



# **MISHRA DHATU NIGAM LIMITED**

**A Government of India Enterprise**

**PO Kanchanbagh, Hyderabad – 500 058, Telangana, India.**

**Corporate Identity Number: U14292AP1973GOI1660**

**Phone: 040 – 24340153, 24340165, Fax: 040 – 24340764**

**Email ID: babu@midhani.com; Website: [www.midhani.com](http://www.midhani.com)**

**Invites**

**Expression of Interest For**

**Marketing of steel and steel related products in and around Hyderabad**

**Through Midhani**

<b>Start of EOI Documents:</b>	<b>19.08.2017 at 11:00 Hrs</b>
<b>End of Issue of EOI Documents:</b>	<b>18.09.2017 Up to 17:30 Hrs</b>
<b>Receipt of EOI on/before :</b>	<b>19.09.2017 by 10: 30 Hrs</b>
<b>Opening of EOI:</b>	<b>19.09.2017 at 11:00 Hrs</b>

**Note:**

- **Detailed Invitation for Expression of Interest is herewith attached**
- **All Bidders need to submit the required Documents as listed in Sealed Cover on or before 19.09.2017 by 10:30 Hrs**
- **Any Corrigendum to the EOI shall be published in MIDHANI website only**

## **INVITATION FOR EXPRESSION OF INTEREST**

### **1. OVERVIEW:**

Mishra Dhatu Nigam Limited (MIDHANI), a Defence Public Sector Undertaking, has been engaged in manufacturing and marketing of Alloys and Special Steels in various Mill Forms viz., Slugs, Forged/Hot Rolled Plates, Rings, bars, Cold Rolled/Cold drawn Sheets/bars, Investment Cast Products, Fasteners, Close Die Forgings and Near Net shape Forgings respectively. Midhani catering to the requirements of the most Critical and Predominant Sectors.

Currently MIDHANI is catering mainly to the Domestic requirements. MIDHANI has got wide experience in marketing most of the Critical Alloys apart from having proven Expertise in Marketing of various special Purpose Steels.

### **2. OBJECTIVE:**

There is Potential requirement in Hyderabad market for Special steel and steel related products. MIDHANI with its strong Marketing Team intends to market steel and steel related products on behalf of other interested organisation at mutually agreed terms.

### **3. ELIGIBILITY CRITERIA FOR APPLICANTS:**

The organisations intending to market their steel and steel related products in & around Hyderabad market need to fulfil the following Pre Qualification criteria:

- a) Should be a manufacturer of Steel products for the last 10 years as on 31-Mar-2017. Details to be provided for the above.
- b) Should have an average annual sales turnover of Rs 500 Crore per annum during the last three years
- c) shall have positive net worth during the last three years.
- d) The organisation should not have been Blacklisted/Debarred by any Government Organizations and must certify the same.

### **4. BIDDING PROCEDURE:**

The organisation qualifying the above Criterion shall submit the Bids containing duly signed and sealed Expression of Interest Copy thereby endorsing the Terms & conditions indicated. The documents in support of the Eligibility Conditions as mentioned above as per Para – 3 along with Integrity pact duly signed to be submitted.

- List of products/items manufactured/dealt
- Audited Balance sheets of Last three years
- Certificates of Registrations with various tax authorities

## **5. SUBMISSION OF BIDS:**

The two envelopes shall be submitted in separate Envelopes one clearly marked "Expression of Interest for Marketing of steel and steel related products in and around Hyderabad Through Midhani – "Eligibility Proposal" and the other clearly marked as "Support documents". The Two envelopes should be enclosed in large cover super scribed as "Expression of Interest for Marketing of steel and steel related products in and around Hyderabad Through Midhani".

Every Sheet and all forms complete in all respect shall be signed by the person duly authorized to sign on behalf of the Agency. Any/all the Corrections made in the Offer shall be duly authenticated by the signature of the Authorized Signatory.

## **6. LAST DATE FOR SUBMISSION OF EOI:**

The Due Date and time for Submission of the Expression of Interest is -----

## **7. EVALUATION PROCESS :**

All interested parties will be evaluated wrt para 3. All eligible party will be either selected or will be put up on panel based on mutual discussion in respect of financial proposals to be submitted later. Midhani will have right to go with any one or more bidders based on Midhani's assessment of mutually beneficial partnership.

