed through a strong sales and distribution network spanning the entire country, through the seven marketing offices located at Ahmedabad, Bangalore, Calcutta, Chennai, Delhi, Hyderabad, and Mumbai, to ensure that the products are backed by dedicated support and service. The company manufactures and market electronic components, equipment and systems for communications, energy sector, defense, industrial, space and home applications. Coupled with the high-calibre technical expertise available in house, KELTRON has repositioned itself as a total solutions provider in electronics.

The Power industry has taken rapid strides in the past few years by traversing from manual meter reading to automated meter reading (AMR) and to smart metering, using bidirectional communication, thereby enabling greater benefits to electricity distribution companies (DISCOMs), customers and society and KELTRON has suitably identified this technological advancement in the smart meter sector.

KELTRON is a multi-product organization producing a wide range of products from discrete electronics components to complex equipment and systems for the last 4 decades. KELTRON manufactures its products in six Production Centers and two subsidiary companies located in different parts of Kerala. The products are brought to the customers through Offices in Mumbai, Delhi, Kolkata, Chennai, Bangalore, Ahmadabad, Hyderabad, Trivandrum, Kochi, Kozhikkode etc.

Kerala State Electronics Development Corporation Limited (KELTRON) has national interest to offer end-to-end Smart meter solutions through one among the major production units of KELTRON in Kerala at competitive prices to cater the needs of Utilities all over India. Keltron's capabilities lie mainly in the large pool of experienced technical manpower specialized in the assimilation, adoption and integration of technology for creating innovative solutions; strong infrastructure; and a fierce obsession to quality.

KELTRON now invite Expression of Interest from Reputed Manufactures or Business firms of Smart Meters/Pre-Paid Electricity Meters/AMR Meters to be a partner of bidding in Various Smart Meter Tenders and Empanelment.

KELTRON/Corporation/The Buyer/Purchase means Kerala State Electronics Development Corporation Limited having registered office at Vellayambalam, Thiruvananthapuram, Kerala or the concerned Division of the same.

The Bidder/Consortium Partner/Contractor means the firm or company who participating in this EOI

SECTION-III

Submission of Bid

The e-tender documents can be downloaded from the e-tendering website of Govt. of Kerala. (www.keltron.org). Tender form will not be available in any other form. Dully filled signed stamped EOI along with other supporting document ,Annexures should reach below address on or before closing date:

Head (Purchase),
Kerala State Electronics Development Corporation Limited,
Keltron Controls Division,
Aroor, Alappuzha – 688 534,
Kerala, INDIA

SECTION-IV

Scope of Work

This expression of interest is invited for and on behalf of M/s. Kerala State Electronics Development Corporation Ltd, Keltron Controls Div, Aroor, Alappuzha-Kerala-688534 for selection of Manufactures or Business firms of Smart Meters/Pre-Paid Electricity Meters/AMR Meters to be a partner of bidding in Various Smart Meter Tenders and Empanelment

1. JV/Consortium is not allowed and the bidder should be a Manufacturer and individual commercial entity with all relevant documents.
2. Bidder should have in house NABL accredited lab and capacity to produce IS 16444 within a short span of 3 months time period. Documents in this regard needs to be submitted.

KELTRON reserves the right to reject any or all bids or cancel / withdraw the Invitation for Bids without assigning any reason whatsoever and in such case no bidder / intending bidder shall have any claim arising out of such action.

KELTRON will not be responsible for any delay, loss or non-receipt of Tender document sent by Post/courier.

SECTION-V

Eligibility Criteria

The bidders for this contract will be considered only from those bidders (proprietorship firms, partnership firms, companies, corporations), who meet the requisite eligibility criteria prescribed as under:

SI No	General qualification Criteria	Supporting Documents Required
1	<p>Bidder shall be a Company incorporated under the Companies Act 1956/ 2013.</p> <p>Bidder must be registered with appropriate authorities for all applicable statutory duties/taxes</p>	<p>Valid documentary proof of:</p> <ul style="list-style-type: none"> - Certificate of incorporation - Certificate consequent to change of name, if applicable. GST Registration

		Certificate
2	The Bidder shall not be under a Declaration of Ineligibility for corrupt or fraudulent practices or blacklisted with any of the Central / State Government agencies	Declaration in this regard by the authorized signatory of the Bidder
3	The bidder should have at least three personals having minimum Class 'B' or above electrical contractor licenses issued by Electrical Inspectorate of Govt. of Kerala	Copy of License shall be submitted
	Technical Qualification Criteria	
1	Bidder(s) should be in the business of manufacturing of Static Energy Meters and should have state of the art facility in India. Should be in this Business for at least 5 years as on date of Bid Submission.	Factory License Certificate/ MoA mentioning nature of Business. Purchase orders / Framework agreements for this duration or other documents that prove to this aspect
2	Bidder(s) should have experience of manufacturing and supply of static electricity meters. Minimum of 5,00,000 of Single phase meters. Minimum 2,00,000 Three phase Whole Current meters. For power distribution utilities in India in the last 3 financial years i.e. (April 2015 to March 2018). All these meters shall have Communication ports/AMR Meters	Proof of Work order & performance certificate/ work order completion certificate to be submitted
3	<p>The Bidder must have successfully Supplied / implemented AMR or AMI projects in an Indian/ Global Power Distribution Utility in the last 5 years.</p> <p>Project Should Include the Supply / implementation of Meters with inbuilt / Modular / external communication module, and associated DCU / Gateway/ Router (As applicable) and MDAS / HES application.</p> <p>One project completed with > =15,000 Nodes or of value >=Rs. 14 Crores or</p> <p>Two projects completed with > = 7,500 Nodes or of value >=Rs. 7 Crores or</p> <p>Three projects completed with > = 5,000 Nodes or of value >=Rs. 5 Crores</p>	Individual Client's PO/ WO/ LOI/ LOA/ Contract/ Certification on client letterhead and contact details of client's needs to be submitted.

