

MAHARASHTRA JEEVAN PRADIKARAN



Works Division No. 2, Barshi Road, Latur

Request for Qualification

Name of the Project:

Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir,

Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour

REQUEST FOR QUALIFICATION

(This section provides a format of acknowledgement from the party to whom the this document has been provided)

Maharashtra Jeevan Pradikaran

“Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”

Details of Work:

To enter into Management contract with Maharashtra Jeevan Pradikaran for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour. Tender Notice No. 5 of 2005 – 2006 dated 14/3/2005

Notes:

1. This “Request for Qualification” (RFQ) document is in one volume containing 40 pages.
2. The Request for Qualification is not transferable and would have to be necessarily procured by either the Bidding Company or by a Consortium Member of the Bidding Consortium.

Acknowledgement: (to be returned to the following address on receipt of this Document)

**Executive Engineer,
Maharashtra Jeevan Pradikaran
Works Division No. 2
Barshi Road, Latur
Maharashtra State, India
Tel - 02382 223030**

Details of the bidder:

<i>Name of the person</i>	
<i>Designation</i>	
<i>Name of the organisation</i>	
<i>Address</i>	
<i>Telephone, Fax no & email id</i>	
<i>Signature</i>	
<i>Date of Receipt</i>	



DISCLAIMER

1. This *Request for Qualification (RFQ)* is not an offer or an invitation by MJP to prospective bidders and should not be treated as a bid document. The purpose of this *Request for Qualification* is to elicit information from interested parties about their eligibility to bid with a view to shortlist prospective bidders.
2. This RFQ includes statements, which reflect various assumptions, which may not be accurate. This RFQ does not purport to contain all the information each prospective bidder may require. This RFQ may not be appropriate for all persons, and it is not possible for MJP to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFQ document. Each prospective bidder should conduct its own investigation and analysis and should check the accuracy, reliability and completeness of the information in this RFQ and obtain independent advice from appropriate sources.
3. Neither MJP nor their employees or consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this RFQ.
4. Neither MJP nor their employees or consultants will have any liability to any prospective bidder or any other person under the law of contract, tort, the principles of restitution or unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this RFQ document, any matter deemed to form part of this RFQ document, the award of the Project, the information and any other information supplied by or on behalf of MJP or their employees, any consultants or otherwise arising in any way from the selection process for the Project.
5. Intimation of any discrepancy shall be given at the address mentioned below immediately. If no intimation is received by the below mentioned office within 7 days from the date of issue of RFQ, then this office shall consider that the RFQ documents received by the Bidder are complete in all aspects and that the Bidder is satisfied that the RFQ document is complete.

**Executive Engineer,
Maharashtra Jeevan Pradikaran
Works Division No. 2
Barshi Road, Latur
Maharashtra State, India
Tel - 02382 223030**

6. MJP reserves the right to accept or reject any or all of the offers / proposals at any stage of the process.



7. MJP reserves the right to change any or all of the provisions of this *Request for Qualification*. Such a change would be intimated to all the parties procuring this RFQ Document.
8. MJP reserves the right to change, modify, add to or alter the bidding process including inclusion of additional evaluation criteria for further shortlisting of Pre-Qualified Bidders at the Request for Qualification (RFQ) stage, based on detailed evaluation of capabilities. Any change in the bidding process shall be intimated to all the affected parties.



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LIST OF ABBREVIATIONS

EEC	European Economic Community
HT	High Tension
LCM	Lead Consortium Member
mn.	Million
MoU	Memorandum of Understanding
MJP	Maharashtra Jeevan Pradikaran
PAT	Profit after tax
RFP	Request for Proposal
RFQ	Request for Qualification
Rs.	Indian Rupees
SCM	Significant Consortium Member
WTP	Water Treatment Plant



DEFINITIONS

Affiliate

For a Bidding Company or a Significant Consortium Member of a Bidding Consortium, those entities would be termed “Affiliate(s)” in which the Promoter(s) of the Bidding Company / Significant Consortium Member:

- Hold(s) not less than 26% of the voting securities, either directly or indirectly, and the relevant entity is a company under the Indian Companies Act, 1956 or equivalent International Law. Holding an indirect stake in a company implies a stake held in the company through a chain of other companies, in which event, the percentage holding would be considered on proportionate terms,

Bidder

Bidding Company or Bidding Consortium, as defined below.

Bidding Company

If the bid for the Project is made by a single corporate entity, it shall be referred to as Bidding Company.

Bidding Consortium

If the bid for the Project is made by more than one corporate entity, then this group of corporate entities shall be referred to as a Bidding Consortium.

Commercial Proposal

The commercial proposal to be submitted by a Pre-Qualified Bidder as described in Section 2.2

Eligibility Criteria for Financial Capability

The eligibility criteria for financial capability as set out in Section 3.2.3 of this RFQ Document.

Eligibility Criteria for Technical Experience

The eligibility criteria for Technical experience as set out in Section 3.2.4 of this RFQ Document.

Lead Bidder

The Lead Bidder shall be the Bidding Company in case of the bid for the Project is made by a single corporate entity.

Lead Consortium Member (LCM)

In case of a Bidding Consortium, the Lead Consortium Member shall be the Consortium Member that is in-charge of developing the Project and meets the requirements set forth under Exhibit 4 of this *Request for Qualification* document. The Lead Consortium Member, (including its Promoters and/or Affiliates in case they are also members of the consortium), shall



necessarily make the maximum equity contribution in the Consortium, and this equity contribution shall not be less than 51%.

The MOU to be entered into between the Consortium Members as per the principles of MOU presented in Exhibit 4. The LCM shall be the authorised representative of the Bidding Consortium and shall be liable to MJP for all the obligations of the Bidder.

Consortium Member

Each corporate entity in the Bidding Consortium with a minimum equity stake of 10% shall be referred to as a Consortium Member.

Management contract

The agreement to be entered into between MJP and the Successful Bidder based inter alia on the terms of this Document, the terms set out in the Request for Proposal Document and the Detailed Proposal submitted in response to the RFP by the Successful Bidder.

