



Unleashing Values



आईआरईएल (इंडिया) लिमिटेड / IREL (India) Limited

(भारत सरकार का उपक्रम)

(A Government of India Undertaking)

CIN : U15100MH1950GOI008187 Website : www.irel.co.in
ISO 9001: 2015, ISO 14001: 2015

CORRIGENDUM- 1 EXPRESSION OF INTEREST

Ref: IRE/CO/GAR/BDA/C-1

04.03.2024

Corrigendum to the Expression of Interest (Eol) no. IREL/CO/EOI/MKTG/01/2024 for empanelment towards selection of Business Development Associates (BDA) towards revision in PQ criteria for Solvency Certificate from reputed Bank handling foreign currency.

This corrigendum is issued to change in clause no 5 of PQ criteria in Eol as per **Annexure-1** and the due date of opening of the offer is extended from 13.03.2024 to 20.03.2024.

Revised EoI Clause:**5.0 Criteria of shortlisting (EOI):**

The selection of the list of bidders for BDA shall be based on their exposure in similar activity, financial condition and association with mineral sand/ garnet business and use. Zone -wise shortlisting of parties shall be done focusing on the following.

1. Applicant status for last three years backed by documentary proof (actual user, intermediary with proven track record)
2. Annual business turnover
3. Turnover from Garnet and allied field i.e., minerals, equipment for garnet end use industry
4. Availability of working capital (150% of one month's targeted sale)
5. Experience in the field of marketing /sale/use/BDA of garnet in the zone
6. Other related products that the applicant is dealing in.

Sl. No.	QUALIFICATION CRITERIA	SELF ATTESTED DOCUMENTARY PROOF REQUIRED
1.	Applicant status: An applicant should be a Proprietary Firm/ Registered partnership Firm/ Limited Company/ Govt. Bodies/LLP operating in the specific zone of application for Mineral business (including garnet) as actual user/ intermediary for marketing with proven track record	Document like certificate of registration, certificate of incorporation etc to establish existence of firm in the specific zone and is in the mineral business as a user of minerals or intermediary for marketing since 01.02.2021 -10 marks.
2.	Annual business turnover: Applicant should have adequate financial strength. An annual average turnover of minimum of 30% of annual targeted requirement (as referred in Annexure-II point no 11) cost @ maximum price of coarse garnet (IREL export price on bid due date in US\$ convertible @ rate of conversion on bid due date) during the last three preceding financial years (FY 2020-21, 2021-22 & 2022-23).	Proof in the form of audited Balance Sheet/ Profit & Loss A/C or any other supporting documents. Annual average turnover value met as per qualification criteria (equivalent to the value in US\$ convertible @ rate of conversion on bid due date) -10 marks.
3	Availability of working capital (150% of one month's targeted sale as referred in Annexure-II point no 11 on average month basis): Minimum Working Capital in ₹ = 1.5 * (Projected average monthly sale for BDA @ maximum price of coarse garnet (IREL export price and conversion rate as on bid due date) to provide the required working capital and Infrastructure (Storage facility / Administrative office etc.).	Working capital shall be as per audited Balance sheet to be calculated as CA-CL. The value in other currency shall be converted at exchange rate @bid due date 1.5 times upto 2 times -5 marks >2 times - 10marks
4.	Annual Turnover from Garnet and allied field i.e. minerals, equipment for garnet end use industry. Minimum turnover shall have to be 20% of the Annual Business turnover mentioned in point no 2.	Audited PL account and balance sheet to establish this criteria calculated in line with point no3 above. 20% upto 30%-10 marks >30% - 20 marks
5	Net worth of the bidder shall be positive	Proof in the form of audited Balance Sheet/ Profit & Loss A/C or any other supporting documents - 10 marks
6	Minimum 3 years of Experience in the field of marketing /sale/use of garnet in the zone or other related products of garnet manufacturing or process that the applicant is dealing with.	Any document to establish this criteria. Three-year experience -10 marks Additional year 10 marks and maximum 30 marks
7	Submission of detail methodology planning and schedule of quantity of material to be handled towards execution of the function of the activities of BDA	Clear report on methodology submission: 10 marks

1. The applicants with a minimum of 60% marks shall be shortlisted for further action.
2. To qualify for shortlisting it is essential to have minimum positive marks (zero mark not acceptable) in each of the criteria no 1, 2, 3, 4 & 5.

