




SECTION 3: JOB DISTRIBUTION & QUALIFICATION CRITERIA
SUPPLY OF TRANSFORMERS FOR
ISTS/ InSTS CONNECTED RE PROJECTS AT VARIOUS LOCATIONS ACROSS INDIA

RFP NO.: TeCL/CC/TRANSFORMER/2025-26/11

Issued by
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SECTION 3 JOB DISTRIBUTION & QUALIFICATION CRITERIA

Job Distribution Criteria


Scenario 1: Group A (Power transformer)

For illustration purposes, consider a tendered quantity of 12 Nos. of Power Transformers. Allocation is carried out in accordance with the LOT split ratio of 60:40, with purchase preference extended to eligible MSE bidders.


Assume that there were 7 bidders whose price bids were opened. In the e-Reverse Auction (e-RA), H1 bidder is rejected (irrespective of being a MSE or non-MSE party) and e-RA happens amongst 6 bidders. Assume that the L1 bid after reverse auction is ₹ 50 Cr. Accordingly, MSE bidders quoted within 15% of the L1 price (i.e., up to ₹ 57.50 Cr) are eligible for purchase preference, subject to matching the L1 price. The final quantity allocation shall also be subject to the bidder meeting the applicable PQC requirements.

Example:

SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	Status of bidder	Quote within L1 + 15%	L1 Price Matching status under MSE purchase preference	Job allocated in %	Remarks
1.	Bidder B1	50.0	L1	Non MSE	NA	Not applicable	60	MSE purchase preference is given to Bidder B5. Hence, approx. 60% of job value shall be awarded to the L1 bidder (Bidder B1).

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SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	Status of bidder	Quote within L1 + 15%	L1 Price Matching status under MSE purchase preference	Job allocated in %	Remarks
2.	Bidder B2	55.0	L2	Non MSE	Yes	Not eligible for MSE preference	Nil	-
3.	Bidder B3	56.0	L3	MSE	Yes	Eligible for MSE preference but didn't agree to match the L1 price	Nil	-
4.	Bidder B4	56.5	L4	Non MSE	Yes	Not eligible for MSE preference	Nil	-
5.	Bidder B5	57.5	L5	MSE	Yes	Eligible for MSE preference and agreed to match the L1 price	40	Approx. 40% of Job value shall be awarded to B5.

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SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	Status of bidder	Quote within L1 + 15%	L1 Price Matching status under MSE purchase preference	Job allocated in %	Remarks
6.	Bidder B6	58.0	L6	MSE	No	Not eligible for MSE preference	Nil	-


Note: In case eligible MSE bidder(s) are not willing to match the L1 price, or no MSE bidder participates, the following provisions shall apply:

- i) Non-MSE bidder(s) within L1 + 15% range shall be offered the option to match the L1 price. If any such eligible Non-MSE bidder agrees to match the L1 price, 40% of the tendered quantity shall be awarded to that bidder.
- ii) In case, no bidder agrees to match the L1 rate, the L1 bidder shall be awarded 70% of the tendered quantity, subject to meeting the PQC requirement for 70%. If the L1 bidder does not meet the PQC requirement for 70%, the order shall be restricted to 60%. Additional quantity allocation, if any beyond the highest LOT size (60% in this case) shall be done in multiples of 10% only.
- iii) The Owner reserves the right to place orders in the above-mentioned ratios or for a higher ratio, within the overall tendered quantity, in cases no bidder matches the L1 price.

Scenario 2: Group B (Auxiliary transformer)


For illustration purposes, consider a tendered quantity of 110 Nos. of Transformers. Allocation is carried out in accordance with the LOT split ratio of 50:30:20, with purchase preference extended to eligible MSE bidders.

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Assume that there were 7 bidders whose price bids were opened. In the e-Reverse Auction (e-RA), H1 bidder is rejected (irrespective of being a MSE or non-MSE party) and e-RA happens amongst 6 bidders. Assume that the L1 bid after reverse auction is ₹ 10.00 Cr. Accordingly, MSE bidders quoting within 15% of the L1 price (i.e., up to ₹ 11.50 Cr) are eligible for MSE purchase preference, subject to matching the L1 price and the final quantity allocation is subject to meeting the applicable PQC requirements.


SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	MSE/Non MSE	Quote within L1 + 15%	L1 Price Matching status under Purchase Preference	Job allocated in %	Remarks
1.	Bidder B1	10.0	L1	MSE	NA	Not applicable	50	Approx. 50% of Job value shall be awarded to B1
2.	Bidder B2	10.5	L2	Non MSE	Yes	Eligible for price matching since L1 bidder itself is MSE. Agreed to match the L1 price*	30	Approx. 30% of Job value shall be awarded to B2.
3.	Bidder B3	10.8	L3	MSE	Yes	Did not agree to match the L1 price	Nil	-

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SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	MSE/Non MSE	Quote within L1 + 15%	L1 Price Matching status under Purchase Preference	Job allocated in %	Remarks
4.	Bidder B4	11.0	L4	Non MSE	Yes	Eligible for price matching since L1 bidder itself is MSE. Did not agree to match the L1 price	Nil	-
5.	Bidder B5	11.2	L5	Non MSE	Yes	Agreed to match the L1 price	20	Approx. 20% of Job value shall be awarded to B5.
6.	Bidder B6	11.6	L6	MSE	No	Not eligible for MSE preference	Nil	-

** L1 bidder (B1) itself is an MSE party and has been allocated 50% of the quantity as per the tender. Since required value as per MSE policy is fulfilled by L1 bidder itself, option to match L1 price is provided to all bidders (i.e., MSE + non MSE) who are within the price band of L1 + 15%. The balance quantity shall be awarded to bidders (i.e., MSE + non-MSE) matching the L1 Price and based on the ranking in the order of least price premium over L1 rate.*

If L1 price is not matched by any bidder or lower number of bidders from the original LOT definition (i.e., 3 nos for 50:30:20):

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Case I: If no bidder agrees to match the L1 price, the L1 bidder shall be awarded 60% of the tendered quantity, subject to meeting the PQC requirement for 60%, and the balance quantity shall be re-tendered. If the L1 bidder does not meet the PQC requirement for 60%, the order shall be restricted to 50%, and the balance quantity shall be re-tendered.

Case II: If only one bidder (i.e., within 15% of L1 price) agrees to match the L1 price, orders shall be placed on the two bidders in the ratio of 60:40, subject to L1 bidder meeting the PQC requirement of 60%. If the L1 bidder do not meet the 60% PQC requirement, orders shall be placed for 50% and 30% of the tendered quantity respectively, and the balance quantity shall be re-tendered.

For both cases, additional quantity allocation, if any beyond the highest LOT size (50% in this case) shall be done in multiples of 10% only.

Note: The Owner reserves the right to place orders in the above-mentioned ratios or for a higher ratio, within the overall tendered quantity, in cases no bidder matches the L1 price.


Scenario 3: Group C (Solar Inverter duty transformer)

For illustration purposes, consider a tendered quantity of 100 Nos. of Transformers. Allocation is carried out in accordance with the LOT split ratio of 50:30:20, with purchase preference extended to eligible MSE bidders.

Assume that there were 7 bidders whose price bids were opened. In the e-Reverse Auction (e-RA), H1 bidder is rejected (irrespective of being a MSE or non-MSE party) and e-RA happens amongst 6 bidders. Assume that the L1 bid after reverse auction is ₹ 20.00 Cr. Accordingly, MSE bidders quoting within 15% of the L1 price (i.e., up to ₹ 23.0 Cr) are eligible for MSE purchase preference, subject to matching the L1 price and the final quantity allocation is subject to meeting the applicable PQC requirements.