MoU

The memorandum of understanding as described in Exhibit 4

Pre-Qualified Bidders

After the first stage of selection, based on the Proposal for Pre-Qualification, the Bidders short listed for the subsequent stage shall be referred to as the Pre-Qualified Bidders.

Project

Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.

Promoter

For a Bidding Company or a Significant Consortium Member, only those entities would be “Promoter(s)” eligible for evaluation who:

- Hold(s) not less than 26% of the voting securities, either directly or indirectly, in the Bidding Company/Significant Consortium Member. Holding an indirect stake in a company implies a stake held in the company through a chain of other companies, in which event, the percentage holding would be considered on proportionate terms

Any bank or a financial institution would not be considered a Promoter.

For the purpose of Financial Eligibility, “Promoter” shall mean an entity holding not less than 26% of the voting securities, either directly or indirectly, in the Bidding Company/Lead Consortium Member. Holding an indirect stake in a company implies a stake held in the company through a chain of other companies, in which event, the percentage holding would be considered on proportionate terms.



Proposal for Pre-Qualification

Proposal submitted by the Bidder in response to the Request for Qualification document.

Request for Proposal

The document to be issued to the Pre-Qualified Bidders, asking for their Commercial Proposal

Request for Qualification

The present document, being issued to the prospective Bidders, asking for their Proposals for Pre-Qualification

Rupees

The official currency of the Republic of India

Selected Bidder/Preferred Bidder

The Bidder finally selected to implement the Project.

Significant Consortium Member (SCM)

A Consortium Member with a not less than a 26% equity stake in the Bidding Consortium would be referred to as a Significant Consortium Member.

Subsidiary

For a Bidding Company or a Significant Consortium Member, only those entities would be “Subsidiary(ies)” in which the Bidding Company / Significant Consortium Member:

- Hold(s) not less than 26% of the voting securities, either directly or indirectly, in case the relevant entity is a company. Holding an indirect stake in a company implies a stake held in the company through a chain of other companies, in which event, the percentage holding would be considered on proportionate terms,

Successful Bidder

The Bidder who is ranked highest according to the detailed scoring criteria that is to be finalised at the RFP stage and which will be applied to all Eligible Bidders would be the Successful Bidder.



1. INTRODUCTION & BACKGROUND

1.1. ABOUT MJP

Maharashtra Water Supply and Sewerage Board was constituted on 1st January, 1979 under the Maharashtra Water Supply and Sewerage Board Act, 1976 for rapid development and regulation of Water Supply and Sewerage service in the State of Maharashtra. This Board was renamed as Maharashtra Jeevan Pradhikaran in March 1997.

MJP's primary objective is to promote potable Water Supply and sanitation facilities in Maharashtra state. The following are some of key activities:

- Planning, investigation, design, executing and maintaining Water Supply and Sewerage/Sullage Schemes for urban and rural areas of Maharashtra.
- Planning, Investigation, Designing, Execution of all the Municipal Water Supply and Sewerage Schemes.
- Planning, Designing and Execution of Rural piped Water Supply Schemes sponsored by the Government of India and Government of Maharashtra.
- Execution of Water Supply and Sewerage Schemes on behalf of the Government of India for departments like Defence and State Government Departments.
- Maintenance of Water Supply and Sewerage Schemes owned by the Pradhikaran.
- Giving technical advice to Municipal Councils for works carried out by them.
- Procurement and servicing of L.I.C. and HUDCO loans for Urban Water Supply and Sewerage Schemes.
- Low Cost Sanitation Schemes on behalf of State Government and Municipal Councils, Procurement and Servicing of Government Loans, Open Market Borrowing etc. for Urban Water Supply and Sewerage Schemes

1.2. MANAGEMENT CONTRACT

MJP has entered into an agreement with Latur Municipal Council for taking over the entire water supply system of Latur city. Under this agreement MJP has been provided with the authority for supplying water to the citizens as well as operate and maintain the system for a period of 30 years. MJP has also been provided the right by the General Body of Latur Municipal Council to charge water tariffs as necessary for operating the system in an optimum manner and collect the said revenues from the users.

MJP has executed various water supply schemes for Latur and now in a position to supply about 140 LPCD water to a population of over 3.50 lakhs. MJP intends to operate and maintain the water supply scheme for Latur city through a private sector contractor. This RFQ document is an invitation to bidders to enter into an management contract for operation, maintenance and repairs



of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.

The scope of work for the contract will be detailed in the Request for Proposal (RFP) documents provided to pre-qualified bidders. An indicative scope of the contract is as under:

1. Taking over the complete water supply system of Latur Municipal Corporation including some key employees of MJP and Latur Municipal Council.
2. Deployment of operations and maintenance staff;
3. Maintenance of a minimum average water supply level of 100 LPCD;
4. Increasing coverage of piped water supply and achieving 100% metering. In that context provide installation of water supply meters and recover its expenditure from consumers;
5. Provide labour for increasing minimum network expansion of at 1 km every year;
6. Manage requests for new connections including receiving applications, connection fees etc;
7. Manage the regularisation of illegal connections and impose penalties as specified by MJP;
8. Recover the cost of supply of water from the consumers as per the tariff rates fixed in the RFP;

The management contract will cover the above obligations by the contractor and it will be structured to derive significant efficiency gains and improvement in services through private sector participation. The management contract will be performance based contract which will be monitored by MJP who will be facilitated by a user forum that will inform MJP on any shortcomings on performance levels.

1.3. ADDITIONAL INFORMATION

MJP had invited tenders for the Project vide its tender notice number 5 for 2005 – 2006 dated 14/3/2006. Pursuant to this tender MJP has received prequalification proposals from bidders. MJP has now extended the time schedule for the project and has invited prequalification proposals to provide an opportunity for other bidders to participate in the project.



