

**Expression of Interest (EoI)**  
**for Supplying of 2 Nos. Snow Blower**

**EoI No. PW/Yantrik/18(V-30)/2019- 453**

**Dated: 03-09-2019 and Corrigendum No. 477**

**Dated 12-09-2019**

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**LAST DATE FOR SUBMISSION: 21-10-2019**

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

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1/10/2019

**HIMACHAL PRADESH  
PUBLIC WORKS DEPARTMENT**



**Notice Inviting Expression of Interest (EOI)**

The Engineer-in-Chief, HP.PWD., Nirman Bhawan, Nigam Vihar Shimla on behalf of Governor of Himachal Pradesh invites Expression of Interest (EOI) for the procurement of 2 Nos. Snow Blowers and 4 nos. Pothole repair machines from the eligible Manufactures/Dealers/Sole Selling Agents in India/abroad, as per the terms and conditions mentioned in the scope of Expression of Interest (EOI) document (shall be available on the website <http://hppwd.gov.in/> w.e.f. 12/09/2019 onwards for downloading).

Proposal submitted by the prospective bidders firms shall be evaluated on the basis of their qualification criteria and bidders so shortlisted shall be requested to submit their request for proposal (RFP). Any other relevant information can be obtained from this office. Interested bidders have to submit their E.O.I. proposal with nonrefundable cost of application as ₹1,000/- only through Demand Draft in favour of Store Purchase Officer, HP.PWD., Nirman Bhawan Nigam Vihar Shimla-171002.

The EOI must be submitted in hard copy through registered post to the Store Purchase Officer, HP.PWD., Nirman Bhawan Nigam Vihar Shimla-171002 by 14<sup>th</sup> October, 2019 at 1130 hours (IST). Proposal received online/through e-mail will not be entertained.

Short listed bidders fulfilling the eligibility and qualification criteria will be invited for making power point presentation. The Engineer-in-Chief, HP.PWD., Nirman Bhawan, Nigam Vihar Shimla reserves the right to reject any or all the responses received, or withdraw the process at any stage at his sole discretion without assigning any reason. The last date for submission of E.O.I is 14/10/2019 till 1500hours and opening on same date on 1530hours.

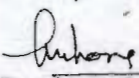
  
Store Purchase Officer,  
O/o Engineer-in-chief, HPPWD,  
Nirman Bhawan, Nigam Vihar,  
Shimla-171002. 

HIMACHAL PRADESH  
PUBLIC WORKS DEPARTMENT

Corrigendum

With reference to this office letter No. PW-Yantric-18(Vol-30)/2019-453 dated 03/09/2019 wherein notice was given for uploading the document of Expression of Interest (EOI) on the website <http://hppwd.gov.in/> on 12/09/2019 is hereby extended as 18/09/2019 onwards. Subsequently, the date of submission of Expression of Interest (EOI) which was earlier fixed on 14/10/2019 till 1500 hours is also extended as 21/10/2019.

All other contents shall remain unchanged.

  
Store Purchase Officer,  
HP.PWD., Shimla-2.

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No. PW-Yantric-18(Vol-30)/2019 - 477

Dated:- 12/09/2019

## **EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**BACKGROUND:** - HPPWD is engaged in planning, construction and maintenance of roads, bridges, ropeways and buildings (both residential and non-residential of various Govt. departments) in the State. The department further executes engineering work on behalf of Local Bodies, Public Undertakings, Boards & other Institutions under Himachal Pradesh Government as "Deposit works". At Present, the state of Himachal Pradesh has an approximate road length of around 36,500Kms, which comprises of Rural Roads, MDRs, & National Highways. These roads are scattered in the far-flung, difficult and tribal areas of the state and further the quantum of labour is inadequate for timely and regular maintenance of the Roads. Therefore it is imperative upon the department to look for highly mechanized alternative systems with state of art technology for speedy, efficient, economic and year round repairs of the Snow Blower on these roads. The Govt. of Himachal Pradesh intends to procure the 2 Nos. highly specialized and automated Snow Blowers for clearance of snow from Roads with minimum labour.