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SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	MSE/Non MSE	Quote within L1 + 15%	L1 Price Matching status under Purchase Preference	Job allocated in %	Remarks
1.	Bidder B1	20.0	L1	Non MSE	NA	Not applicable	50	Approx. 50% of Job value shall be awarded to B1.
2.	Bidder B2	20.5	L2	MSE	Yes	Did not agree to match the L1 price	Nil	-
3.	Bidder B3	21.0	L3	Non MSE	Yes	Eligible for price matching since all MSE bidders did not agree to match L1 price. Agreed to match the L1 price*	30	Approx. 30% of Job value shall be awarded to B3.
4.	Bidder B4	22.0	L4	MSE	Yes	Did not agree to match the L1 price	Nil	-


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SN	Techno commercially qualified Bidder	Financial Bid after Reverse Auction (₹ Cr)	Ranking	MSE/Non MSE	Quote within L1 + 15%	L1 Price Matching status under Purchase Preference	Job allocated in %	Remarks
5.	Bidder B5	23.0	L5	Non MSE	Yes	Eligible for price matching since all MSE bidders did not agree to match L1 price. Agreed to match the L1 price*	20	Approx. 20% of Job value shall be awarded to B5.
6.	Bidder B6	23.5	L6	Non MSE	No	Not eligible for MSE preference	Nil	-

** L1 bidder (B1) is a Non MSE party, hence purchase preference was initially extended to MSE (B2 & B4) party who are within the price band of L1+15%. However, both MSE bidders declined to match the L1 price and hence the option was extended to non-MSE bidders (B3 and B5) who are within the price band of L1+15%. The balance quantity shall be awarded to non-MSE bidders matching the L1 Price and based on the ranking in the order of least price premium over L1 rate.*

If L1 price is not matched by any bidder or lower number of bidders from the original LOT definition (i.e., 3 nos for 50:30:20):


Case I: If no bidder agrees to match the L1 price, the L1 bidder shall be awarded 60% of the tendered quantity, subject to meeting the PQC requirement for 60%, and the balance quantity shall be re-tendered. If the L1 bidder does not meet the PQC requirement for 60%, the order shall be restricted to 50%, and the balance quantity shall be re-tendered.

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Case II: If only one bidder (i.e., within 15% of L1 price) agrees to match the L1 price, orders shall be placed on the two bidders in the ratio of 60:40, subject to L1 bidder meeting the PQC requirement of 60%. If the L1 bidder do not meet the 60% PQC requirement, orders shall be placed for 50% and 30% of the tendered quantity respectively, and the balance quantity shall be re-tendered.

For both cases, additional quantity allocation if any beyond the highest LOT size (50% in this case) shall be done in multiples of 10% only.

Note: The Owner reserves the right to place orders in the above-mentioned ratios or for a higher ratio, within the overall tendered quantity, in cases no bidder matches the L1 price.


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Methodology for assessment of Qualification Criteria

For example, if Bidder P1 desires to participate in the tender, the requirements of Technical Criteria shall be as per Clause 9.1 of NIT, and the Commercial Criteria shall be as per Clause 9.2 of NIT.


For illustration purpose, minimum requirement of Annual Turnover and Similar Work value for various group (s) are as follows:

Description	Group A	Group B	Group C	Group A & B	Group B & C	Group A & C	Group A, B & C
	(A)	(B)	(C)	(A + B)	(B + C)	(A + C)	(A + B + C)
Annual Turnover (₹ Cr)	44.95	0.64	26.19	45.60	26.84	71.15	71.79
Single Work order value (₹ Cr)	74.92	1.07	43.66	76.00	44.73	118.58	119.65
Two Work order value (₹ Cr)	59.94	0.86	34.93	60.80	35.78	94.86	95.72
Three Work order value (₹ Cr)	44.95	0.64	26.19	45.60	26.84	71.15	71.79


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Illustrative assessment for Bidder Qualification Criteria:


