

Qualification Criteria for Jalgaon Urban Division Distribution Franchisee

Bid Specification No. DF-I/2009-10

Technical Qualification:-

The Bidding Company shall be evaluated as follows:

The Bidder Company has to qualify for (A) or (B) and (C) criteria as listed below.

A) Experience in handling consumer base

The Bidder Company must have a minimum of 2 (two) years of experience in serving at least 5 thousand consumers. A consumer is defined as any entity that acquires goods or services for direct use or ownership as well as for resale or use in production and manufacturing.

OR

B) Experience in employee handling

The Bidder Company should have a minimum 2 (two) years of experience in employing and managing a workforce of more than 50 (Fifty) employees. For this purpose, the employees should be engaged with the bidder company on a full time basis, whether on the rolls of the company, on contract basis or as advisors.

AND

C) Electrical Contractor License

The Bidders Company should have electrical contractor licence from the Competent Authority of GoM. In addition the bidding company should have minimum five competent employees with power distribution sector experience.

Financial Capability:-

This parameter evaluates the capability of the Bidder Company to manage finances required to run the operation and to make necessary investments to perform its obligation and commitment under DFA. In this regard, the Bidder shall be evaluated on the basis of consolidated financial statements as follows:

a) Net worth

Net worth as on March 31, 09 should be at least Rs 50 (Fifty) Lacs.

b) Cash Accruals

Average Cash Accruals, (defined as the sum of Profit after Tax plus depreciation) for F.Y 08-09, should be at least Rs. 10 (Ten) Lacs.

c) Turnover

Average annual turnover in the F.Y. 08-09 should be at least Rs. 100 (one hundred) Lacs.

The Bid must satisfy all the above mentioned criteria to be qualified for evaluation of Financial Proposal.

MSEDCL shall use its judgment as regards what constitutes relevant distribution sector experience and such decision shall be final and binding on all parties.