

**INVITATION FOR EXPRESSION OF INTEREST (EOI)
FOR TECHNO-COMMERCIAL TIE UP WITH A TECHNOLOGY PARTNER FOR
'MANUFACTURE AND MARKETING OF SMART ENERGY METER'**

KEL Electrical Machines Ltd. (KEL~EML), a Company fully owned by the Govt of Kerala, having its registered office at Bedradka, Kasaragod - 671124, invites Expression of Interest from competent parties for a techno-commercial tie up for 'Manufacture and Marketing of Smart Energy Meter jointly with KELEML.

1. Items/equipment under business consideration are:
 - a. Single Phase Smart Energy Meter
 - b. Three Phase Smart Energy Meter
 - c. Single Phase Smart TOD Energy Meter
 - d. Three Phase Smart TOD Energy Meter
2. Different business models under consideration are:
 - a. Manufacturing and supply of Smart Energy Meters with KEL EML Name Plate.
 - b. Securing order for Energy Meters on behalf of KEL EML, manufacture and supply the products with KEL EML name plate and install/commission the items to customer's distribution network.
3. The applicant shall submit detailed technical specifications of the offered systems in their product portfolio in response to this EOI.
4. **This EOI is intended purely for Technical Proposals and Business Models, including Marketing avenues in India/Overseas, for evaluation of the applicant. Only 3 applicants out of the competition shall be selected for further discussions. Financial & commercial proposals shall be invited only on a later stage.**
5. The applicant shall not be blacklisted by any of the competent authorities in India.
6. The applicant shall have relevant experience in Design/Development/ Manufacture/ Supply of the Smart Meters. The party has to invariably submit credentials to prove his field experience along with the proposal, including the details of the proposed systems designed/developed/manufactured/supplied and the countries/states to which they are deployed.
7. The applicant should have obtained relevant approvals/certifications from concerned authorities for the offered product.
8. Turnover of the applicant should be minimum on an average of INR 50 Cr. For the previous three Financial Years.
9. The applicant should have manufactured and supplied minimum 50,000 single phase Smart Meters and 25000 three Phase Smart Meters in the past 3 years.
10. The applicant should have adequate service network for the offered equipment, with representation in all the prominent locations in India.
11. **Scope of work of the bidder:**
 - a. Option 1: Design, Manufacture and supply the referred products with KELEML Nameplate on a rate contract basis.

In the commercial bid against this tender, bidders shall quote the **Lowest Price** they offer against each product.
 - b. Option 2. The selected business associate shall explore the market, meet potential customers, submit techno-commercial offer on behalf of KEL EML and secure orders for KEL EML at best possible rate. They shall Design, Manufacture and supply the products as per customer specification / national standards with KELEML nameplate and invoice the total package at a **discounted** price to KELEML. KELEML shall test the performance of item(s), and invoice the item(s) to

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the customer at the order price. The business associate shall also install the products at customer's distribution network and commission to the full satisfaction of the customer.

In the commercial bid against this tender, bidders shall quote the highest **"discount"** they offer to KELEML as **percentage of the sale value**.

- c. For all the business models, discount rates for Spares and Service/Maintenance Contracts beyond guarantee/warranty period also shall be quoted along with the estimated revenue for the period.
- d. The bidder shall make available suitable software interface for:
 - Automatic Meter Reading with protocol as per customer specification /standard.
 - Prepaid facility, TOD, etc., if required.
 - Electricity Boards/Electricity Consumers to control/monitor the consumption related functions.
 - To enable non-contact, cashless payment / billing.
 - Other stake holders to get information on consumption.
 - To get customer feedback / complaints about the service rendered.
12. The successful Bidder should pay a Security Deposit/(performance Bank Guarantee) @ 5% of the agreed annual business value to KELEML.
13. Products/services supplied by the successful bidder shall be as per the terms and conditions of the Contract agreement/Purchase Order with the customer, including guarantee/ warranty, liquidated damages, on a back-to-back basis. Payments against supplies/installation shall be in line with the receipts from the customer on case-to-case basis.
14. No claim for IPR violation shall be entertained under any circumstances.
15. The successful Bidder shall enter into an agreement with KELEML prior to entering into the business association.
16. The business association will be valid initially for a period of 3 (three) years and may be renewed for further period by mutual consent of the parties, with/without changes in the terms and condition. Further, the business association shall be subject to annual review for sustainability with respect to the volume of business and other performance parameters. KELEML shall have the right to cancel/terminate the business association at any stage, if the bidder deviates from the agreed terms and conditions.

Interested parties who satisfy the above criteria may furnish their Expression of Interest with all the necessary documents (as in the annexures/checklist) on or before 15-02-2022, 16:00 hours at the following address:

The Head/Materials Management Department

KEL Electrical Machines Ltd.