**SCOPE OF WORK:** - The Himachal Pradesh Public Works Department invites eligible Principal Manufacturers/Authorized Dealers/Sole Selling Agents of some standing and vast experience to indicate their interest in supplying 02 nos. automatic Snow Blower (State of the Art) and to provide appropriate technology solutions with detailed specifications and technical justifications based on BIS/International Acceptable standards/Best Practices being followed in India and abroad. The firm shall also put all the technical details of operational process, durability and further training to the employers personal for technical knowledge transfer for subsequent operations, handling and up keep of the machine during its life span.

<b>Sl. No.</b>	<b>Description</b>	<b>Quantity</b>
1	Snow Blower Machine with following broad specifications*: -  1) Minimum Blowing capacity of 1500 tons per hour. 2) Minimum Cutter Drum Diameter of 900 mm. 3) Minimum working width of 2100 mm. 4) Working drive speed from 0.3 to 40 km per hour. 5) Side tilt and Front tilt arrangements. 6) Adjustable swivel and height of snow blowing Chute.	2 Nos.

The above specifications are indicative only and subject to modification & finalization before issuing of Request for Proposal (RFP). The technology solutions submitted by the bidders in its proposal shall be subjected to evaluation by the procurement evaluation committee of the department as per terms and conditions of the EoI documents; however the department reserves the right for seeking advice of the technical expert to arrive at a proper decision. Further the employer also reserves its right to accept or reject any technical solution(s)/Bids submitted by the bidder/bidders in his/their proposals.

Interested firms should provide information, demonstration & presentation of their respective technologies so as to show that they have the required qualifications and relevant experience to supply the same.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**INSTRUCTIONS TO BIDDERS: -**

- (i) Section I- Instructions for Bidders.
- (ii) Section-II Guidelines and list of documents for Preparation of Expression of Interest.

Further information can be obtained during office hours *i.e. 10:00 to 17:00 hours Indian Standard Time (IST) on any working day.*

Expressions of interest must be delivered in a written form to the address below (in person, or by registered post) by **21-10-2019** till 15:00 hours (IST).

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

<b>Section-I</b>	
<b>Instructions for submission of Expression of Interest:</b>	
1.	Bidders shall go through the guidelines given below and section II before preparing EoI proposal.
2.	Bidders, who meet short listing criteria given in section II, shall prepare EoI as per the guidelines. If the Consultant feels to submit certain information not covered in the guidelines would be in his interest, he may submit such information
3.	Accomplished Expression of Interest (Bids) must be submitted together with a Letter of Intent not later than <b>15:00 hours (IST) on 21-10-2019</b> . Documents in support of all qualification information shall be submitted with Bids. Proposal of EoI with qualification information shall be furnished on/before the due date of submission at the address shown under Para 12 here below.
4.	The Bids shall be basis of drawing up a shortlist of eligible Bidders who will be invited to submit proposal for supplying the machinery.
5.	All Bids shall be submitted in English.
6.	Power of attorney (on stamp paper duly notarized) of the person submitting the Expression of Interest on behalf of the Applicant shall be attached. Joint Venture (JV) shall not have more than 3 members. One of the members should be a Lead Member.
7.	The Bidders (including the individual members of any Joint Venture) shall submit only one Proposal, either in its own name or as part of a Joint Venture member in another Proposal, if a Bidders, including any Joint Venture member, submits or participates in more than one proposal, all such proposals shall be disqualified and rejected.
8.	In case of bidder being a company, it shall provide <ol style="list-style-type: none"><li>i) Constitution of company.</li><li>ii) Authorised Signatory Certificate duly signed by company secretary.</li><li>iii) Power of Attorney of the person submitting the Expression of Interest on behalf of the Company.</li></ol>
9.	The Bids and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Applicant with the Bids may be in any other language provided that they are accompanied with translations in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Bids, the English language translation shall prevail.
10.	HPPWD reserves the right to reject any Bids, without assigning any reasons thereof.
11.	The Bidder shall provide all the information sought under this EOI Document. HPPWD would evaluate only those Bids that are received in the required format and complete in all respects. Incomplete and / or



