

INVITATION FOR EXPRESSION OF INTEREST



ELECTRONICS CORPORATION OF INDIA LIMITED, HYDERABAD
INSTRUMENTS & SYSTEMS GROUP - PURCHASE

RFP No. EC:ISG:SSPD:EOI:01:

February 14, 2012

Expression of Interest (EOI)

ECIL invites EOI bids for empanelment of System Integrators from competent, resourceful and eligible business entities for pre tender alliances for Security System Projects. For details please visit our web site www.ecil.co.in and www.tenders.gov.in.

DGM (PURCHASE), ISG, ECIL, Hyderabad

EXPRESSION OF INTEREST (EOI)

1. Introduction

- 1.1. Electronics Corporation of India Ltd, a leading Public Sector Company with Head Office at Hyderabad and Branch Offices at major metropolitan cities, is engaged in design, development, manufacture, supply, installation, commissioning and maintenance of state-of-the-art technology based solutions to core industrial, government and strategic sectors.
- 1.2. ECIL is a leading provider of Integrated Security Solutions to vital installations around the country and is planning to expand this business segment through empanelment of reputed Systems Integrators to ensure higher market share.
- 1.3. ECIL invites EOI from bonafide, competent, financially resourceful, reputed and experienced parties for Supply, Installation, Testing, Commissioning and Maintenance of Integrated Security Systems in the country as its partners.
- 1.4. Late responses will be rejected summarily.
- 1.5. **Eligibility Criteria:** The Bidder should qualify as per the following eligibility criteria.

S. No.	Description	Compliance Yes/No	Remarks
1	Should be an Indian company, registered under Indian company's Act. Should provide copy of valid registration certificate.		
2	Bidders should have been in Security Business for the last five years preceeding March 2011. PO copies to be provided to substantiate the above.		
3	Bidding company should have been in profits and should have a		

	<p>minimum total turnover of Rs. 15 Crores during the last 3 years ending March 2011.</p> <p>Should provide audited Balance Sheets and Profit & Loss statements for the last three years, ending March 2011.</p>		
4	<p>Bidding should have installed at least one Integrated Security System Project of value Rs. 5.00 Crores.</p> <p>Should have executed minimum of 5 orders on Security Systems of value greater than Rs. 25 lakhs.</p> <p>Should have executed at least one order of Security System worth Rs.50 lakhs of Govt./PSU Unit.</p> <p>Reference to each of such projects executed should be furnished along with the information:</p> <p>Name of the organization, Contact Person, Phone Nos., address and email ids.</p>		
5	<p>Bidder should submit valid documentary proof of:</p> <p>Sales Tax/VAT Registration, PAN, IT returns for the preceding three years ending March 2011.</p>		
6	<p>Organizations debarred or blacklisted by any of the State Governments or Central Government or State and Central PSUs will not be allowed to participate.</p>		

	<p>Bidder should furnish notarized affidavit that '<i>they are not debarred, black listed by any of the State Governments, Central Govt. or State/Central PSUs</i>' and that the information/documents furnished are true. If any information/document furnished is found to be false, our EOI bid may be rejected'.</p>		
7	<p>Should have minimum 15 technical trained manpower:</p> <p>4 Graduate Engineers, 6 Diploma engineers and 5 ITI Technicians.</p> <p>Bidder should furnish the Names, Qualifications and no. of years and nature of experience of the manpower, tenure in the present organization in present position.</p>		
8	<p>Should be willing to work on work sharing basis with upfront investment and should be prepared to sign an MOU with ECIL.</p>		
9	<p>Should be willing to work in either Domestic or International markets.</p>		
10	<p>Should not assign any of the work entrusted to any third party and should execute the work on its own.</p>		
11	<p>Should have minimum short term liquidity of Rs 150 lakhs.</p> <p>Solvency certificate issued by any Scheduled Bank after the date of EOI notification should be furnished.</p>		

12	Should confirm acceptance of work share criteria specified here under as per 1.6.		
13	Should treat the content of this document as confidential. Bidder should agree to furnish Non Disclosure Agreement as specified here under.		
14	<p>Though not mandatory, Bidder should furnish distributor/channel partner certificates from OEMs for the following Security Equipment:</p> <ol style="list-style-type: none"> 1. CCTV Cameras including high-end Mega Pixel Cameras & Recorders, Monitors, and associated equipment, VM Software 2. Access Control Equipment (Personnel) 3. Access Control Equipment (Vehicles) 4. Perimeter Intrusion Detectors, Electric/Vibration Fence Systems, Distress Alarm Systems, VHF Communication Systems, Explosive Detectors, Door Monitoring Systems 5. Key Management Systems 6. IT Hard Ware like Servers and Work Stations 7. Night Vision Binoculars 8. Audio Communication Systems 9. Network (active/passive) Components 		
15	Bidder should note and accept that ECIL reserves the right to accept or reject the EOI of any of the participants without assigning any reasons. The decision of ECIL is final and binding on the participants.		