2. DESCRIPTION OF THE SELECTION PROCESS

The selection process would consist of the following stages:

1. Request for Qualification
2. Request for Proposal

The detailed process to be followed for the second stage shall be specified in the *Request for Proposal* document, which would be made available to the Pre-Qualified Bidders.

2.1. REQUEST FOR QUALIFICATION

As a part of the first stage, MJP is issuing this *Request for Qualification*, inviting prospective Bidders to submit their *Proposals for Pre-Qualification*. Proposals submitted by interested parties in response to this *Request for Qualification*, shall be evaluated as detailed in Section 3. The information required to be provided by the Bidders submitting their *Proposals for Pre-Qualification* is outlined in Exhibit 6.

2.2. REQUEST FOR PROPOSAL

In this second stage, a *Request for Proposal* shall be issued to the Pre-Qualified Bidders. MJP would endeavour to make the *Request for Proposal* an exhaustive and comprehensive document detailing the criteria for the evaluation of technical and financial Proposals. The Pre-Qualified Bidders will be provided the *Request for Proposal* document on payment of Rs. 5000/- (Rupees Five Thousand only) towards the cost of the document.

2.3. SITE VISIT AND PRE-BID CONFERENCE

During the Request for Proposal stage, MJP will arrange a common site visit for all Pre-Qualified bidders to appraise them on the water supply system for Latur city and help them understand the project better. This site visit will be followed by a Pre-Bid Conference to clarify issues, if any with the Request for Proposal documents.

2.4. FINAL AWARD

The *financial Proposal* would be evaluated as per the criteria specified in the RFP and the final award of the Project shall be made by MJP, based on the most attractive financial offer, subject to the bidder demonstrating desired technical capabilities.



2.5. FEES AND DEPOSITS TO BE PAID BY THE BIDDERS

2.5.1. Fees for RFQ Document

The Request for Qualification document would be made available to the prospective Bidders free of cost at the office address mentioned above. The documents can be downloaded free from the MJP website www.mahajeevan.com

2.5.2. Proposal Security at RFQ stage

No earnest money deposit is required to be provided along with the *Proposals for Pre-Qualification*. After the Pre-Qualification process, the Pre-Qualified Bidders submitting their *Proposals* in response to the *Request for Proposal*, would be required to submit a proposal security, the scope, extent, form, and terms of which shall be specified in the *Request for Proposal*.

2.5.3. Processing fee

The proposals for pre-qualification shall be accompanied with a processing fee of Rs. 2,000/- (Rupees Two Thousand Only) in the form of demand draft favouring “Executive Engineer – MJP Works Division no. 2 Latur” payable at Latur.

2.6. COMMITMENT TO A FAIR AND TRANSPARENT PROCESS

MJP is keen to ensure that the process leading to the selection of the Selected Bidder is fair, transparent, efficient, interactive, and protects the confidentiality of the information shared by Bidders with it.

The selection process has been designed keeping these objectives in mind, and MJP shall take all steps to ensure that the above objectives are realised.

2.7. TENTATIVE TIME TABLE AND MILESTONES

S.No.	Milestone	Schedule
1	<i>Request for Qualification</i> document made available to the Bidders	29/08/2006 to 29/09/2006
2	Last date for submission of <i>Proposals for Pre-Qualification</i>	29/09/2006
3	Pre-Qualification of Bidders	6/10/2006
4	Sale of <i>Request for Proposal</i> documents (only to pre-qualified bidders)	6/10/2006 to 16/10/2006
5	Site visit	30/10/2006
6	Prebid meeting	31/10/2006
7	Issue of common set of deviations	10/11/2006



8	Last date for submission of RFP	20/11/2006
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In the event any of the dates mentioned above are declared Government Holidays, the event/deadline would be postponed to the next working day at the same time.



3. THE PRE-QUALIFICATION PROCESS

3.1. THE OBJECTIVE OF THE PRE-QUALIFICATION PROCESS

The objective of the pre-qualification process is to shortlist Bidders who have the **financial strength** and the **technical experience** to implement the Project.

The following criteria have been taken in order to understand the applicant's capability and competence to develop the project in the desired manner:

1. Financial Capability
2. Expertise of the bidder in operation and maintenance of water supply systems and/ or expertise in related fields

On each of the above parameters, the applicant would be required to meet the eligibility criteria as detailed in the next section. Any applicant meeting all the criteria will, subject to the provisions of this RFQ document, be qualified to submit its Proposal for the project.

3.2. ELIGIBILITY CRITERIA FOR THE PROPOSAL FOR PRE-QUALIFICATION

3.2.1. Eligibility Criteria for Bidding

The Bidding Company or, the Lead Consortium Member of a Bidding Consortium, would have to be a corporate entity (public or private limited company registered under The Companies Act, 1956 or equivalent International Law).

In case of a Bidding Consortium, the consortium members and entities other than the Lead Consortium Member whose technical capability is to be considered for evaluation can be proprietorship or partnership firms.

In case of a Bidding Consortium, the Lead Consortium Member (LCM) shall be that Consortium Member vested with the prime responsibility of developing the Project. The Lead Consortium Member, (including its Promoters and/or Affiliates in case they are also members of the Bidding Consortium and provided all these entities are Limited companies), shall necessarily make the maximum equity contribution in the Consortium, and this equity contribution shall not be less than 51%.



3.2.2. Eligible entities for evaluation under the minimum eligibility criteria

3.2.2.1. For a Bidding Company

- For evaluation under the Financial Capability criteria, either the strength of the Bidding Company or if it so prefers, the strength of its Promoter shall be considered in lieu of the Bidding Company. The Bid should clearly indicate the entity that should be considered for the evaluation of Financial Capability as per the format in Exhibit-5. Under no circumstances will the aggregation of the financial capabilities of the promoter(s) and bidder be allowed.
- For evaluation of the water supply operations and maintenance expertise criteria, the strength of the Bidding Company under **Technical Experience Criteria A** shall be considered.

