



## Invitation for Bids

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<b>Date:</b>	9 August 2021
<b>Loan No. and Title:</b>	Loan 3436-IND: Demand Side Energy Efficiency Sector Project
<b>Contract Nos. and Title:</b>	<b>EESL/06/IFB/GU-20 Million/212208020</b> <b>Design, Manufacture and Supply of 20 Million Self-Ballasted LED Lamps with 3 years standard warranty and other related works</b>
<b>Deadline for Submission of Bids:</b>	20 September 2021, 11:30 hours (IST)

1. India has applied for financing from the Asian Development Bank (ADB) towards the cost of **Demand Side Energy Efficiency Sector Project** Part of this financing will be used for payments under the contract named above. No nationality restrictions apply other than any restriction arising from ITB 4.7.
2. The **Energy Efficiency Services Ltd (EESL) (the “Purchaser”)** invites online Bids from eligible Bidders for the following contract (the “Goods”):  
  
**“Design, Manufacture and Supply of 20 Million Self-Ballasted LED Lamps with 3 years standard warranty and other related works.”**
3. **Open Competitive Bidding** will be conducted in accordance with ADB’s [Single Stage: Two-Envelope](#) Bidding Procedure and is open to all Bidders without nationality restrictions.
4. The complete Bidding Documents including tender drawings shall be available for inspection and downloading at EESL’s website <https://eesl.eproc.in> (hereinafter referred to as the ‘portal’) from 11:00 hours on 9 August 2021 to 11:00 hours on 20 September 2021.
5. Only eligible Bidders with the following key qualifications should participate in this bidding:

### Experience and Technical Capacity

- Bidder shall have their own BRAND (Lighting System - Streetlights/ LED Bulbs) in the market (National/Global). The brand/trademark certificate must be at least one-year- old from the date of bid submission.
- The Bidder shall have the experience of manufacturing the similar items. Similar items are defined as “LED Bulbs of 5 watt and above capacities for domestic/industrial applications”.

The Bidder should have experience of having manufactured and supplied a minimum quantity of 16 million nos. of LED Bulbs in last three completed financial years (in total) before bid submission date.

- Indian Bidder: Bidder must have manufacturing facility(ies) in India with valid ISO certification (ISO 9001:2008 or the upgraded version ISO 9001:2015) having in-house electronics manufacturing and fixture assembly process. It should have in-house SMT and wave soldering setup.
- International bidder: Bidder must have manufacturing facility(ies) in its parent country with valid ISO certification (ISO 9001:2008 or the upgraded version ISO 9001:2015). Further, international bidders who do not have facility for manufacturing in India shall demonstrate ability to supply and provide warranty/ replacement services in India during the warranty period as per the stipulated supply schedule.
- The Bidder shall demonstrate that the goods offered have:
  - been in production for at least three (3) years, and
  - been sold a minimum of 16 million units of similar type and specification over the last three (3) years; been in operation for a minimum of three (3) years.

#### Financial Experience

- The Bidder should be profitable in at least two (2) years out of the preceding three (3) completed financial years i.e. FY 2018-19, FY 2019-20, FY 2020-21 w.r.t the date of bid opening.
- Average annual turnover (converted into United States [US] dollars) defined as the total payments received by the Bidder for contracts completed or under execution over the last three (3) years i.e. FY 2018-19, FY 2019-20 & FY 2020-21.

The Bidder shall have average annual turnover (without GST) in the preceding last three completed Financial Years based on the audited financial statements as under:

Lot No	Average Annual Turnover (In INR)	Average Annual Turnover (In USD)
1	270 Crores	37 Million

- The Bidder's net worth calculated as the difference between total assets and total liabilities except shareholders fund should be positive as on the date of the last audited Balance Sheet.
6. Interested Bidders have to necessarily register themselves on the portal <https://eesl.eproc.in> as explained in para below to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested Bidders to get themselves registered at the aforesaid portal for which they are required to contact M/s C1 India Pvt Ltd Gurgaon at following address to complete the registration formalities:

M/s C 1 India Pvt Ltd.,  
 Gulf Petro-Chem Building, Building No 301,  
 1<sup>st</sup> Floor, Udyog Vihar Phase II,  
 Gurgaon – 110 048  
 Contact No.: 0124 430 2000; 88268 14007.  
 Email-ID: [sandeep.bhandari@c1india.com](mailto:sandeep.bhandari@c1india.com)

