

भारतीय रेल

INDIAN RAILWAYS

PATIALA LOCOMOTIVE WORKS



VENDOR MEET-2024

TENDER CONDITIONS

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Introduction to PLW Patiala

- One of the 7 Production units of IR
- One of the 3 Locomotive Production units
- Manufacturer of Electric Locomotives
- Also manufacturing Diesel Electric Tower Cars
- Production, rehab and overhauling of Traction Motors
- 1986- Started as Diesel Component Works
- 2003- Renamed as Diesel Loco Modernization Works
- 2018- Started Producing Locomotives
- 2022- Patiala Locomotive Works

Major Products

WAG-9 Loco



WAP-7 Loco



Major Products

**Diesel Electric Tower Car
(DETC)**



Traction Motors



Tender Conditions



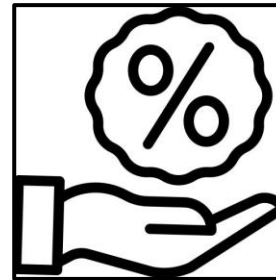
IRS Conditions of contract

- Conditions governing the contracts
 - ▣ Security deposit
 - ▣ Delivery Schedule management
 - ▣ Inspection: Charges and cost of testing
 - ▣ Packing
 - ▣ Handling of rejections
 - ▣ Warranty/guarantee
 - ▣ System of Payments
- **PLW Integrated Bid Document**
 - ▣ Available at <https://plw.indianrailways.gov.in/>

Bidding: Points to remember



Go through item description, drawing, specification, Set list, STR and other attached documents

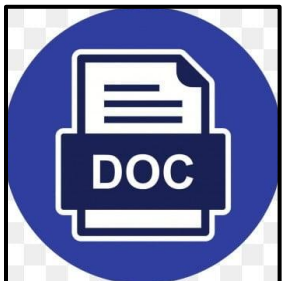


Financial offer or any deviation should be mentioned in relevant fields only.

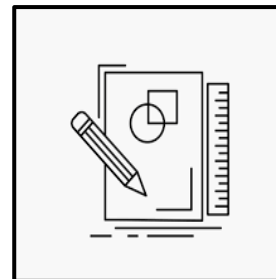
Read the tender conditions and clauses such as delivery schedule, inspection, warranty, packing etc



Avoid duplicity of documents/irrelevant documents



Supporting documents should be attached at relevant condition of the tender.



Clearly quote your approved drawings if any

Bidding: Points to remember



Brand/Make should be clearly mentioned.
Avoid mentioning "0" or "Nil"



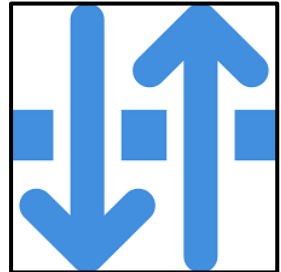
Local content declaration

Place of inspection should be as per approved work address for the subject item.



Inspection

Land Border Certificate, Reciprocity clause declaration



Valid Udyam Registration Certificate to be attached to claim MSE benefits.



Tender specific authorization for dealers/agents

Common deficiencies in bids

HSN code and GSTIN are not mentioned in offer.

Local Content Certificate is not attached or not in prescribed format :

- <10 Crs: Self declaration.
- >10 Crs: Auditor/Cost Accountant Certificate.
- Local Content Certificate should be tender specific and as per [Annexure 4.9](#) of IBD.
- Local Content Certificate can be verified at UDIN. In case of false declaration, firm can be debarred for upto 2 years.

Difference in percentage of local content declared by the firm in PLW/BLW/CLW tenders.

Common deficiencies in bids

Place of inspection or place at which local content added is not mentioned in the offer.

Land Border Sharing Certificate is not attached or not in prescribed format (as per [Annexure 4.11](#) of IBD).

Non submission of relevant documents like past performance, M&P list, ISO certificate, compliance to STR/specification etc.

Reason or document attached for claiming EMD exemption is not proper

EMD not submitted by dealer/agent

Responsiveness of bids

Validity of Offer/Bid: Cannot be less than tender requirement

Offered quantity:
Minimum 50% of tender quantity

EMD is must
(except the exempted vendors)

Payment terms:
No deviation is allowed

PVC: No deviation is allowed

Tender specific authorization is must for Agents/Dealers

Delivery terms (FOR): No deviation is permitted

No manual bids

Deviation from these terms shall make the offer liable to be summarily rejected

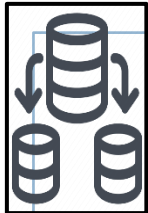
Other clauses



Delivery terms:
FOR Destination



Evaluation of offers:
Item wise, consignee
wise



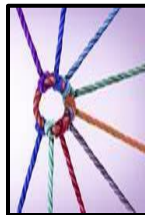
Splitting of quantity



Force Majeure Clause



ITC declaration



Declaration
regarding sister
concerns



Standard Warranty
period: 30 months



Statutory Variation
Clause

Policy for MSEs (1 of 2)

□ Classification of Micro, Small and Medium Enterprises

Type of Industry	Investment in M&P or Equipment does not exceed	Annual turnover does not exceed
Micro	1 Crores	5 Crores
Small	10 Crores	50 Crores
Medium	50 Crores	250 Crores

An enterprise registered with any other organization under the Ministry of MSME shall register itself under **UDYAM Registration**.