3.2.2.2. For a Bidding Consortium

In the interest of the Project, it is sought to have a very well rounded capability profile for the Bidder. In the event that the Bidder does not have the same, opportunity is given to bring together a consortium with the relevant strengths. The consortium is expected to have a mix of skills with the Lead Consortium Member bringing in one of the main technical skills for the project. The Significant consortium member is expected to bring in the next key technical skill. The following terms and conditions would, however, apply:

- For evaluation under the Financial Capability criteria, the financial strength of the Lead Consortium Member who also qualifies under **Technical Experience Criteria A or B** shall be considered **OR** if it so prefers, the Promoter of the Lead Consortium Member could be presented for evaluation in lieu of itself. The Bid should clearly indicate the entity that should be considered for the evaluation of Financial Capability and Technical Experience Criteria A or B as per the format in Exhibit-5. Under no circumstances will the aggregation of the financial capabilities of the promoter(s) and Lead Consortium Member will be allowed.
- For evaluation under the **Technical Experience Criteria**, the strength of the Lead Consortium Member, Significant Consortium Member and other Consortium Members shall be considered. The Bid should clearly indicate the Lead Consortium Member, Significant Consortium Member and other consortium members to be considered for evaluation, as per the formats in Exhibit-5. The SCM whose experience is being offered for evaluation should remain part of the consortium, with at least 26% equity stake, during the tenure of the management contract.

3.2.3. Eligibility Criteria for Financial Capability

The Bidding Company or any one of its Promoters **OR** for a Bidding Consortium, the Lead Consortium Member or any one of its Promoters should meet the eligibility criteria for financial capability specified below.



- Tangible Network¹ not less than Rs. 5 crore as per the latest audited financial statement. Such annual accounts should not be more than 12 months old from 31.03.2006.
- Average Net Cash Accruals² not less than Rs. 2 crores as per the last three audited financial statement. The last annual accounts should not be more than 12 months old from 31.03.2006.

In case of a Bidding Consortium wherein the Lead Consortium Member is a MJP Class I or Class IA registered contractor for General/ Civil works or Class A registered contractor for electrical and mechanical works should meet the relaxed eligibility criteria for financial capability specified below.

- Tangible Network³ not less than Rs. 4 crore as per the latest audited financial statement. Such annual accounts should not be more than 12 months old from 31.03.2006.
- Average Net Cash Accruals⁴ not less than Rs. 1.50 crores as per the last three audited financial statement. The last annual accounts should not be more than 12 months old from 31.03.2006.

3.2.4. Eligibility Criteria for Technical Experience

The following eligibility criteria for Technical Experience will apply to the Bidding Company or in case of a consortium to Lead Consortium Member and Consortium members as under:

3.2.4.1. Technical Experience Criteria A

In the case of a Bidding Company or in case of a bidding consortium the Lead Consortium Member should demonstrate that it is a National / International water supply utility of a repute having experience of managing water supply scheme of capacity 20 MLD and above in one town, including having experience of billing to retail consumers and recovering water charges.

3.2.4.2. Technical Experience Criteria B

In the case of a bidding consortium the Lead Consortium Member should demonstrate either of the following:

1. Contractor registered with MJP in class I or I A for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year.
OR
2. Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.

¹ Tangible Network = (Equity Capital + Reserves and Surplus - Revaluation Reserve) - (Accumulated Losses + Intangible assets)

² Net Cash Accruals = PAT+ Depreciation + Non Cash Expenses - Dividend (preferences shares)

³ Tangible Network = (Equity Capital + Reserves and Surplus - Revaluation Reserve) - (Accumulated Losses + Intangible assets)

⁴ Net Cash Accruals = PAT+ Depreciation + Non Cash Expenses - Dividend (preferences shares)



OR

3. Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class I or I A or higher for general/ civil works having experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year. The Lead Consortium Member seeking eligibility under this criterion would need to provide supporting documentation justifying that their registration meets the relevant MJP registration criteria⁵.

OR

4. Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class A or higher for electrical and mechanical works with experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above. The Lead Consortium Member seeking eligibility under this criterion would need to provide supporting documentation justifying that their registration meets the relevant MJP registration criteria⁶.

OR

5. Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town with further experience of billing to those consumers for at least one year.

OR

6. A direct service provider with a minimum of 2 (two) years experience of handling atleast 20,000 household customers with further experience in direct billing to customers for the service provided and recovering charges.

OR

7. Infrastructure Development Company having minimum five years experience in the areas of development of roads bridges or power infrastructure projects or telecom infrastructure projects on privatisation/ public private partnership basis.

3.3. PRE-QUALIFICATION

Bidders satisfying the above criteria in the following manner shall be declared as pre-qualified and considered for the further process of the bid. MJP will reserve the right to call for a meeting of the pre-qualified bidders before the finalization and issue of the RFP document.

A – For Bidding Company and in case of a consortium for the Lead Consortium Member Meeting financial eligibility criteria 3.2.3 and Technical experience criteria A (3.2.4.1) – National/ International water supply utility of a repute having experience of managing water

⁵ Refer to Annexure I for relevant details on MJP registration criteria. Details of registration are also available on the MJP website www.mahajeevan.com

⁶ Refer to Annexure I for relevant details on MJP registration criteria. Details of registration are also available on the MJP website www.mahajeevan.com



supply scheme of capacity 20 MLD and above in one town, including having experience of billing to retail consumers and recovering water charges..

B – In the case of a consortium, the Lead Consortium member meeting financial eligibility criteria 3.2.3 **and one of the** Technical Experience Criteria B (3.2.4.2) **and** in any one of the following combination of technical expertise.