	conditional Bids shall be liable to rejection.
12.	No bids will be entertained if not received by due date and time.
13.	Any submission must be addressed to the following: <i>Store Purchase Officer, HPPWD Nirman Bhawan, Nigam Vihar, Shimla (H.P.), India Pin -171002.</i> Email: <a href="mailto:ee-mec-hp@nic.in">ee-mec-hp@nic.in</a>
14.	The Proposal of EoI must be submitted not later than: <b>Date: 21-10-2019 Time: 15:00 hours (IST)</b> Opening of the EoI Proposal, The opening shall take place in the office of the Store Purchase Officer HPPWD Nirman Bhawan, <i>Nigam Vihar, Shimla (H.P.), India PIN-171002</i> on <b>Date: 21-10-2019 Time: 15:30 hours (IST)</b>
15.	The Bidders shall submit a signed and complete EoI comprising the documents and forms in accordance with section II of request for EoI.
16.	An authorized representative of the Bidders shall sign the original submission letters in the required format for EoI submission and shall initial all pages. The authorization shall be in the form of a written power of attorney attached with the EoI Proposal.
17.	The signed EoI shall be marked " <b>ORIGINAL</b> ", and its <b>two copies</b> marked " <b>COPY-1 &amp; COPY-2</b> " as appropriate. Copies shall be made from the signed original. If there are discrepancies between the original and the copies, the original shall prevail.
18.	The original and the copies of the EoI submission shall be placed inside a sealed envelope clearly marked " <b>EoI PROPOSAL</b> ", for supplying 2 No. Snow Blower to HPPWD the State of Himachal Pradesh, reference number, name and address of the Bidders, and with a warning " <b>DO NOT OPEN UNTIL 21-10-2019 5:30 HOURS (IST).</b> "
19.	The sealed envelopes containing the EoI submission original and copies shall be placed into one outer envelope and sealed. This outer envelope shall bear the submission address, reference number, the name of the assignment, Bidders 's name and the address, and shall be clearly marked " <b>DO NOT OPEN UNTIL 21-10-2019 5:30 HOURS (IST).</b> "
20.	If the envelopes and packages with the EoI are not sealed and marked as required, the Client will assume no responsibility for the misplacement, loss, or premature opening of the EoI.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**SECTION II**

**Guidelines and list of documents for preparation of Expression of Interest**

Following information shall be submitted using given formats and where no formats are specified, free format can be used.

1.	Complete Name of firm, Date of Establishment and type of Organization whether Individual, Proprietorship, Partnership, Private Limited Company, Public Limited Company etc. ( <b>Annexure I</b> ).
2.	Exact and complete corporate/registered/home office address, business address, telephone numbers, fax numbers, E-mail and cable address. For Bidders of foreign registry, indicate if there is any branch office(s) established in India with details in aforesaid manner. Information is to be furnished by sole applicant or members of JV individually ( <b>Annexure I</b> ).
3.	If present firm is the successor to or outgrowth of one or more predecessor firms, fresh name(s) of former entity (ties) and year(s) of their original establishment with details in aforesaid manner. Information is to be furnished by sole applicant or members of JV individually ( <b>Annexure I</b> ).
4.	Present a brief narrative description of the firms. Information is to be furnished by sole applicant or members of JV individually ( <b>Annexure I</b> ).
5.	List of not more than two (2) principals who may be contacted by this Office. Listed principals must be empowered to speak for him or for the firm on policy and contractual matters. Information is to be furnished by sole applicant or members of JV individually. ( <b>Annexure I</b> )
6.	Under this item, indicate financial figures for past 5 (five) financial years. ( <b>Annexure II</b> )
7.	Copy of registration Certificate of VAT.
8.	PAN Card of firm.
9.	Current dealership/sole selling agent agreement from Principal Manufacturer
10.	Detailed Specifications of the machine being offered.
11.	Service Network in India.
12.	List of clients in India along with total nos. of units in operation in India.
13.	Performance appraisal of the owners

14.	Total Nos. of units sold world-wide in the last 5 years along with the name & contact numbers of customers/clients.
15.	Undertaking in support of Eligibility Criteria-Experience- clause 4 ii), iii), iv).
16.	Certificate in support of Eligibility Criteria-Experience- clause 4 v).
17.	An undertaking for supply of true information shall be given as per ( <b>Annexure III</b> ).