Existing Eol clause:

5.0 Criteria of shortlisting (EOI):

The selection of the list of bidders for BDA shall be based on their exposure in similar activity, financial condition and association with mineral sand/ garnet business and use. Zone -wise shortlisting of parties shall be done focusing on the following.

1. Applicant status for last three years backed by documentary proof (actual user, intermediary with proven track record)
2. Annual business turnover
3. Turnover from Garnet and allied field i.e., minerals, equipment for garnet end use industry
4. Availability of working capital (150% of one month's targeted sale)
5. Experience in the field of marketing /sale/use/BDA of garnet in the zone
6. Other related products that the applicant is dealing in.

The brief outline of the criteria of shortlisting of the parties:

Sl. No.	QUALIFICATION CRITERIA	SELF ATTESTED DOCUMENTARY PROOF REQUIRED
1.	Applicant status: An applicant should be a Proprietary Firm/ Registered partnership Firm/ Limited Company/ Govt. Bodies/LLP operating in the specific zone of application for Mineral business (including garnet) as actual user/ intermediary for marketing with proven track record	Document like certificate of registration, certificate of incorporation etc to establish existence of firm in the specific zone and is in the mineral business as a user of minerals or intermediary for marketing since 01.02.2021 -10 marks
2.	Annual business turnover: Applicant should have adequate financial strength. An annual average turnover of minimum of 30% of annual targeted requirement (as referred in Annexure-II point no 11) cost @ maximum price of coarse garnet (IREL export price on bid due date in US\$ convertible @ rate of conversion on bid due date) during the last three preceding financial years (FY 2020-21, 2021-22 & 2022-23)	Proof in the form of audited Balance Sheet/ Profit & Loss A/C or any other supporting documents. Annual average turnover value met as per qualification criteria (equivalent to the value in US\$ convertible @ rate of conversion on bid due date) -10 marks
3	Availability of working capital (150% of one month's targeted sale as referred in Annexure-II point no 11 on average month basis): Minimum Working Capital in ₹ = 1.5 * (Projected average monthly sale for BDA @ maximum price of coarse garnet (IREL export price and conversion rate as on bid due date) to provide the required working capital and Infrastructure (Storage facility / Administrative office etc.).	Working capital shall be as per audited Balance sheet to be calculated as CA-CL. The value in other currency shall be converted at exchange rate @bid due date 1.5 times upto 2 times -5 marks >2 times - 10marks
4.	Annual Turnover from Garnet and allied field i.e. minerals, equipment for garnet end use industry. Minimum turnover shall have to be 20% of the Annual Business turnover mentioned in point no 2.	Audited PL account and balance sheet to establish this criteria calculated in line with point no3 above. 20% upto 30%-10 marks >30% - 20 marks.
5	Solvency certificate from reputed bank handling foreign currency	Solvency certificate from reputed bank -5marks
6	Net worth of the bidder shall be positive	Proof in the form of audited Balance Sheet/ Profit & Loss A/C or any other supporting documents -5 marks
7	Minimum 3 years of Experience in the field of marketing /sale/use of garnet in the zone or other related products of garnet manufacturing or process that the applicant is dealing with.	Any document to establish this criteria. Three-year experience -10 marks. Additional year 10 marks and maximum 30 marks
8	Submission of detail methodology planning and schedule of quantity of material to be handled towards execution of the function of the activities of BDA.	Clear report on methodology submission: 10 marks

1. The applicants with minimum 60% marks shall be shortlisted for further action.
2. To qualify for shortlisting it is essential to have minimum positive marks (zero mark not acceptable) in each of the criteria no 1, 2, 3, 4, 5 & 6.