

# **MISHRA DHATU NIGAM LIMITED**

A Govt of India Enterprise

P. O Kanchanbagh, Hyderabad – 500058, Telangana, India.

Corporate Identity Number : U14292AP1973GOI001660

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**Invites**

## **EXPRESSION OF INTEREST FOR IDENTIFYING SUITABLE PARTNER FOR JOINT WORKING ON SPECIAL ROLLED PRODUCTS**

Ref: MDN/PUR/EOI/JV/16-17 Dt. 31/01/17

Start of Issue of EOI Documents:	31/01/17 at 11.00 Hrs
End of Issue of EOI Documents up to:	20/02/17 up to 17.30 Hrs
Receipt of EOI on or before:	21/02/17 by 10.30 Hrs
Opening of EOI Date:	21/02/17 at 11.00 Hrs

**Note:**

- Detailed Invitation for Expression of Interest is attached herewith.
- All Bidders need to submit the Documents as listed in a Sealed Cover with Title as “EOI for Joint Working on Special Rolled Products, Due on 21/02/17” on or before 21/02/17 at 10.30 Hrs to :  
AGM (I/c Pur)  
MISHRA DHATU NIGAM LIMITED  
PO: KANCHANBAGH,  
HYDERABAD – 500 058.
- Any Corrigendum to the EOI shall be published in MIDHANI website only.

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## 1. **Introduction & Objective:**

Mishra Dhatu Nigam Limited (MIDHANI) is a Public Sector Enterprise under Ministry of Defence and is located in Hyderabad, Telangana, India. It has wide manufacturing facilities for manufacture of low alloy steels, high alloy steels, special steels, stainless steels, superalloys, titanium & titanium alloys in various forms and sizes. MIDHANI is catering to the requirements of various sectors for the above indigenously developed material. For more information, it can be looked on [www.midhani.com](http://www.midhani.com)

Now under Make in India Programme, MIDHANI desires to identify suitable partner for development and manufacture of the following special rolled products.

- a. Profile rolled products of special steels, like Bulb bars (used to stiffen the ship structure) and Track shoes (used in the track assembly of battle tanks, excavators, dumpers, JCBs etc.).
- b. Rolled Valve material of Special Steels & Superalloys for Automotive Sector.
- c. Flat rolled products of Special steels for power sector.
- d. Rolled products of High Strength Invar material for power transmission.

MIDHANI invites application from reputed parties through this EOI. Interested parties shall have either its own manufacturing facility or interested in establishing the manufacturing facilities (Rolling, heat treatment, straightening etc) on its own within 6 months. Interested parties can participate in the EOI for anyone or more of the above items.

## 2. **Scope of EOI:**

MIDHANI shall manufacture and supply the input material in the form of Ingot/Bloom/Billet as per the requirement of rolling manufacturer/selected partner. The manufacturer shall manufacture rolled products out of the material given by MIDHANI and send back to MIDHANI for testing & qualification.

## 3. **Roles and Responsibility of the parties:**

- (1) During development stage, expenditure incurred towards manufacture of the input material for rolling as well as testing and qualification shall be borne by Midhani. However, expenditure incurred towards manufacturing of the finish rolled products (rolling, heat treatment, straightening, machining etc.) shall be borne by the selected partner. Costing on the products (contribution) by both parties shall be made based on the data generated during development.
- (2) After successful development, MIDHANI and the selected partner shall enter into a MOU for a period of Five years with a condition that both parties shall quote together for these products in the market. Marketing of this product can be done by the selected partner. In case of order received by the selected partner, it shall place back to back order on Midhani for supply of ingot/bloom/billet on single tender basis during the period of above MOU is in force.

#### 4. Eligibility Criteria:

Only those organizations that meet the following criteria are eligible to participate.

S. No	Criteria	Documents for confirmation
01	Annual turnover of the Organization should be INR 500 Crores or above for the last three consecutive financial years (i.e. FY 2013-14, 2014-15, 2015-16 )	Certified copies of annual account statements to be submitted.
02	Should have positive net worth in each of the previous three financial years (FY 2013-14, 2014-15, 2015-16)	Certified copies of annual account statements to be submitted.
03	Should be <b>Registered Indian Company</b> and should have been established and operating as a rolling manufacturer since at least 5 years before the date of this advertisement	Certificate of Incorporation issued by the Registrars of Companies clearly stating the year of establishment.
04	Should have PAN, TAN and TIN numbers with Income tax.	Details of PAN,TAN & TIN to be submitted
05	Should not be a trading company.	Self-certified document to be submitted
06	Submission of solvency certificate for Rs. 50Cr issued not earlier than 6 months from the date of EOI	It should be issued by nationalized or scheduled bank from INDIA.