Policy for MSEs (2 of 2)

- Benefits under the Public Procurement Policy
 - ▣ W.e.f. 01.07.2020, **MSEs** with **UDYAM Registration** are eligible
 - ▣ Exemption from payment of EMD, purchase preference etc.
 - ▣ Margin of purchase preference is L1 + 15%
 - ▣ 25% qty is offered to MSEs falling within above margin

- Purchase preference to MSEs
 - ▣ A minimum 25% share out of the total annual procurement (**Not in the specific tender**), by Central Government Ministries /Departments/Public Sector Undertakings is to be made from MSEs.
 - ▣ Sub-target of 4% from MSEs owned by SC/ST entrepreneurs and 3% from MSEs owned by women entrepreneur.

Preference to Make in India (1 of 4)

- Policy of the Government of India
- To encourage 'Make in India'
- Promote manufacturing and production of goods and services in India
- Enhance income and employment
- Classification of suppliers according to local content in the product offered by them
- Certain Preferences to Local Suppliers

Preference to Make in India (2 of 4)

Definition of Local Content :

$$\frac{\text{Total value of the item (excluding taxes)} - \text{Value of imported content (including duties)}}{\text{Total value of the item (excluding taxes)}} \times 100\%$$

Type of certification required along with bid:

- Self certification required for procurement value from Rs.5 lakhs to Rs.10 Crores.
- Certificate from statutory/cost auditor or practicing cost/chartered accountant, if procurement value > Rs.10 Crores

Preference to Make in India (3 of 4)

Classification of suppliers

Type of supplier	Local Content
Class-I local supplier	$\geq 50\%$
Class-II local supplier	$20\% \leq \text{Local content} < 50\%$
Non-Local supplier	$< 20\%$

- **Ministry of Railways** may prescribe higher %age of minimum local content for Class-I/II local supplier.
- **Ministry of Railways** has published lists of items where sufficient local capacity exists. Such items are restricted to be procured from Class-I local suppliers only.
- Eligibility of only Class-I or Class-I/II local suppliers is always indicated in PLW tenders.
- **Tenders** having estimated value less than Rs.5 lakhs are exempted from Public Procurement (Preference to Make in India) Order.

Preference to Make in India (4 of 4)

	Non-Local supplier (Local Content < 20%)	Class-II local supplier (20% ≤ Local content < 50%)	Class-I local supplier (Local Content ≥ 50%)
Eligibility in tenders	Only Global Tenders. Not eligible for indigenous tenders.	All tenders where item is not reserved for procurement from Class-I suppliers only.	All tenders
Purchase preference (Margin of purchase preference is L1 + 20%)	No	No	Yes (Purchase preference for 50% qty over Class-II local supplier as well as Non local supplier in the tenders where those suppliers are also eligible to bid.)

PPP-MII order dt 19.07.24 (1 of 2)

Changes in the policy:

- ❑ Imported items sourced locally from resellers/distributors shall be excluded from calculation of local content.
- ❑ The license fees/royalties paid/ technical charges paid out of India shall be excluded from local content calculation.
- ❑ Procurement of spare parts, consumables for closed systems and Maintenance/ Service contracts with OEM shall be exempted from this Order.

PPP-MII order dt 19.07.24 (2 of 2)

Supply of *repackaged/refurbished/rebranded imported products* shall be treated as reselling of imported products and shall be excluded from calculation of local content.

- **'Refurbishing'** means repair or reconditioning of an imported product does not amount to manufacture because no new goods come into existence.
- **'Repackaging'** means repacking of imported goods from bulk pack to smaller packs would not ordinarily amount to manufacture of a new item.
- **'Rebranding'** means relabeling or renaming or change in symbol or logo/makes or corporate image of a company/organization/ firm for an imported product would amount to rebranding.