Combinations of consortium members technical experience		
No.	Lead consortium member meeting Technical Experience Criteria	One of the Consortium Members holding atleast 26% equity stake and the other holding atleast 10% of equity stake in the consortium
1	Contractor registered with MJP in class I or I A for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year.	<p>Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class A or higher for electrical and mechanical works with experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p> <p>AND</p> <p>Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town.</p>



Combinations of consortium members technical experience		
No.	Lead consortium member meeting Technical Experience Criteria	One of the Consortium Members holding atleast 26% equity stake and the other holding atleast 10% of equity stake in the consortium
2	Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.	<p>Contractor registered with MJP in class I or I A for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class I or I A or higher for general/ civil works having experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year</p> <p>AND</p> <p>Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town.</p>



Combinations of consortium members technical experience		
No.	Lead consortium member meeting Technical Experience Criteria	One of the Consortium Members holding atleast 26% equity stake and the other holding atleast 10% of equity stake in the consortium
3	Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class I or I A or higher for general/ civil works having experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year	<p>Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in MJP Class A equivalent or higher for electrical and mechanical works with experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p> <p>AND</p> <p>Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town with further experience of billing to those consumers for at least one year.</p>



Combinations of consortium members technical experience		
No.	Lead consortium member meeting Technical Experience Criteria	One of the Consortium Members holding atleast 26% equity stake and the other holding atleast 10% of equity stake in the consortium
4	Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class A or higher for electrical and mechanical works with experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.	<p>Contractor registered with MJP in class I or I A for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class I or I A or higher for general/ civil works having experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year</p> <p>AND</p> <p>Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town.</p>



Combinations of consortium members technical experience				
No.	Lead member Technical Criteria	consortium meeting Experience	Significant member holding atleast 26% of equity in the consortium	consortium member holding atleast 10% of equity in the consortium
5	Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town with further experience of billing to those consumers for at least one year.		<p>Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments in equivalent MJP Class A or higher for electrical and mechanical works with experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.</p>	<p>Contractor registered with MJP in III and above for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year.</p> <p>OR</p> <p>Contractor registered with State/ Central Government Works Department, Water Supply and Sewerage Boards/ Departments with in equivalent MJP Class I or I A or higher for general/ civil works having experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year</p>



Combinations of consortium members technical experience			
No.	Lead consortium member meeting Technical Experience Criteria	Significant consortium member holding atleast 26% of equity in the consortium	Consortium member holding atleast 10% of equity in the consortium
6	Direct service provider with a minimum of 2 (two) years experience of handling atleast 20,000 household customers with further experience in direct billing to customers for the service provided and recovering charges.	Contractor registered with MJP in Class A for electrical and mechanical works with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.	Contractor registered with MJP in III and above for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year. AND Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town.



Combinations of consortium members technical experience			
No.	Lead member Technical Criteria	Significant consortium member holding atleast 26% of equity in the consortium	Consortium member holding atleast 10% of equity in the consortium
7	Infrastructure Development Company having minimum five years experience in the areas of development of roads bridges or power infrastructure projects or telecom infrastructure projects on privatisation basis.	Contractor registered with MJP in Class A for electrical and mechanical works, or more with further experience of either providing and erecting of HT pumpset with HT substation or having experience of operation and/ or maintenance of HT pumpset and HT substation for a period one year and above.	Contractor registered with MJP in III and above for general/ civil works having either experience of constructing WTP of 20 MLD and above or having experience of operation and/ or maintenance of WTP of 20 MLD and above for atleast one year. AND Manufacturer or Dealer Authorised by Manufacturer of EEC marked inferential multi-jet, straight reading dry dial water meters with magnetic drive, having experience of providing, erecting water meters 5000 Nos. and above in a single town.

3.4. GUIDELINES FOR SUBMISSION OF PROPOSAL BY A CONSORTIUM

1. The Proposal shall contain a copy of the Memorandum of Understanding (MoU) entered into between the Member Companies, as per the Principles of MoU specified in Exhibit 4.
2. In the absence of such a document, the Proposal would be considered and evaluated as one from an individual company alone, submitting the Proposal.
3. For a Bidding Consortium, no change in the membership of the consortium or in responsibilities shall be allowed after submission of the *Proposal for Pre-Qualification*



until the results of the pre-qualification are announced. For a pre-qualified consortium, if such a change in membership pattern or responsibilities is desired, it must be communicated to MJP in writing for its approval. Any change in the composition of the consortium or the proposed role definition of member Companies after submission of the proposal would be recognised and permitted by MJP only if such change is in the opinion and discretion of MJP, not prejudicial to the strengths of the consortium as were evaluated earlier. The evaluation criteria specified in this document would be used as a guiding tool to ascertain the strengths of the revised consortium.

4. MJP reserves the right to reject any proposal pursuant to a change in the composition of the bidding consortium without ascribing any reason whatsoever.
5. For a Bidding Consortium, the Proposal submitted by the Consortium should contain signed letters submitted by each of the Member Companies, stating that the entire proposal has been examined and each key element of the proposal is agreed to, as specified in Exhibit 2.
6. A corporate entity cannot propose to be Member of more than one consortium for submission of the Proposal for Pre-Qualification for the Project.



4. PROCEDURES TO BE FOLLOWED

4.1. SUBMISSION OF PROPOSALS FOR PRE-QUALIFICATION

The Proposals for Pre-Qualification, *one original and one copy*, organised in a manner as specified in Section 0 should be packed in a sealed envelope, with the following inscription:

Proposal for Pre-Qualification

“Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”.

Name of the Bidder: _____

**To,
Member Secretary
Maharashtra Jeevan Pradikaran
Express Towers
4th Floor
Nariman point
Mumbai 400 032**

The Bidder has the option of sending his *Proposal for Pre-Qualification* by registered post or submitting the proposal in person so as to reach the designated address **by 16.00 hrs on the last date as given in Section 2.7**. MJP shall not be responsible for any delay in receipt of the proposals. Any proposal received by MJP after the deadline for submission of the proposals stipulated by MJP, shall not be opened. Each page of the proposal should be initialled by the authorised signatory (as defined in Section 4.2), of the Bidding Company / Bidding Consortium.

