

Annexure – I

Section III - Evaluation and Qualification Criteria

1. EVALUATION OF BIDS

1.1 Opening and Evaluation of Bids

- 1.1.1 The Employer shall open the Bids at 18:00 hours as per key dates, at the place specified in RFP Document and in the presence of the Bidders who choose to attend.
- 1.1.2 The Bid shall be summarily rejected if it is not accompanied by the Bid Security. The Bid Security shall be refundable no later than 90 (Ninety) days from the Bid Due Date except in the case of the selected Bidder whose Bid Security shall be retained till it has provided a Performance Security under the Contract Agreement / Work Order. Such bids shall not be opened.
- 1.1.3 The Employer will subsequently examine and evaluate the Bids in accordance with the provisions set out in this RFP.
- 1.1.4 To facilitate evaluation of Bids, the Employer may, at its sole discretion, seek clarifications in writing from any Bidder regarding its Bid.
- 1.1.5 Bidders are advised that qualification of Bidders will be entirely at the discretion of the Employer. Bidders will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.
- 1.1.6 Any information contained in the Bid shall not in any way be construed as binding on the Employer, its agents, successors or assigns, but shall be binding against the Bidder if the Project is subsequently awarded to it on the basis of such information.
- 1.1.7 The Employer reserves the right not to proceed with the Bidding Process at any time without notice or liability and to reject any or all Bid(s) without assigning any reasons.
- 1.1.8 If any information furnished by the Bidder is found to be incomplete, or contained in formats other than those specified herein, the Employer may, in its sole discretion, exclude the relevant project from computation of the Technical Score of the Bidder.
- 1.1.9 In the event that an Bidder claims credit for an Eligible Project, and such claim is determined by the Employer as incorrect or erroneous, the Employer shall reject such claim and exclude the same from computation of the Technical Score, and may also, while computing the aggregate Technical Score of the Bidder, make a further deduction equivalent to the claim rejected hereunder. Where any information is found to be patently false or amounting to a material misrepresentation, the Employer reserves the right to reject the Bid in accordance with the provisions of Clauses 1.1.2 and 1.1.3.
- 1.1.10 For the purpose of Evaluation of Bids, the Employer shall evaluate the contents of the Bid and associated documentary proofs that have been uploaded by the Bidder on www.apeprocurement.gov.in. It is further clarified that in the event of any discrepancy between the uploaded and the hard copy of the Bid, the uploaded one shall prevail.

1.2 Tests of responsiveness

- 1.2.1 Prior to evaluation of Bids, the Employer shall determine whether each Bid is responsive to the requirements of this RFP. A Bid shall be considered responsive if:
 - (a) it is received as per the format at Appendix-I;
 - (b) it is received by the Bid Due Date including any extension thereof pursuant to Bid due date;
 - (c) it is accompanied by the Bid Security as specified in RFP;
 - (d) it is accompanied by the Power of Attorney as specified in RFP
 - (e) it contains all the information (complete in all respects) as requested in this RFP and/or Bidding Documents (in formats same as those specified);

- (f) it contains certificates from its statutory auditors[§] in the formats specified at Appendix-I of the RFP for each Eligible Project;
- (g) It contains certificate(s) from statutory auditors specifying the Net Worth of the Bidder/Member (in case of JV/Consortium);
- (h) it contains payment for Processing Fee;
- (i) The Qualification Proposal and Financial Proposal are submitted on www.apeprocurement.gov.in.
- (j) it is accompanied by the Jt. Bidding Agreement (for JV/Consortium), specific to the Project, - Members of the consortium shall enter into a binding Joint Bidding Agreement substantially in the form specified at Appendix – VI (The “**Jt. Bidding Agreement**”), for the purpose of making the Bid and submitting it. The Jt. Bidding Agreement, to be submitted along with the Bid.
- (k) it does not contain any condition or qualification; and
- (l) it is not non-responsive in terms hereof.

1.2.2 The Employer reserves the right to reject any Bid which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by the Employer in respect of such Bid. Provided, however, that the Employer may, in its discretion, allow the Bidder to rectify any infirmities or omissions if the same do not constitute a material modification of the Bid.

[§] In case duly certified audited annual financial statements containing the requisite details are provided, a separate certification by statutory auditors would not be necessary in respect of Clause 2.2.1(h). In jurisdictions that do not have statutory auditors, the firm of auditors which audits the annual accounts of the Bidder may provide the certificates required under this RFP.

1.3 **Clarifications**

- 1.3.1 To facilitate evaluation of Bids, the Employer may, at its sole discretion, seek clarifications from any Bidder regarding its Bid. Such clarification(s) shall be provided within the time specified by the Employer for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.
- 1.3.2 If a Bidder does not provide clarifications sought under Clause 1.3.1 above within the prescribed time, its Bid shall be liable to be rejected. In case the Bid is not rejected, the Employer may proceed to evaluate the Bid by construing the particulars requiring clarification to the best of its understanding, and the Bidder shall be barred from subsequently questioning such interpretation of the Employer.