**A onetime fee of INR 5000 is to be paid for this registration.**

**Digital Signature Certificates (DSCs):** To carry out e-Procurement using e-Procurement portals, all bidders will be required to obtain valid DSC of Class 3 (Signing + Encryption) issued by a Certifying Authority (CA) licensed by Controller of Certifying Authorities (CCA) [refer <http://www.cca.gov.in>]. Bidders are solely responsible for purchase of valid Digital Signature Certificate from authorized Certification Authorities and safe keeping of the certificates. The e-mail address specified in the Digital Signature Certificate shall match with the e-mail address specified in the user profile created during supplier registration. Bidders shall take due care to safe keep the e-Procurement system and DSC token passwords. The Purchaser shall not be responsible for inability of Bidder to participate in a tender due to loss of password by bidder or inability of the bidder to retrieve password. The Purchaser shall not be responsible for failures or breakdowns of systems, other than those, strictly within the control of the Purchaser and its e-Procurement service provider. Bidders shall take due care to ensure purchase of Digital Signature Certificate requisite for tender submission in the e-Procurement portal, availability of internet connectivity and requisite client software.

**Registration on e-Procurement portal:** As stated above, Bidders have to be registered in the e-Procurement portal to be able to participate in tenders published on the site. Registration of each organization is to be done by one of its senior persons who will be the main person coordinating for the e-tendering activities. In portal terminology, this person will be referred to as the 'Super User' (SU) of that organization. For further details, please visit the website [www.eeslindia.org](http://www.eeslindia.org), and click on the 'E-Tendering' link (on the Home Page), and follow further instructions.

Please note that even after acceptance of your registration by the Service Provider, Bidders need time to complete the mandatory activities related to their organization and prospective bidders are advised to plan accordingly.

They may obtain further information regarding this IFB from the office of CGM, EESL at the address given below from 15:00 hours to 17:00 hours on all working days until the deadline as mentioned above.

For proper uploading of the bids on the portal namely <https://eesl.erpoc.in> it shall be the sole responsibility of the Bidders to apprise themselves adequately regarding all the relevant procedures and provisions as detailed at the portal as well as by contacting M/s C 1 India Pvt Ltd, Gurgaon directly, as and when required, for which contact details are mentioned above. The Purchaser in no case shall be responsible for any issue related to timely or properly uploading/submission of the bid in accordance with the relevant provisions of Section II – ITB of the Bidding Documents.

7. Tender Document fee of US\$ 350 or in Indian Rupees 25,000/- as demand draft/Certified Cheque in favour of Energy Efficiency Services Ltd., payable at New Delhi shall be paid with the submission of the documents in line with Clause 11 of Section 2, Bid Data Sheet.
8. The original documents as per clause 11 of the Bid Data Sheet shall be received up to 11:00 hours (IST) on 20 September 2021. Soft Copy parts of bids shall be uploaded up to 11:30 hours (IST) on 20 September 2021. Bids must be accompanied by a Bid Security in the amount as stated in the Bidding Document (Bid Data Sheet).

The Technical Bid (First Envelope) shall be opened online on 20 September 2021 at 12:00 hours (IST). The schedule for opening of Price part (Second Envelope) shall be intimated separately, as per the Bidding Documents.

9. The Purchaser shall not be held liable for any delay due to system failure beyond its control. Even though the system will attempt to notify the Bidders of any bid update, the Purchaser shall not be liable for any information not received by the Bidder. It is the Bidders' responsibility to verify the website for the latest information related to the tender.
10. Alternative bids shall not be permitted.
11. A Pre-Bid conference will be held on 30 August 2020 at 11:00 hours (IST) via WebEX.

The link of the Pre-Bid is as followed:

Meeting Link	<a href="https://convergenceenergyserviceslimited.my.webex.com/convergenceenergyserviceslimited.my/j.php?MTID=m8de00e8883d1138e0e31ed6a3e36bfe6">https://convergenceenergyserviceslimited.my.webex.com/convergenceenergyserviceslimited.my/j.php?MTID=m8de00e8883d1138e0e31ed6a3e36bfe6</a>
Meeting Number	158 399 3664
Meeting Password	CESL1234 (23751234 from phones and video systems)

12. The Purchaser will not be responsible for any cost or expense incurred by Bidders in connection with the preparation or submission of bids.
13. In the comparison of bids, ADB's Domestic Preference Scheme will be applied in accordance with the provisions stipulated in the Bidding Documents.
14. All correspondence with regard to the above shall be made to the following address:

(By Post/In Person)  
Assistant Manager ( SCM)  
Energy Efficiency Services Ltd.,  
5th & 6th Floor, Core 3,  
SCOPE Complex, Lodhi Road,  
City: New Delhi  
Pin code: 110003, INDIA  
Telephone: + 9111 45801260  
Fax: + 91 11 45801260  
E-mail address: [dmittal@eesl.co.in](mailto:dmittal@eesl.co.in)

For more information on EESL, please visit the site at <http://www.eeslindia.org>