1.6. Work sharing criteria:

- 1.6.1 ECIL & BUSINESS PARTNER will jointly conduct the Site survey. Assess and finalize the customer requirements. ECIL will front end these projects and submit the bids against the customer requirements/ tenders/ enquires.
- 1.6.2 ECIL shall carryout design and consultancy, make part supplies, system engineering, testing and commissioning of the systems. Details to be worked out in work sharing agreement on case to case basis
- 1.6.3 ECIL shall supply its own systems if it meets the tender/ customer requirements.
- 1.6.4 BUSINESS PARTNER shall also supply part of the order values towards supplies and all the installation materials like cables, racks, poles, mounts etc., as required to complete the system. Details to be worked out in work sharing agreement on case to case basis.
- 1.6.5 BUSINESS PARTNER shall also undertake, if required - Installation, Commissioning, Training and Maintenance within the warranty period and post warranty.
- 1.6.6 BUSINESS PARTNER should be willing to take up AMC at mutually agreed terms on expiry of warranty period.
- 1.6.7 ECIL will place order on BUSINESS PARTNER for delivery of the said supplies at mutually agreed rate (%) of the basic value ordered by the end customer with the same terms & conditions specified in the Customer's PO. Details to be worked out in work sharing agreement on case to case basis
- 1.6.8 All the payment terms will be on back to back basis with BUSINESS PARTNER for the components/ systems supplied by them.

- 1.6.9 MOU with generic terms and conditions will be made with the selected Business partners for a period of three years and by mutual consent the same can be extended to a further period.
- 1.6.10 The scope of the MOU includes pre sales activities, pre tender tie ups and project execution.
- 1.6.11 ECIL reserves the right to choose the Business Partner for a project / tender based on the Business Partner's turnover, technical & financial capabilities, generation of sales lead etc.
- 1.6.12 Detailed Work sharing agreement with the Business Partner will be made on a case to case basis.
- 1.6.13 If the customer invokes the LD clause on ECIL for any reason associated with the delayed deliveries of the supplies, the same should be borne by the Business partner, back to back, without any demur.
- 1.6.14 Non Disclosure Agreement: Should be entered on signing upon entering in to MoU/award of Purchase order, covering the following.
 - 1.6.14.1 In the event of purchase order awarded, Business Partner should undertake to treat purchase order and services to be rendered therein as absolutely confidential and shall not disclose or provide any information, which may come to their knowledge or passed on to them during the execution by ECIL, to any third party, person or country under any circumstances without prior written consent of ECIL.
 - 1.6.14.2 Business Partner should keep all technical specifications, scope, details of equipment at and corresponding locations, terms and conditions, including, Drawings, Site Plans as confidential information and shall not disclose to any third party, without prior written consent of ECIL.
 - 1.6.14.3 Business Partner should not advertise or publish, claim, canvas, solicit, reveal, disclose, advertise or

publicize in any manner, including through electronic or print media on the scope and execution of the purchase order, if awarded.

- 1.6.14.4 Business Partner should not publish/advertise/canvas partnership with ECIL, without ECIL's written permission.
- 1.6.14.5 IP rights will remain with ECIL, unless explicitly identified on case to case basis.
- 1.6.14.6 This partnership does not imply that two organizations represent each other as separate legal entities.
- 1.6.14.7 Business Partner should not publish the award and execution of purchase order, in their (or their associate's) in-house newsletters, bulletins, magazines or any other publications – for limited or public circulation, without prior written permission from ECIL.

1.7. Indicative parameters for work sharing agreements will be as under:

S.No.	Description	ECIL	Partner
A	Pre Order Activities		
1	Front ending/ Prime Bidder	ECIL	
2	Pre Bid Expenses/ efforts	ECIL	Partner
3	EMD/ Bank Guarantee	ECIL	
4	Performance Guarantee/ Security Deposit	ECIL	
5	Bid Preparation	ECIL	
6	Getting the best input prices	ECIL	Partner
7	Bid Submission	ECIL	
8	Demonstration of the proposed system	ECIL	Partner
9	Customer order on	ECIL	
B	Post Order Activities		
10	Supply of main equipments	To be decided on case to case basis	
11	Installation materials like cables, poles, Junction Boxes, racks,, civil and electrical works etc.,		Partner
12	Installation of the equipments		Partner
13	Testing of the system	ECIL	Partner
14	Commissioning of the system	ECIL	Partner
15	Final System Acceptance		Partner
16	Realization of Payments From customer		Partner

17	Payments sharing	To be decided on case to case basis	
18	Liquidity Damages		Partner
19	Risk Purchase		Partner
C	Maintenance of the system		
20	Warranty Maintenance		Partner
21	Annual Maintenance Contract (AMC)	To be decided on case to case basis	
22	Penalties	To be decided on case to case basis	
D	Integrity Pact		
23	Liabilities		Partner to comply
24	Intellectual Property Rights		Partner to comply
25	Non Disclosure		Partner to comply

Interested organizations should submit EOI complying with the conditions herein in sealed cover superscribing as "ECIL/ISG/PUR/SIP/EOI/11-12/01 dated 14.02.2012, to reach not later than 15.00 hrs on 15.03.2012, at the following address. Offers received after the due date and time will not be considered.

Dy. General Manager, Purchase
Instruments & Systems Group
Electronics Corporation of India Ltd,
ECIL P.O.
Hyderabad -500 062.