Midhani also may discuss with the party for All India market for customers, not being served by company on the basis of mutually agreed terms and conditions with price variation formula.

## **8. MOA:**

Upon the final selection of the Applicant/Applicants, Memorandum of Agreement shall be signed between MIDHANI & the Applicant/Applicants.

## **9. WORKING MECHANISM**

Midhani and selected party will, make an MoU for one year where in mode of booking orders, procurement by Midhani and payment model will be detailed based on mutually agreed terms and conditions.

## 10. GENERAL TERMS & CONDITIONS:

- MIDHANI reserves the right to accept or reject any Application of Expression of Interest without assigning any reasons thereof.
- Final Selection of the suitable Applicant/Applicants will be at the sole discretion of MIDHANI and it shall be final
- The selected Applicant/Applicants shall comply with all Government Regulations/Guidelines & Statutory requirements in force at any period.
- Eligible bidders are advised to study all the referred Documents carefully before indicating Acceptance.
- The Applications will be summarily rejected if
  - i) It is not received in proper sealed cover with superscription mentioned as above.
  - ii) It is not in prescribed Form and not containing all required details/information/Documents.
  - iii) It is not properly signed
  - iv) It is received after the due date & time
  - v) Offer is received by Fax/Email

## 11. CLARIFICATION:

Clarification if any may be sought from [babu@midhani.com](mailto:babu@midhani.com) Stage wise evaluation process shall be posted on [www.midhani.com](http://www.midhani.com). Requests for updating the status on evaluation will not be entertained. Duly filled in EOI Application along with the relevant Document shall be sent to the following Address

Deputy General Manager(Marketing)  
Mishra Dhatu Nigam Limited  
Kanchanbagh (PO)  
Hyderabad – 500 058  
Telangana, INDIA

## 12. DISCLAIMER:

All the Submitted Documents will be the property of MIDHANI after submission. In case of any confidentiality, the Applicant shall clearly mark “CONFIDENTIAL” on all such Documents. MIDHANI is not bound contractually or in any other way to any Applicant for this particular Expression of Interest. MIDHANI is not liable for any Costs of compensation w.r.t the consideration of this Expression of Interest. The issue of this Document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of EOI process. The EOI invitation is not the Subject of any Agency Contract or any contractual obligations between MIDHANI and the Applicant. MIDHANI at its absolute sole discretion may prefer eliminate any part or whole of the process without giving prior notice to the Prospective Agencies.

**ANNEXURE I****APPLICATION FORM**  
(To be filled by the Applicant)

<b>SINo.</b>	<b>Description</b>	<b>Response from the Party</b>
1	Name of the Organisation	
2	Address of the organisation with website	
3	Details of contact person	(a) Name : (b) Email : (c) Tel : (d) Mob : (e) Fax :
4	Please enclose a brief about the history of your organisation, capabilities& facilities, collaborators, technical manpower, marketing distributors, financial standing etc. Attach literatures/documents to support your statements wherever necessary	
5	Which year this organisation established?	
6	How long you are in the business of metals and alloys	
7	Is your organisation registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely ,PAN, GST registration etc.,	
8	Please provide the net worth, sales turnover and PBT of your organisation for the last five years :	
9	List the products supplied. List the names of the customers and the numbers of the products supplied till date in Hyderabad region	
10	What are the Quality accreditations of your organisation? Attach the copy of such certificates.	
11	Please enclose the catalogue / technical literatures / brochure of your organisation.	
12	Is your organisation rated by any of the leading rating agencies (for ex. Dun and Bradstreet). If so mention the name of the rating agency and enclose the rating report by that organisation	
13	Nature of the organisation : PSU/ Listed organisation / Partnership Co. / Private Enterprise / Proprietorship Concern	
14	Will you be able to support to MIDHANI for after sales technical support for your products	
15	Will you provide exclusive market for MIDHANI to market your products in Hyderabad region ?	
16	Any other points, that you may wish to add, which would highlight your capabilities.	