4.2. INSTRUCTIONS TO BIDDERS

The following may please be noted:

1. The *Proposals for Pre-Qualification* that are incomplete in any respect or are not consistent with the requirements as specified in this *Request for Qualification*, do not contain the Covering Letter and Letters of Acceptance as per the specified formats, may be considered non-responsive and may be liable for rejection.
2. Strict adherence to formats, wherever specified, is required. Non-adherence to formats may be a ground for declaring the proposal non-responsive.



3. All communication and information should be provided in writing and in the English language only.
4. All the communication and information provided should be legible, and wherever the information is given in figures, the same should also be mentioned in words.
5. No change in, or supplementary information to, a proposal shall be accepted after its submission. However, MJP reserves the right to seek additional information from the Bidders, if found necessary, during the course of evaluation of the proposal. Non-submission, incomplete submission or delayed submission of such additional information or clarifications sought by MJP, may be a ground for rejecting the proposal.
6. The *Proposals for Pre-Qualification* shall be evaluated as per the eligibility criteria as specified in the Section 3.2 of this *Request for Qualification*. However, within the broad framework of the eligibility parameters as stated in this *Request for Qualification*, MJP reserves the right to make modifications to the stated eligibility criteria, which would be uniformly applied to all the Bidders.
7. The Bidder should designate one person (“*Contact Person*” and “*Authorised Signatory*”) to represent the Bidder in his dealings with MJP. This designated person should be authorised to perform all tasks including, but not limited to providing information, responding to enquiries, entering into contractual commitments on behalf of the Bidder, etc. Such authorisation is to be submitted in the form of a Power of Attorney from the Bidding Company/ Lead Developer.
8. If any claim made, or information provided, by the Bidder in the *Proposal for Pre-Qualification* or any information provided by the Bidder in response to any subsequent query of MJP, is found to be incorrect or is a material misrepresentation of facts, then the Proposal may be liable for rejection.
9. The Bidder shall be responsible for all the costs associated with the preparation of the proposal. MJP shall not be responsible in any way for such costs, regardless of the conduct or outcome of this process.
10. MJP reserves the right to reject any or all of the *Proposals for Pre-Qualification* without assigning any reason whatsoever.
11. Mere submission of information does not entitle the Bidder to meet an eligibility criterion. MJP reserves the right to vet and verify any or all information submitted by the Bidder.
12. MJP reserves the right to change, modify, add to or alter the bidding process including inclusion of additional evaluation criteria for shortlisting of Pre-Qualified Bidders at the RFP stage, based on detailed evaluation of capabilities. Any change in the bidding process during the prequalification stage will be intimated to all the parties who have submitted the proposal for prequalification and paid the processing fees. Any change in the bidding process after the prequalification will be intimated to all parties who have purchased the copy of the Request for Proposal from MJP.



4.3. VALIDITY OF TERMS OF THE PROPOSAL FOR PRE-QUALIFICATION

Each proposal for prequalification shall indicate that it is a firm and irrevocable, and shall remain valid and open for a period of not less than six months from the last date for submission of the *Proposal for Pre-Qualification*. Non-adherence to this requirement will be a ground for declaring the Proposal as non-responsive. In exceptional circumstances, MJP may solicit the Bidder's consent for extension of the period of validity. A Bidder accepting MJP's request for validity extension shall not be permitted to modify its proposal.

4.4. ENQUIRIES

Clarifications, if any, can be sought from:

**Executive Engineer,
Maharashtra Jeevan Pradikaran
Works Division No. 2
Barshi Road, Latur
Maharashtra State, India
Tel - 02382 223030**

4.5. FORMAT OF THE PROPOSAL FOR PRE-QUALIFICATION

The Proposals for Pre-Qualification shall be submitted to MJP in *one original and one copy*. The envelope containing the original shall be clearly marked "ORIGINAL" and the envelope containing the copy shall be marked "COPY". The 2 envelopes would be enclosed in a single sealed envelope, with the following inscription:

Proposal for Pre-Qualification

“Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”

Name of the Bidder: _____

The proposal shall be organised in the manner specified below:

1. Section 1:

- a) Covering Letter as per the format specified in (Exhibit 1)



2. Section 2:

- a) Description of the Bidding Company/ Bidding Consortium as per the format specified in (Exhibit 3)
- b) MoU between the Consortium Member, incorporating the principles as specified in Exhibit 4 (for Bidding consortium as Bidder)
- c) Power of Attorney from the Bidding Company / Lead Consortium Member to designate and authorise one person to represent the Bidder in his dealings with MJP.
- d) Letters of Acceptance, as per the format specified in Exhibit 2 from all the Member Companies.

3. Section 3:

- a) Information requirements as per the formats specified in Exhibit 6.
- b) Audited annual reports for the past three years for all the corporate entities that are desired to be considered for evaluation of the Proposal for Pre-Qualification
- c) Memorandum of Association/Article of Association filed before the registrar of Companies.
- d) Documents in support of experience of bidder.



5. EXHIBIT 1: FORMAT OF THE COVERING LETTER

(The Covering Letter is to be submitted by the Bidding Company or the Lead Developer of a Bidding Consortium, along with the Proposal for Pre-Qualification)

Date:

Place:

**Member Secretary
Maharashtra Jeevan Pradikaran
Express Towers
4th Floor
Nariman point
Mumbai 400 032**

Dear Sir,

Sub: “Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”

Please find enclosed one (1) original + one (1) copy of our *Proposal for Pre-Qualification* in respect of the of Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour., in response to the *Request for Qualification* (“RFQ”) document (document no.: _____) issued by the Maharashtra Jeevan Pradikaran (“MJP”) on _____, 2006.