1.4 **Qualification and Selection of Bidder**

- 1.4.1 Subject to the provisions of Clause 1.1 and 1.5.1, the Bidder whose Bid is adjudged as responsive in terms of Clause 1.2.1 and who quotes the best price as per the quality, shall ordinarily be declared as the selected Bidder (the “**Selected Bidder**”). In the event that the Employer rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Financial Proposals hereunder.
- 1.4.2 In the event that two or more Bidders quote the same amount, as the case may be (the “**Tie Bidders**”), the Employer shall identify the Selected Bidder by draw of lots, which shall be conducted, with prior notice, in the presence of the Tie Bidders who choose to attend.
- 1.4.3 In the event that the best Bidder withdraws or is not selected for any reason in the first instance (the “**first round of bidding**”), the Employer may invite all the remaining Bidders to revalidate or extend their respective Bid Security, as necessary, and match the Bid of the aforesaid best Bidder as per the quality (the “**second round of bidding**”). If in the second round of bidding, only one Bidder matches the best price as per quality under low quote Bidder, it shall be the Selected Bidder. If two or more Bidders match the said Best price Bidder in the second round of bidding, then the Bidder whose Bid was lower as compared to other Bidder(s) in the first round of bidding shall be the Selected Bidder. For example, if the third and fifth Lowest Bidders in the first round of bidding offer to match the said Lowest Bidder in the second round of bidding, the said third Lowest Bidder shall be the Selected Bidder.
- 1.4.4 Deleted
- 1.4.5 After selection, a Letter of Award (the “**LOA**”) shall be issued, in duplicate, by the Employer to the Selected Bidder and the Selected Bidder shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Selected Bidder is not received by the stipulated date, the Employer may, unless it consents to extension of time for submission thereof, appropriate the Bid Security of such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOA, and the next eligible Bidder may be considered.
- 1.4.6 After acknowledgement of the LOA as aforesaid by the Selected Bidder, it shall cause the Selected Bidder to execute the Contract Agreement / Work Order within the period prescribed in Schedule of Bidding process.

1.5 **Contacts during Bid Evaluation**

- 1.5.1 Bids shall be deemed to be under consideration immediately after they are opened and until such time the Employer makes official intimation of award/ rejection to the Bidders. While the Bids are under consideration, Bidders and/ or their representatives

or other interested parties are advised to refrain, save and except as required under the Bidding Documents, from contacting by any means, the Employer and/ or their employees/ representatives on matters related to the Bids under consideration.

2. CRITERIA FOR EVALUATION

2.1 Evaluation parameters

2.1.1 Only those Bidders who meet the eligibility criteria specified shall qualify for evaluation under this Section 3. Bids of firms/ consortia who do not meet these criteria shall be rejected.

2.1.2 The Bidder's competence and capability is proposed to be established by the following parameters

- I. After the bidder qualifies in the Pre-Qualification, will be considered for Technical and Financial Evaluation. Bidders who score minimum marks specified in the below mentioned clauses, will be will be eligible for financial bid opening.
- II. The TSCCL may constitute a RFP Evaluation Committee to evaluate the responses of the bidders. The RFP Evaluation Committee shall evaluate the responses to the RFP and all supporting documents/documentary evidence. Inability to submit requisite supporting documents/documentary evidence by bidders may lead to rejection of their bids.
- III. The decision of the RFP Evaluation Committee in the evaluation of bids shall be final. No correspondence will be entertained outside the process of evaluation with the Committee. The RFP Evaluation Committee may ask for meetings or presentation with the Bidders to seek clarifications or confirmations on their bids.
- IV. The RFP Evaluation Committee reserves the right to reject any or all bids. Each of the responses shall be evaluated as per the criteria and requirements specified in this RFP. The steps for evaluation are as follows:-

(a) **Pre-Qualification, Technical and Financial:**

The Technical Evaluation Committee shall validate the Pre-Requisite documents as per mentioned below. In case, the Bidder does not meet any one of the conditions, the bidder shall be disqualified for processing further.