Other changes in tender conditions

- Security deposit to be valid till completion of warranty obligations
- A standard Force Majeure Clause is now part (para 2602) of the IRS Conditions of Contract
- Warranty Clause as per IRS Conditions: 30 months from date of delivery
- Third Party Inspection
- Stage inspection is part of PO, wherever applicable

Raising Bills on IREPS

- While uploading bills, most of the vendors are mentioning Type of Industry as MSE. Only those vendors as have been to mention themselves as MSE.
- Copies of invoices uploaded are either not digitally signed or original invoices are not signed by authorized signatory which result in back references.
- Aggregate Turn Over statement shall be uploaded with each invoice uploaded otherwise bills have to returned.
- Correct Invoice number, Date, GSTIN number may be ensured while uploading bill to avoid any mismatch between details on IREPS and GST portal.

Developmental Tenders

- ❑ Only new vendors are eligible. Past and approved vendors not allowed.
- ❑ Must submit the relevant documents to substantiate the capacity to develop and supply the tendered item
- ❑ Live/upcoming developmental tenders:

SN	PL No.	Item Description	UVAM Item ID	Product Loco/DETC
1.	29731021	HIGH VOLTAGE BUSHING	2100518	LOCO
2.	29611982	SET OF TERMINAL BLOCKS (WAGO TYPE) FOR KAVACH FITMENT ON ELECTRIC LOCOMOTIVE AS PER SET LIST NO. EL 29611982 REV-1, SPEC NO. CLW/ES/3/0644 ALT-F	2100171	LOCO
3.	31327485	NYLON-66 BRAKE GEAR BUSHES	2300201	DETC
4.	45978311	HYDRAULICALLY OPERATED LIFTING AND SWIVELLING PLATFORM FOR OVER HEAD EQUIPMENT INSPECTION CAR TO SPECN. NO. ICF/ELEC/OHE/001, REV-01, WITH CS-01 AND 03.	2300194	DETC

SN	PL No.	Item Description	UVAM Item ID
1.	29600406	HIGH VOLTAGE CABLE WITH PLUG	2100127
2.	29810139	ROOF LINE INSULATOR	2100164
3.	29810127	PANTO MOUNTING INSULATOR	2100418
4.	29615355	SET OF BASE FOR CABLE TIES	2100133
5.	29100203	SPHERIBLOC	3100225
6.	29710212	CIRCUIT BREAKER BATTERY & SB1 & SB2	2100412
7.	29720734	ADHESIVE GLASS CLOTH TAPE SIZE 0.14 X 19 MM (IN ROLL OF 30 M)	2100450
8.	29720746	ADHESIVE GLASS CLOTH TAPE SIZE 0.14 X 50 MM (IN ROLL OF 30 M)	2100450
9.	29170552	SAFETY FLOORING PVC PL NO: 29170552	2100226
10.	29721167	FIBRE GLASS INSULATION KIT	2100128
11.	29250780	SEALING RUBBER	2100224
12.	29162038	BALL VALVE G 3/4"	2100028
13.	29101074	BOGIE BODY CHAINS	2100242
14.	29750052	SURGE ARRESTOR	2100153
15.	29721246	PRIMER PAINT FOR TRACTION MOTOR TYPE 6FRA 6068 FOR ELECT LOCO	2100449
16.	29721003	TOP COATING PAINT, FOR TRACTION MOTOR TYPE 6FRA 6068 OF ELECT. LOCO .	2100449
17.	29721015	HARDNER FOR TOP COATING PAINT, FOR TRACTION MOTOR TYPE 6FRA 6068 OF ELECT. LOCO .	2100449
18.	29721258	THINNER FOR TOP COATING PAINT, FOR TRACTION MOTOR TYPE 6FRA 6068 OF ELECT. LOCO .	2100449
19.	25880068	PANTOGRAPH FOR PASSENGER LOCOMOTIVES	2100148

Developmental Tenders

21.	29618411	SET OF RATING PLATE	2100516
22.	29178198	SET OF NON METALLIC PLATE	2100188
23.	29100239	FIXING CABLES	2100401
24.	29941027	ZR CU PUNCHING TYPE RESISTANCE RING SCHEME-I	2100426
25.	29615112	SET OF DISCONNECTION HOTEL LOAD	2100169
26.	29230160	CORRUGATED FLEXIBLE DUCTING	2100221
27.	29170977	FIRE EXTINGUISHER SYSTEM	2100110
28.	29230020	SET OF NON-METALLIC PIPE	2100193
29.	29611581	SET OF OTHER HOSES	2100334
30.	29130050	SIDE BUFFER ASSEMBLY	3100251002
31.	29255030	RUBBER HOSE FOR SCAV. BLOWER	2100225
32.	29041041	HELICAL SPRING FOR 3-PHASE LOCOS	2100252

Items with limited sources

- ❑ A list of 50 items having limited sources for WAP7 & WAG9HC loco is displayed in public domain for vendor information for development.
- ❑ This list can be accessed through:
 - ❑ <https://plw.indianrailways.gov.in/> > [Vendor Information](#) > [Items with limited sources](#)

THANK YOU!