## 5. **APPLICATION FORM**

(To be filled by the Party and submitted along with EOI)

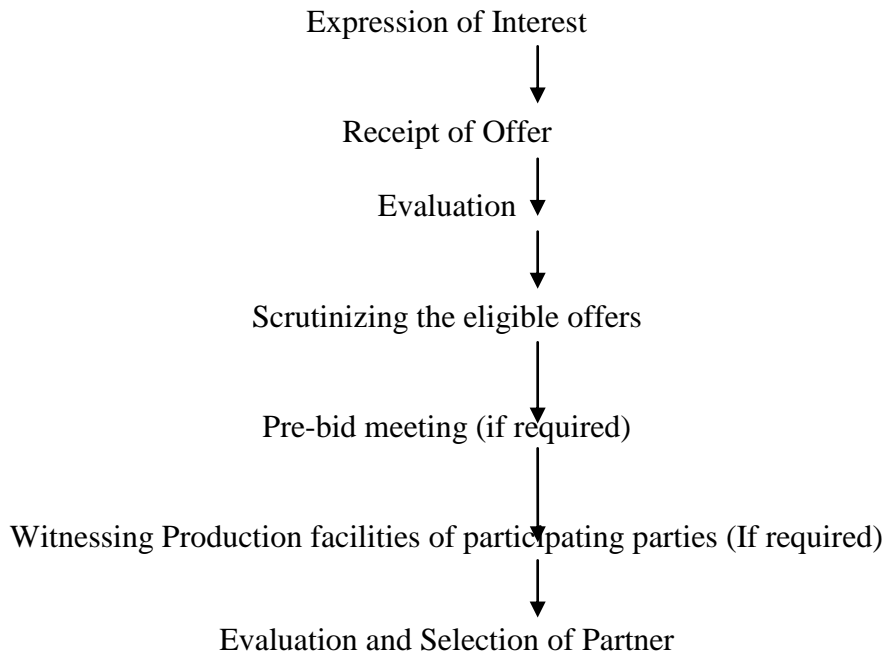
SL No	Description	Response from Party
1	Name of the firm	
2	Address of the firm with website	
3	Details of contact person (a) Name : (b) Email : (c) Tel : (d) Mob (e) Fax :	
4	Please enclose a brief about the history of your company, capabilities & facilities, collaborators, manpower, marketing distributors, financial standing etc. Attach literatures/documents to support your statements wherever necessary	
5	Please enclose the catalogue / technical literatures / brochure	
6	Is your company registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely VAT registration, Excise Registration, Service Tax, etc.,	
7	Nature of the company : PSU / Limited / Listed Company / Partnership Co. / Private Enterprise / Proprietorship Concern	
8	Please provide the sales turnover and PBT of your company for the last five years :	
9	Any other points, that you may wish to add	

## 6. **INSTRUCTIONS TO APPLICANTS**

The applicant should submit the following information / documents

- i) Application format duly filled in, signed and stamped, as per clause No: 5 of this EOI.
- ii) Expression of Interest documents in original / downloaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions with e-mail, phone and fax nos.
- iii) Following additional documents
  - o Company brochure
  - o Accreditation certificates
  - o Registration certificate with various tax authorities or Government Departments, etc.

## 7. PROCEDURE FOR SELECTING SUITABLE PARTNER



## 8. NON DISCLOSURE AGREEMENT

A Non Disclosure Agreement shall be signed with selected partners by MIDHANI.

## 9. GENERAL TERMS & CONDITIONS

- i) MIDHANI reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- ii) Final selection of suitable applicant from the EOIs received will be done by MIDHANI at its sole discretion and the decision of MIDHANI shall be final.
- iii) The selected applicant shall ensure compliance of all the Government regulations / conventions / policies / guidelines / orders etc. In force related to any or all of the above activities. Applicant shall undertake to abide by the statutory requirements of the Indian Government from time to time.
- iv) Eligible parties to study carefully all documents referred to herein before accepting the same.

## 10. LAST DATE / TIME FOR SUBMISSION OF EXPRESSION OF INTEREST

The due date and time for submission of the Expression of Interest is **10:30 Hrs of 21/02/2017.**

## 11. REQUEST FOR STATUS UPDATE ON EVALUATION PROCESS

MIDHANI will not accept or respond to Proponents requests for information on the status and progress of the EOI evaluation process. Additional information regarding the EOI process may be posted on MIDHANI website [www.midhani.com](http://www.midhani.com)

**12. OWNERSHIP OF EOI DOCUMENTS AND INFORMATION THERIN**

All Expression of Interest documents will become the property of MIDHANI upon submission. Where the applicant believes that information provided in response to this EOI is, or should be kept confidential, or disclosure of this information would unreasonable affect applicants business affairs, notice is to be given at the time of delivery of the information or document by clearly marking such information 'confidential'. In so far as is practicable MIDHANI will give effect to the applicant stated wishes, and requested for access to such information will be determined under the RTI Act.

**13. NO CONTRACTUAL OBLIGATION**

MIDHANI is not bound contractually or in any other way to any applicant to this Expression of Interest. MIDHANI is not liable for any costs of compensation in relation to the consideration of this Expression of Interest.

**14. DISCLAIMER**

The issue of this document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of an EOI process. The EOI request is not the subject of any process contract or any contractual obligations between MIDHANI and applicant. MIDHANI may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the prospective suppliers.