4	The bidder should have quality certifications for its manufacturing and services function. ISO 9001 and ISO 14001	Valid Certificate Copies.
5	Bidder should have in house NABL accredited lab and capacity to produce IS 16444 within a short span of 3 months time period	NABL certificate or ILAC type test certificate for IS 16444 / declaration in this regard.
6	Bidder Should have quality certification for its manufacturing and services functions and submit ISO 9001, 14001 and 27001-2013 or higher certification	Enclose valid copy along EOI.
7	AMI Solution / communication Service provider must have successfully executed AMI projects (Consist of Smart Meters, DCU/Gateway/Router/ Access HES) with cumulative installation base of Minimum 20,000 end points in the last 5 years till the date of publication of this EOI.	Client's PO/ WO/ LOI / LOA/ Contract/ Certification on client Letterhead / Performance certificate and contact details of clients.
8	Showcase interoperability, Integration with Multiple Meter Manufactures. The Communication provider should have integration with at least Manufacturers.	MOU / Certificate from Meter Manufacturers or Certificate from Power Distribution Utility mentioning use of make of Meters on single RF Mesh Network.
.	Financial Qualification Criteria	
1	Minimum Average annual turnover Rs. 50 crores for each of the last three financial years ending 31st March 2017.	Copy of audited statement of account (PL account & balance Sheet) duly certified by CA along with CA certificate stating the turnover and net worth shall be submitted as proof.
2	Bidder shall have net worth of Rs. 20 crore as on March 31, 2017	

SECTION-VI

Evaluation of Technical Bids

The Bidders Proposal will be evaluated by an Evaluation Committee (EC). EC may evaluate the bidders depending upon their eligibility criteria as detailed in Section-V.

SECTION-VII

OTHER TERMS & CONDITIONS:

1. Bid will not be accepted after the date and time fixed for receipt as is set in notification or subsequent extensions if any.
2. Relevant documents in proof should be enclosed wherever required.
3. Firm should have GST, Income Tax registrations, PAN, EPF, ESI registration (furnish proof).
4. Firm should submit Income Tax returns submitted for Last three years.
5. KELTRON has sole right to accept or reject any bids. If required KELTRON may reject all bids received without assigning any reason.
6. Firm/Organization on successful selection should execute an MOU with KELTRON about the project. Teaming agreement / Consortium agreement shall be executed on case to case basis and as per the project requirement. In case of dispute in the MOU/agreement, decision of MD, KELTRON will be binding on both parties.
7. The detailed bid must be submitted directly in the address mentioned.
8. At any time but one working days prior to the last date for submission of tenders, KELTRON may modify the EOI and such modified EOI will be made available in website www.keltron.org and such modification shall be binding on all concerned. KELTRON, at its discretion, may extend the last date for submission of tenders.
9. The bid inviting authority may, at its discretion, extend the last date for submission of bid, in which case, all rights and obligations of the tendering authority and the vendors, subjected to the previous last date, will thereafter be subject to such extended last date.
10. Keltron at its discretion will select the consortium partner from the empanelled bidders on case to case basis while participating in the smart meter tenders considering the requirement of the tender qualification, chance of winning the contract, customer requirement etc.
11. The successful bidder has to pay the EMD amount for participating in any bids for Smart Meters/ Pre-Paid Electricity Meters along with KELTRON.
12. Performance Guarantee, Security deposit etc for the participated bids shall be paid by the successful bidder on behalf of Keltron or has to be submitted to Keltron for onward submission to customer.
13. The date and time for opening bids will be as per the timelines specified in EOI. Vendor shall watch website www.keltron.org to learn about the addenda and corrigenda issued to this EOI.
14. Each page of the EOI shall be signed and stamped by the authorized representative of the Bidder and shall be submitted along with the Technical Bid.
15. Signed stamped (authorized person) Tender along with necessary supporting documents ,Dully filled signed stamped Annexure-A and Annexure-B shall be forwarded to Head(Purchase), Kerala State Electronics Development Corporation Limited Keltron Controls Div., Aroor.P.O, Alappuzha, Kerala-688534, Ph:04782830700 through speed post/by hand.

Section VIII: Schedule of Forms
Annexure-A

Expression of Interest for Manufactures or Business firms of Smart Meters/Pre-Paid Electricity Meters/AMR Meters to be a partner of bidding in Various Smart Meter Tenders and Empanelment.		
Details of the Bidder (Company)		
1.	Name of the bidder	
2.	Address of the Bidder	
3.	Status of the Company	Public Ltd / Pvt. Ltd / Others
4.	Details of Incorporation of the Company [Attach copy of Incorporation certificate]	Date:
		Ref. #
5.	Details of Commencement of Business	Date:
		Ref. #
6.	Valid Sales tax registration no. [Attach certificate]	
7.	Valid Service tax registration no. [Attach certificate]	
8.	Permanent Account Number (PAN) [Attach certificate]	
9.	Name & Designation of the contact person to whom all references shall be made.	
10	Telephone No. (with STD Code) Mobile No.	
11	E-Mail of the contact person:	
12	Fax No. (with STD Code)	
13	Manpower details	Technical Others

Name of the Bidder:

Seal &Signature :

Annexure-B

Experience Details

Orders placed by (Full address of Purchaser)	Order No. and Date	Description and Quantity of ordered	Value of Order	Date of completion of delivery as per contract/actual	Remarks indicating reasons for late delivery if any.

Name of the Bidder:

Seal &Signature :