

**Section III. Evaluation and Qualification Criteria****Table of Contents**

<b>A.</b>	<b>Evaluation Criteria.....</b>	<b>3-2</b>
1.	Scope .....	3-2
2.	Multiple Contracts.....	3-2
3.	Technical Criteria .....	3-2
4.	Economic Criteria .....	3-3
5.	Margin of Preference .....	3-3
<b>B.</b>	<b>Qualification Criteria.....</b>	<b>3-4</b>
1.	Financial Criteria.....	3-4
2.	Experience Criteria .....	3-4
3.	Supply Capacity .....	3-5
4.	Litigation History.....	3-5
5.	Manufacturer's Experience .....	3-5

## A. Evaluation Criteria

### 1. Scope

#### Local Handling and inland transportation:

The scope of work will include supply, transportation and installation, handing over of the Primary & Secondary Refuse Collection Vehicles and Metallic Containers for Solid Waste Management in GSPA for uncovered areas under Tranche-1 and Tranche-2, Shillong to the final destination and other related services. Bids for part scope of work will not be accepted. Costs of local handling, inland transportation, insurance and other incidental costs within India for delivery from EXW premises, or port of entry or border point to the Project site (final destination) as defined in Section VI, Schedule of Supply, shall be quoted in the PRICE SCHEDULE FOR RELATED SERVICES TO BE OFFERED FROM OUTSIDE AND WITHIN INDIA provided in Section IV, Bidding forms. These costs will be taken into account during bid evaluation. i.e. the above cost will be added by the purchaser to EXW or CIP prices which with the cost of the related services, and the bids will be evaluated on this total price.

#### Non material or nonconformities or Omissions:

Unless covered by **ITB 14.2**, the cost of all quantifiable nonmaterial, nonconformities or omissions from the contractual and commercial conditions shall be evaluated. If any item is not quoted by the bidder, to this effect the bid price will be adjusted, for comparison purposes only, to reflect the price of a missing or non-conforming item or component. For this purpose, the highest price quoted amongst the substantially responsive bidders of that particular missing or non-conforming item would be added to the Bid Price to arrive at the Evaluated Bid Price of the respective bidder. (in case all the bidders have not quoted the particular item, then the Engineers Estimate for the particular item would be taken for this purpose). However, it should be noted that this adjustment would be for comparison only and the "Award Price" to the successful bidder would be based on the lowest evaluated bid price. No separate payment would be made to the missing or non confirming item and it deemed that supplier would supply the missing / non-confirming item at the "Award Price". (calculated without adjustments of missing or non-confirming item or components) as mentioned above.

### 2. Multiple Lots/Contracts

Wherever the Goods are grouped into lots and pursuant to the **clause 36.3 (d)**, of Instructions to the bidders, the purchase will evaluate and compare the bids on the basis of a lot, or a combination of lots, or as a total of lots in a manner most advantageous to the Purchaser by taking into account discounts offered by Bidders in case of award of multiple contracts.

### 3. Technical Criteria

The technical requirements as specified in Section VI, Schedule of Supply shall have to be satisfied. No deviations in technical specifications will be accepted.

#### **4. Economic Criteria**

*Adjustment for Deviation from the Terms of Payment:*

Deviations from the Terms of Payment as specified in special Conditions of Contract sub **clause 16.1** shall not be permitted.

*Adjustment for Deviations in the Delivery and Completion Schedule*

Deviations from the delivery schedule as specified in Section VI, Schedule of supply are not permitted.

#### **5. Margin of Preference**

The Margin of Preference will not apply for this contract

## B. Qualification Criteria

The Purchaser will take account of the following criteria to evaluate/assess the qualifications of the bidders. These criteria will be evaluated on a pass fail basis.

### 1. Financial Criteria

- (i) The bidder should submit the audited balance sheets and income statements, for the last three years to demonstrate the current soundness of the applicant's financial position.
  - (a) Bidder should have average annual turnover for last 3 years  
**At INR 69.00 million**
  - (b) Bidder's networth calculated as the difference of total assets and total liabilities should be positive.

#### *Compliance Requirements:*

- (a) If the supplier is a single entity it should meet the above requirement
- (b) If the supplier is a JV / Consortium, each partner of the JV or Consortium should meet the requirement.
- (ii) Cash flow Capacity and Bid Capacity – (a) Bidder should have availability of or access to liquid assets, lines of credit and other finances sufficient to meet cash flow requirement of **INR 17.05 million** (b) Bidder should have bid capacity (overall cashflow) to meet current contract commitment as well as requirement of this contract.

The Bid Capacity would be calculated as:

Bid Capacity =  $7 * \text{Working Capital} + \text{Lines of Credit} - 40\%$  of the Current contract commitments  $\geq$  (greater than or equal to) bid estimate .

OR

The bidders can produce an undertaking from his Bankers that the Bank will finance the requirements until the contract is executed if the contract is awarded to the bidder.

#### *Compliance Requirements:*

- (a) If the supplier is a single entity it should meet the above requirement
- (b) If the supplier is a JV / Consortium, - The combined Bid Capacity of the JV / Consortium is calculated and on the whole, the combined Bid Capacity of the JV partners /consortium shall be  $\geq$  (greater than or equal to) Estimated Cost, subject to each partner satisfying a minimum of 25 % of the requirement and lead partner satisfying a minimum of 50% of the requirement..

### 2. Experience Criteria

- (i) Bidder should have experience in supply of vehicles, goods / equipment for at least 5 years prior to the application submission dead line. (Necessary proof of the above should be submitted).
- (ii) Bidder should have particular experience in the relevant field in supply of vehicles, goods / equipment for at least 3 years prior to the application submission dead line. (Necessary proof of the above should be submitted).
- (iii) Bidder may be a manufacturer for the specified vehicles, goods and equipment or authorized dealer/ distributor for such vehicles, goods and equipment or an authorized representative by the manufacturer. (Necessary proof of the above or letter of manufacturer's authorization should be submitted with the technical bid).

### 3. Supply Capacity

- (i) Bidder should have completed supplies for at-least one contract within the last 5 years with a value of at-least
  - **INR 55.00 million**
- (ii) The vehicles, goods & equipment manufacturer should have arrangements of service facilities in India to deliver the repair/maintenance services (Proof of the same to be given)

### 4. Litigation History

All pending litigation shall be treated as resolved against the bidder and so shall in total not represent more than 50% of the bidder's net worth.

The details of pending Litigation have to be submitted by bidders and all the JV / consortium partners if the bidder is a JV /Consortium.

### 5. Manufacturer's Experience

The manufacturer should have minimum experience of five years in manufacturing of the vehicles and equipment. **The manufacturer should have ISO 9000 or equivalent.**