All communication should be submitted in sealed envelopes and should be addressed to the Store Purchase Officer HPPWD Nirman Bhawan Nigam Vihar Shimla-. INDIA. EoI shall remain valid for a period of 120 days from the date of opening.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**Eligibility Criteria**

1. The bidders must be either sole selling agent or exclusive distributor or Principal manufacturer of such Snow blower.
2. Annual turnover of any one of the last five financial years i.e. from 2013 - 2014 to 2017-2018 updated to the current financial year shall be more than Rs. 32 crores duly signed by Chartered Accountant.
3. Experience: -
  - i. The Principal manufacturer must have at least 5 years of experience of selling such machines world-wide through their authorised distributor or directly.
  - ii. The Bidders must have been operational in India for at least 3 years with minimum of 2 machines sold in the country.
  - iii. The sold machine in India must have completed 1000 hrs of operation in India. The performance certificate from the user shall be provided.
4. Service: -
  - i) The firm shall have established service network in India.
  - ii) The Manufacturer / Distributor / Agent must be in position to offer AMC for minimum 3 or more years as may be desired by the department along with the Price Bid offer. The overall weightage of the total cost for Principal Cost and the term AMC will be considered for the bid.
  - iii) Operators and or trained technicians must be readily available to support any such demand made by the buyer within 7 days of such demand.
  - iv) Spares on site, or import (if required) against valid AMC must be made available such that the replacement time does not exceed 7 days. Penalty for delays will be applicable.
  - v) Certification from Manufacturer to have trained the technical team on After Sales crew in India.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

<b>Evaluation Criteria and weightage</b>				
<b>EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER</b>				
<b>Sl. No.</b>	<b>Criteria</b>	<b>Weightage in percentage</b>		
		<b>Criteria total</b>	<b>Sub-criteria</b>	
1	Financial turnover	20%	Turnover figure 100%	32 to 50 Crores 60% 50 to 100 crores 80% more than 100 crores 100%
2	Experience	60%	Experience in selling such machines worldwide 30%	Less than 5 years 60% 5 to 10 years 80% More than 10 years 100%
			Machines sold in India 30%	Less than 5 units 60% 5 to 10 units 80% More than 10 units 100%
			Hours of operation of sold machine in India 40%	500 to 1000 hrs. 60% 1000 to 2000 hrs. 80% More than 2000 hrs. 100%
3	Service	20%	Nos. of Service Centers in India 100%.	1 to 2 Nos. 60% 2 to 5 Nos. 80% More than 5 100%

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**Annexure-I**

1.

Bidders Name	Date of Establishment	Country	Type of organization			
			Individual	Partnership	Corporation	Other

2. Corporate/ Registered Office/ Business Address/ Telephone Nos./ Cable Address/ email address of Bidders and their branch offices (including members in case of JV).
3. Bidder's former name and year of establishment (including that of members in case of JV).
4. Narrative description of Bidders firms if any (Use other sheet, if necessary).
5. Name of, not more than two (2) principals who may be contacted with title, telephone number/fax number, E-mail address.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**Annexure-II**

**Financial Statement of the last five financial years**

<b>Sr. No.</b>	<b>Particulars</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>	<b>2015-16</b>	<b>2014-15</b>
1	Annual turnover					

**Notes: -**

- i. Values should be duly certified by statutory body like Chartered Accountant or Independent Auditors who are competent to do so as recognized by the State concerned.
- ii. The amount shall be stated in Indian Rupees (INR).
- iii. For the purpose of short listing, conversion to Indian Rupees shall be based average of the buying and selling rates of Reserve Bank of India as on the EoI Proposal submission date.
- iv. In case the exchange rate for any currency is not available as per the provision of this section, then HPPWD reserves the right to use the rate available from an alternative source at its sole discretion.

**EXPRESSION OF INTEREST (EOI) FOR SUPPLYING OF 2 NOS. SNOW BLOWER**

**Annexure-III**

**Undertaking**

I certify that the information in the above Expression of Interest forms is true to the best of my knowledge. I also understand that any misleading or wrong information will disqualify this application straightway.