S.No	Eligibility Criteria	Supporting document
Technical		
1	Should be a Company registered under the Indian Companies Act, 1956 and should have its registered offices in India. It should also be registered with the appropriate authorities for all applicable statutory taxes/duties, and should have been in operation for at least one year.	Certificate of Incorporation. Attested copies of Articles of Association (in case of registered firm), partnership deed (in case of partnership firm) should be submitted.
2	The Bidder should have Manufactured & Supplied of E-Vehicle for door to door waste collection : Min 50 Nos	Work Orders along with the completion Certificate/satisfactory client Certificate confirming year and Area of activity.
3	The bidder should have completed/on-going projects the Operation and Maintenance of at least one project during the last Three (03) years as on BDD.	Undertaking from the authorised signatory of the OEM/ Certificate from Company Secretary of OEM
Financial		

4	GST Registration Certificate	Scanned copy of Certificate
5	PAN Card Copy and Latest Income Tax Returns	Scanned copy of PAN and IT Return
6	Annual Turnover of at least 2 Crore annually in preceding three financial years i.e, 2014-2015, 2015-2016 and 2016–2017.	Certificate attested by Chartered Accountant shall be provided by the bidder

2.2 Criteria for purposes of evaluation

The Evaluation Committee will review the bids of the short-listed bidders to determine whether the bids are substantially responsive. Bids that are not substantially responsive are liable to be disqualified at Employer's discretion.

For purpose of scoring, each criteria will be given scores as

- (a) Technical Criteria - 80 points
- (b) Financial Criteria. – 20 points

Each Bid will be assigned a Combined Score out of a maximum of 100 points. Only the bidders who get **Combined Score of more than or equal to 70%** will qualify for Commercial Evaluation stage. Weightages of bidder's ability is as shown in the Table.

Bidder should produce the documentary evidence for all the above. (Pre-qualification eligibility from the client / Government Agencies). Without which the experience shall not be counted. Financial bid will not be opened for those bidders, who don't qualify the evaluation stage.

Technical Criteria

S.No	Evaluation Criteria	Evaluation Parameter	Points
1	Supply & Commissioning of E-Vehicles (for door to door waste collection)		40
		50 to 100	10
		101 to 150	20
		151 to 200	30
		>200	40
2	Establishing Service Centre cum Charging Station (one or multi locations / sites)		15
		1 to 2	5
		2 to 3	10
		>3	15
3	Operation and Maintenance of E Vehicles (No of Vehicles)		15
		10 to 20	5
		21 to 50	10
		>50	15
4	Presentation to TSCCL on functionality including innovation in design, ease of use	.	10

Financial Criteria

S.No	Evaluation Criteria	Evaluation Parameter	Points
1	Annual Turnover : Minimum Annual Turnover calculated on total certified payments received from business activities related to supply and Commissioning of E Vehicle in each of the last Three (03) financial years (2014-15, 2015-16 and 16-17): Two (02) Crores	Turnover In Cr	Points
		2 to 4	5
		> 4 to 6	10
		> 6	20
			20

Bidder preferably is an Indian National and Goods manufactured in India and preference will be given to such bid in connection to the promotion of India's "Make in India" Campaign

2.3 Details of Experience

- 2.3.1 The Bidder should furnish the details of Experience for the last 03 (Three) financial years immediately preceding the Bid Due Date.
- 2.3.2 The Bidders must provide the necessary information relating to Technical Criteria as per format at Section IV.
- 2.3.3 The Bidder should furnish the required Project-specific information and evidence in support of its claim of Technical Criteria, as per format at Section-IV.

2.4 Financial information for purposes of evaluation

All the technically qualified bidders will be notified to participate in Financial Bid opening process. The Financial bids for the technically qualified bidders shall then be opened on the notified date and time through e-mail and reviewed to determine whether the commercial bids are substantially responsive. Bids that are not substantially responsive are liable to be disqualified at Employer's discretion.

Commercial bids that are not as per the format provided shall be liable for rejection.

The bid which is quoted the lowest rate (L₁) will be considered as the Most Advantageous Bid and will be awarded with the work.

Bid Security amount shall be returned for those who don't qualify the financial evaluation stage and after PBG is submitted by successful bidder.

- 2.4.1 The Bid must be accompanied by the Audited Annual Reports of the Bidder (of each Member in case of a Consortium/JV) for the last 03 (Three) financial years, preceding the year in which the Bid is made.
- 2.4.2 In case the annual accounts for the latest financial year are not audited and therefore the Bidder cannot make it available, the Bidder shall give an undertaking to this effect and the statutory auditor shall certify the same. In such a case, the Bidder shall

provide the Audited Annual Reports for 03 (Three) years preceding the year for which the Audited Annual Report is not being provided.

2.4.3 The Bidder must establish the minimum Net Worth specified in RFP, and provide details as per format at Section IV.

2.5 **Qualification of Bidders**

2.5.1 The credentials of eligible Bidder shall be measured in terms of their Prequalification, Technical and financial Score. The sum total of the Scores for all Eligible Projects shall be the 'Aggregate Score' of a particular Bidder.

2.5.2 The Bidders shall then be ranked on the basis of their respective Aggregate Scores and qualified. The Employer expects to qualify up to 10 (Ten) Bidders.