

**INVITATION FOR EXPRESSION OF INTEREST (EOI)
FOR TECHNO-COMMERCIAL TIE UP WITH A TECHNOLOGY PARTNER(S)
FOR 'MANUFACTURE AND MARKETING OF
ELECTRIC VEHICLE CHARGING SYSTEM'**

KEL Electrical Machines Ltd. (KELEML), 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 Electric Vehicle Charging System', jointly with KELEML.

1. Items/equipment under business consideration:
 - a. Chargers for all types of Electric two/three wheelers
 - b. Type 2 AC Fast Chargers
 - c. DC Fast Chargers –upto 250 kW
2. Chargers shall have multiple connector types suitable for different makes of vehicles in India.
3. Different business models under consideration:
 - a. Manufacturing and supply of EV Charger to clients., with KELEML Name.
 - b. Setting up of Charging Station Infrastructure, Installing EV Chargers, Commissioning and Transfer to the clients.
 - c. The techno-commercial partner directly or through their dealers shall build, own and operate the EV Charging Station.
4. The applicant shall submit detailed technical specifications of the offered systems in their product portfolio in response to this EOI.
5. **This EOI is intended purely for Technical Proposals and Business Models, including Marketing avenues in India/Overseas, for evaluation of the applicant. 3 applicants out of the competition shall be selected for further discussions. Financial & commercial proposals shall be invited only on a later stage.**
6. The applicant shall not be blacklisted by any of the competent authorities in India.
7. The applicant shall be either a Manufacturer, having relevant experience in Design/ Development /Manufacture/ Supply/Installation/Commissioning/After Sales Service of the proposed systems **OR** an Authorized Dealer/Channel Partner of the Manufacturer, having experience in Installation/Commissioning/After Sales Service of the proposed systems. 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/installed/commissioned and the countries/states to which they are deployed. (In case of Authorized Dealers/ Channel Partners of the Manufacturer, the credentials shown shall be of Supply/Installation/Commissioning/After Sales Service executed through the Dealer /Channel partner).
8. The applicant should have obtained relevant approvals/certifications (from bodies like ARAI/IEC, etc.) for the offered product.
9. Turnover of the applicant should be a minimum of INR 10 Cr. and 25 numbers in EV Charger Segment for the previous three Financial Years combined.
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. For customers who require only the Product: Supply of fully built equipment duly tested in conformation to relevant specifications with KELEML labeling, install, commission and undertake after sale service of the product.

- The bidder shall explore market, meet potential customers, submit techno-commercial offer on behalf of KELEML and secure orders for KELEML at best possible rate. They shall manufacture the product as per customer specification/national standards with KELEML labelling and invoice the same at a **discounted** price to KELEML. KELEML shall test the performance of item(s), conduct pre-delivery quality checks, etc. and invoice the item(s) to the customer at the order price.
 - In the commercial bid against this tender, bidders shall quote the highest **“discount”** they offer to KELEML as **percentage of the sale value**.
- b. For customers who require to establish the EV Charging Stations at their premise: Build/ Establish the required infrastructure for EV Charging Station at the client’s premise, supply of fully built equipment duly tested in conformation to relevant specifications with KELEML labelling, install, commission and undertake after sale service of the product.
- The selected bidder shall explore market, meet potential customers, submit techno-commercial offer on behalf of KELEML and secure orders for KELEML at best possible rate. They shall develop the land, build required infrastructure, supply/install and commission the EV Charger 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), conduct trial run and invoice the item(s) to the customer at the order price.
 - 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 customers require to Build, Own and Operate EV Charging Station at their premise by the supplier: In such cases the bidder shall Build, Own and Operate the EV Charging Station at client’s land, directly or through the bidder’s authorized local dealers.
- The bidder shall explore market, meet potential customers who are interested to lease out vacant land suitable for establishing EV Charging Station and get the land on lease, develop the land, build the infrastructure, install/ commission the charging units, own and operate the station for the agreed period. The bidder can execute the whole process directly or through their local dealer. **Bidder shall invest money for establishing the Charging Station** and can have direct agreement with the land owner for leasing the land.
 - For each Unit of Electricity consumed for the Charging Station as per Power Distribution Company’s monthly Bill, the bidder shall make payment to KELEML. In the commercial bid against this tender, bidders shall quote the highest **amount** they offer **per unit consumption of electricity**.
- d. 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. The service requirements beyond the guarantee/warranty period shall be accomplished through KEL-EML only, including supply of spares.
- e. The bidder shall have a proven Mobile Application for:
- i. Vehicle owners/drivers to locate nearest KEL EML Charging Station and to pre book charging time slot.
 - ii. To enable non-contact, cashless payment / billing.
 - iii. Other stake holders to get charging sale information from each station

- iv. To get customer feedback / complaints about the service rendered.
12. The Bidder shall indicate a **minimum** assured quantity in respective products and business models.
 13. The successful Bidder should pay a Security Deposit/(performance bank guarantee) @ 5% of the agreed annual business value to KELEML.
 14. 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.
 15. No claim for IPR violation shall be entertained under any circumstances.
 16. The successful Bidder (along with all the members of consortium, if any) shall enter into a multi-party-agreement with KELEML, prior to entering into the business association.
 17. The business association thus formed 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 conditions. Further, the business association shall be subject to review in every quarter for sustainability of business growth, profitability and other performance parameters and either party shall have the right to terminate the business association with a one-month notice to the other party. 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 31-08-2022, 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@keleml.com/nisha@keleml.com/raman@keleml.com/rajesh@keleml.com
URL: www.keleml.com

01/08/2022

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 of Electric Vehicle Charging System

- I. Joint working under an agreement, for:
 - Manufacture & Marketing of Electric Vehicle Charging System.
- 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 KEL~EML 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 KEL~EML 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.