Bedradka Post, Kasaragod

Kerala – 671124

Phone: 04994-232323

sijil@bheleml.com/nisha@bheleml.com/raman@bheleml.com/rajesh@bheleml.com

URL: www.keleml.com

Contact:

Sijil KK/Head(Materials) - 9447739996

Ramachandran P/Head(DQ&SE) - 9497853960

11/02/2022

DISCLAIMER

The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of KEL EML or any of its employees or advisors, is provided to Applicant(s) on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI is not an agreement and is neither an offer by KEL EML to the prospective Applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification & selection pursuant to this EOI.

KEL EML also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI.

The issue of this EOI does not imply that KEL EML is bound to select and shortlist Applicants for next stage or to enter into any agreement(s) with shortlisted Applicants for the Project.

Indicative Scope of Work for the Applicant

Manufacture & Marketing for Smart Energy Meter

- I. Joint working under an agreement, for:
 - Manufacture & Marketing of Smart Energy Meter (for Electricity Consumption measurement) as per relevant specification
- II. **Scope of Marketing the Product along with details of potential customers, specific category-wise projections and relevant specifications.**
- III. Assistance by way of deputation of experts as and when required by KELEML during the process.

Expression of Interest Letter

(To be submitted on the letter head of the party submitting the EOI)

To

The Head (Materials Department)
KEL Electrical Machines Ltd.
Bedradka, Kasaragod-671124, Kerala

Subject: EOI for Joint working / Business Share

With reference to your EOI document dated _____, we have examined the EOI document and understood its contents and hereby submit our Application for pre-qualification & selection for the aforesaid project.

1. We acknowledge that KEL~EML will be relying on the information provided in the Application and the documents accompanying such Application for pre-qualification & selection of the Applicants for the aforesaid project, and we certify that all information provided in the Application and in Annexures is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.
2. We confirm to make available to KEL~EML, within the stipulated time, any additional information it may find necessary or require to supplement or authenticate the pre-qualification & selection statement.
3. We confirm our willingness to meet the pre/post qualification criteria from Customer to enable joint bidding for tender.
4. We certify that the technology and design for the projects for which experience is claimed is our own technology.
5. We agree and undertake to abide by all the terms and conditions of the EOI document.

In witness thereof, I/ we submit this application under and in accordance with the terms of the EOI document.

Yours faithfully,

(Signature, name and designation of the Authorised Signatory)

(Name and seal of the Applicant)

Date:

Place:

Information on the Applicant

(Separate sheets may be used wherever required)

General Information:

1. Name of the Company:

2. Legal status of the Company:

3. Brief description of the Company including details of its business groups/subsidiaries/affiliates:

4. Date of Incorporation/Date of Commencement of Business:

5. Details of relevant product/process Certifications/Approvals
(Category/Type/Segment wise data may be furnished in separate sheets)

6. Full address including Telephone nos. / Fax nos.:

Registered Office:

Head Office:

Address for communication:

Check List of Confirmations from the Applicant

Sr.	Description	Confirmation
1	Willing to participate in Consortium taking KELEML as a consortium member for relevant tenders	Pl. confirm [Mandatory]
2	Confirm that all information provided in the Application and in Annexures is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.	Pl. confirm [Mandatory]
3	Confirm that the Applicant has a positive net worth as of in the last financial year.	Pl. confirm [Mandatory]
4	Confirm that Applicant shall not be participating in tenders for which partnership is being sought by KELEML individually or as a member of any other consortium.	Pl. confirm [Mandatory]
5	Confirm willingness to meet the pre / post qualification criteria of customer to enable joint bidding for a tender	Pl. confirm [Mandatory]
6	Willing to transfer essential documentation to KELEML with assistance to obtain product certifications/licences for the offered equipment.	Pl. confirm
7	Confirm that partner would provide during the term of the Agreement, improvements, modifications required to meet obsolescence and safety requirements of the product free of cost to KELEML.	Pl. confirm
8	Confirm that Applicant(s) for the equipment has(ve) Designed, Manufactured and supplied the respective equipment over a period of 2 years preceding the date of submission of this EOI, and the same are in satisfactory service. Details to be provided as per Attachment-I of Annexure-B	Pl. confirm [Mandatory] Pl. provide details
9	Type of Co-operation proposed by the applicant. Please give outline of sharing of Information with KELEML as envisaged in para '6' above.	Details to be given in separate sheet.
10	Confirm that IPR(s) are sole property of the Applicant.	Pl. confirm [Mandatory]

Data in respect of Sales/Supplies of Applicant				
(for the previous 5 years of operation from starting from 2020-21 backwards)				
SN	Year of Supply	Description of Items	Indicative No. of Equipment produced	Remarks
1				
2				
3				
4				
5				
	Total			

Information on Net Worth

	Cash accruals Year 1	Cash accruals Year 2	Cash accruals Year 3	Net Worth Year 1
Single Entity				

Information on Turn Over

	Turn over Year 1	Turn over Year 2	Turn over Year 3	Remarks
Single Entity				

Instructions:

1. Net Cash Accruals shall mean Profit after tax + Depreciation.
2. Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).
3. Year 1 will be the latest completed financial year, preceding the EOI. Year 2 shall be the year immediately preceding Year 1 and so on.