We hereby confirm the following:

1. The *Proposal for Pre-Qualification* is being submitted by _____ (*name of the Bidding Company/Lead Bidder*) who is the Bidding Company / the Lead Consortium Member of the Bidding Consortium comprising _____ (*mention the names of corporate entities who are the Consortium Members*), in accordance with the conditions stipulated in the RFQ.
2. We have enclosed a demand draft no. _____ dated _____ amounting to Rs. ____ (Rupees _____) favouring _____ payable at _____ towards processing fees for the prequalification
3. We _____ (*name of the Bidding Company/Lead Consortium Member*), as the Bidding Company / the Lead Consortium Member, would be responsible for tying up the entire financing required for the Project.
4. We have examined in detail and have understood, and abide by, all the terms and conditions stipulated in the RFQ document issued by MJP and in any subsequent communication sent by MJP. Our *Proposal for Pre-Qualification* is consistent with all the requirements of submission as stated in the RFQ or in any of the subsequent communications from MJP.
5. (*Required only in case of a Bidding Consortium*) Our *Proposal for Pre-Qualification* includes Letters of Acceptance, consistent with the format as specified in the RFQ, from all the Consortium Member.
6. The information submitted in our *Proposal for Pre-Qualification* is complete, is strictly as per the requirements as stipulated in the RFQ, and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our *Proposal for Pre-Qualification*.
7. The Bidding Company / Bidding Consortium of which we are the Lead Developer/Lead Consortium Member, satisfies the legal requirements and meets all the eligibility criteria laid down in the RFQ.



-
8. A Power of Attorney from the Bidding Company/ Lead Consortium Member authorising the undersigned as the Authorised Signatory and Contact Person who is authorised to perform all tasks including, but not limited to providing information, responding to enquiries, entering into contractual commitments on behalf of the Bidder, etc., in respect of the Project is included as a part of the Proposal.
 9. We hereby confirm that the proposal for pre-qualification shall remain valid for a period of six (six) months (please ensure that the proposal is valid for a period of six months from the last date of submission as specified by MJP).
 10. We hereby accept that MJP reserves the right to accept and/ or reject any or all bids.

For and on behalf of :
Signature : (Authorised Signatory)
Name of the Person :
Designation :



6. EXHIBIT 2: FORMAT OF LETTER OF ACCEPTANCE

(The Letters of Acceptance are to be submitted by the Consortium Members of the Bidding Consortium)

Date:

Place:

**Member Secretary
Maharashtra Jeevan Pradikaran
Express Towers
4th Floor
Nariman point
Mumbai 400 032**

Dear Sir,

Sub: “Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”

This has reference to the *Proposal for Pre-Qualification* being submitted by _____ (*mention the Lead Developer of the Bidding Consortium*), as Lead Developer of the Bidding Consortium comprising _____ (*mention name(s) of the Member Companies*) in respect of **“Management contract for operation, maintenance and repairs of Latur Water Supply Scheme including billing and collection of water charges from the consumers, with water supply scheme from Dhanegaon dam, Nagzari weir, Sai weir with all pumping stations, electrical installations, WTPs, water reservoirs, connecting pipelines and distribution system including cost of all materials, energy and labour.”** (“Project”), in response to the *Request for Qualification* (“RFQ”) document (document no.: _____) issued by the Maharashtra Jeevan Pradikaran (“MJP”) on _____, 2006.

We hereby confirm the following:

1. We _____ (*name of the Consortium Member furnishing the Letter of Acceptance*), have examined in detail and have understood and satisfied ourselves regarding the contents mainly in respect of the following:
 - The RFQ document issued by MJP;
 - All subsequent communications between MJP and the Bidder, represented by _____ (*Mention name of the Lead Developer*);
 - The MoU signed between / among _____ (*names of the Member Companies*), as members of the Bidding Consortium; and
 - The *Proposal for Pre-Qualification* being submitted by _____ (*name of the Lead Developer/Lead Consortium Member*).



2. We have satisfied ourselves regarding our role as _____ (here give a brief description of the role) in the Project as specified in the *Proposal for Pre-Qualification*. If the _____ (name of the Bidding Consortium) is awarded the Project we shall perform our role as outlined in the *Proposal for Pre-Qualification* to the best of our abilities. We have examined the Proposal in detail, and abide by the commitments made in the same.

3. We authorise _____ (name of the Lead Developer/Lead Consortium Member), as the Lead Developer /Lead Consortium Member and authorise the same to perform all tasks including, but not limited to providing information, responding to enquiries, entering into contractual commitments on behalf of the consortium, etc., in respect of this Project.

4. We therefore request MJP to consider our strengths, our experience, and our track record as specified in the *Proposal for Pre-Qualification* pursuant to the conditions specified in the RFQ, for the purposes of evaluation of the *Proposal for Pre-Qualification*.

For and on behalf of :

Signature :

(Authorised signatory of the Consortium Member)

Name of the Person :

Designation :



7. EXHIBIT 3: DESCRIPTION OF THE BIDDING COMPANY / BIDDING CONSORTIUM

Name of the Bidding Company / Bidding Consortium	
Name of the Lead Bidder/Lead consortium Member	

In the event the Bidding Company (or) the Lead Bidder /LCM is not incorporated under the Companies Act, 1956, Please provide the details of the equivalent International law under which the Bidding Company (or) the Lead Developer is registered as a corporate entity.

S.No	Name of the Consortium Member	Role in the Bidding Consortium	Proposed Stake in the consortium

In the event the Consortium Member (s) are not incorporated under the Companies Act, 1956, please provide the details of the equivalent International law under which the Consortium Member (s) are registered as a corporate entity.

Bidding companies/Consortium are requested to provide the memorandum and Articles of Association filed before the Registrar of Companies for each member.



8. EXHIBIT 4: PRINCIPLES OF THE MEMORANDUM OF UNDERSTANDING TO BE EXECUTED BETWEEN THE MEMBER COMPANIES OF A CONSORTIUM

The principles based on which the Memorandum of Understanding (MoU) shall be executed between / among the Member Companies, are stated below:

1. The MoU should clearly specify the roles and responsibilities of each of the Consortium Members. It is expected that the individual members have role definitions not conflicting with that of the other members of the consortium. The operational responsibility should be assigned to only one of the Member Companies.
2. The MoU should clearly designate one of the Consortium Members as the Lead Consortium Member (LCM).
3. The LCM shall be responsible for tying up the complete financing required for the Project.
4. All Significant Consortium Members (SCM) of the Bidding Consortium shall be jointly and severally liable for the execution of the Project.
5. The LCM should be authorised to perform all tasks including, but not limited to providing information, responding to enquiries, entering into contractual commitments on behalf of the Bidders, etc. in respect of the Project
6. The MoU should be duly signed by each of the Consortium Members. .
7. The MoU should be executed on an appropriate stamp paper.
8. The MoU should be specific to the Project.
9. The MoU should be valid for a minimum of eighteen months from the last date for submission of the Proposal for Prequalification. The validity period of the MoU should be extendible on the original terms, if required by MJP.



9. EXHIBIT 5: CONSIDERATION FOR EVALUATION

9.1. ENTITY TO BE CONSIDERED FOR ELIGIBILITY CRITERIA FOR FINANCIAL CAPABILITY

Sr. No.	Name of the Company to be considered for evaluation of Financial Capability	
1	Bidding Company / Lead Consortium Member OR Promoter of Bidding Company / Lead Consortium Member <i>Please indicate whether Bidding Company / Lead Consortium Member OR Promoter of Bidding Company / Lead Consortium Member to be evaluated..</i>	
2	In case Promoter of the Bidding Company / Lead Consortium Member is to be evaluated:	
a.	<i>Name of the Promoter</i>	
b.	<i>% Equity stake, directly or indirectly, in the Bidding Company / Lead Consortium Member.</i>	
c.	<i>In case of an indirect holding, the chain of holding (indicating the equity stake and the intermediate holding company(ies) at each level) through which such indirect stake is established should be provided.</i>	

In the absence of any information regarding the Promoter, the financial strength of the Bidding Company / Lead Consortium Member Only would be evaluated

9.2. ENTITY TO BE CONSIDERED FOR ELIGIBILITY CRITERIA FOR TECHNICAL EXPERTISE

Sr. No.	Name of the entity to be considered for evaluation under Technical Experience Eligibility criteria	Name	Nature of technical experience (Please correlate it to the technical experience criteria)	Type of entity/ Incorporated under (Please specify the Law)
1	In case of Bidding Company, indicate name:			
	<i>OR</i>			
1	In case of Bidding Consortium, indicate name of Lead Consortium Member whose experience is to be evaluated:			
2	In case of Bidding Consortium indicate the name of the Significant Consortium Member with 26% equity stake whose experience is to be evaluated			
3	In case of Bidding Consortium indicate the name of the Consortium Member with 10% equity stake whose experience is to be evaluated			
4	In case of Bidding Consortium indicate the name of the Consortium Member with 10% equity stake whose experience is to be evaluated			



10. EXHIBIT 6: INFORMATION REQUIREMENTS FOR PRE-QUALIFICATION

10.1. FINANCIAL ELIGIBILITY

10.1.1. Assumption for Currency Conversion

For evaluation under the Financial Eligibility criteria, the exchange rate considered for foreign currencies would be taken as that prevailing on the last date of submission of the RFQ as per Section 2.7.

10.1.2. Annual Reports

Audited Annual Report for the last financial year, such annual report should not be more than 12 months old as on 31.03.2006.

10.1.3. Definitions

In the event that the accounting practices adopted by the entities (as presented in the Annual Reports) are at variance with the definitions of the sub-parameters detailed in the table below, the Bidders are requested to provide the necessary clarifications in line with these definitions.

Parameter	Definition	Information Details
Tangible Net Worth	Tangible Net Worth = (Equity Capital + Reserves and Surplus - Revaluation Reserve) - (Accumulated Losses + Intangible assets)	In the event that the accounting practices adopted in the Annual Accounts does not provide the break-up details as required by the definition, the same are to be furnished.
Net Cash Accruals	PAT+ Depreciation + Non Cash Expenses – Dividend (preference shares)	In the event that the accounting practices adopted in the Annual Accounts does not provide the break-up details as required by the definition, the same are to be furnished.

10.1.4. Calculation of Net worth

An indicative format for calculation of the net worth is given below:

Name of the Entity	Break-up of the items constituting tangible net worth	Amount	Remarks if any
Total			

10.1.5. Calculation Net Cash accruals

The format for calculation of the Net cash accruals is given below:



Name of the Entity	Break-up of the items constituting Net cash accruals	Amount	Remarks if any
Total			

10.2. TECHNICAL EXPERIENCE

Project Details – provide qualifying technical experience information for Bidder or in case of a consortium for each member of the consortium

Particulars	Details
<i>Name of the entity</i>	
<i>Name of the Project/Facility</i>	
<i>Location</i>	
<i>Description of the system</i>	
<i>Description of Technology _____</i>	
<i>Date and Year of commencement _____</i>	
<i>Date and Year of completion</i>	
<i>Details of the facility (special features)</i>	
<i>Description of the services provided</i>	
<i>Number of retail customers and nature of customers</i>	
<i>Brief description (writeup) of the scheme (or project)</i>	<i>(Attach separate note)</i>
<i>Reference with Tel No and E-Mail (if any) for verification of the details provided above.</i>	

Bidders are required to provide documentary evidence of their experience. In the absence of such proof, MJP reserves the right not to consider the information provided by the Bidders for evaluation.



11. ANNEXURE I

Registration criteria for MJP contractors

Type of works	General/ Civil works		Electrical and Mechanical
	Class I	Class I A	Class A
Criteria/ Registration class	Class I	Class I A	Class A
Amount upto which works can be taken	No limit	Rs. 2000 lakhs	No Limit
Minimum solvency required (Rs Lakhs)	250	200	15
Average annual turnover of last three years (Rs. Lakhs)	500	400	50
Estimated cost of work balance during the year (Rs in Lakhs)	750	600	100
Registration sanctioning authority	Member Secretary	Member Secretary	Member Secretary
Technical persons employed with contractor	2 Graduates 4 Diploma Holders 6 Tech. Assistants/ ITI (with 5 years experience)		BE (Electrical) DEE (Electrical) 2 supervisors having Govt Licence