SN	Bidders	PQC - Technical (Details submitted by Bidders)				PQC - Commercial (Details submitted by Bidders)				Qualified Group (s) (refer note below for job allocation)	Remarks
		Satisfies Clause 9.1 (i) of NIT	Satisfies Clause 9.1 (ii) of NIT			Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Value of Similar Work order 1 (in ₹ Cr)	Value of Similar Work order 2 (in ₹ Cr)	Value of Similar work order 3 (in ₹ Cr)		
			Power transformer (Group A)	Auxiliary transformer (Group B)	Solar Inverter Duty Transformer (Group C)						
1.	Bidder P1	Yes	Yes	Yes	Yes	30	40	30	20	Only B	Bidder technically qualifies for all three groups, but commercially qualifies only for Group B. Hence, bidder's price bid for only Group B shall be opened.
2.	Bidder P2	Yes	Yes	No	Yes	45	45	47	50	A or C individually	Bidder technically qualifies for Group A & C but commercially qualifies for Group A or B or C or B & C (i.e., B + C). The bidder

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SN	Bidders	PQC - Technical (Details submitted by Bidders)				PQC - Commercial (Details submitted by Bidders)				Qualified Group (s) <i>(refer note below for job allocation)</i>	Remarks
		Satisfies Clause 9.1 (i) of NIT	Satisfies Clause 9.1 (ii) of NIT			Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Value of Similar Work order 1 (in ₹ Cr)	Value of Similar Work order 2 (in ₹ Cr)	Value of Similar work order 3 (in ₹ Cr)		
			Power transfor mer (Group A)	Auxiliary transform er (Group B)	Solar Inverter Duty Transformer (Group C)						
											qualifies individually for group A, C. Hence, bidder's price bid for only for Group A & Group C shall be opened.
3.	Bidder p3	No	Yes	Yes	Yes	50	50	52	55	Nil	Bidder not qualified since technical criteria itself is not met. Therefore, commercial criteria is not evaluated. Bidder's price bids for any group shall not be opened.

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SN	Bidders	PQC - Technical (Details submitted by Bidders)				PQC - Commercial (Details submitted by Bidders)				Qualified Group (s) (refer note below for job allocation)	Remarks
		Satisfies Clause 9.1 (i) of NIT	Satisfies Clause 9.1 (ii) of NIT			Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Value of Similar Work order 1 (in ₹ Cr)	Value of Similar Work order 2 (in ₹ Cr)	Value of Similar work order 3 (in ₹ Cr)		
			Power transfor mer (Group A)	Auxiliary transform er (Group B)	Solar Inverter Duty Transformer (Group C)						
4.	Bidder P4	Yes	Yes	Yes	Yes	45	70	60	50	A or B or C individual ly or B&C (i.e., B + C) Combined ly	Bidder technically qualifies for all three groups but commercially qualifies for Group A or B or C or B & C (i.e., B + C). Hence, bidder's price bid for all Groups shall be opened.
5.	Bidder P5	Yes	Yes	Yes	Yes	72.5	75	72	73	All possible groups	Bidder technically & commercially qualifies for all three groups in all possible combinations. Hence,

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SN	Bidders	PQC - Technical (Details submitted by Bidders)				PQC - Commercial (Details submitted by Bidders)				Qualified Group (s) (refer note below for job allocation)	Remarks
		Satisfies Clause 9.1 (i) of NIT	Satisfies Clause 9.1 (ii) of NIT			Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Value of Similar Work order 1 (in ₹ Cr)	Value of Similar Work order 2 (in ₹ Cr)	Value of Similar work order 3 (in ₹ Cr)		
			Power transformer (Group A)	Auxiliary transformer (Group B)	Solar Inverter Duty Transformer (Group C)						
											bidder's price bid for all Groups shall be opened.
6.	Bidder P6	Yes	No	Yes	No	5	0.63	0.66	0.64	Nil	Bidder technically qualifies for all three groups but did not qualify commercially in any group. Bidder's price bids for any group shall not be opened.

Note:

- In case a bidder qualifies for one individual Group, job allocation shall be carried out in accordance with the job distribution criteria mentioned in this tender.

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- ii. In case a bidder qualifies for multiple Groups and also emerges as L1 or becomes L1 after price matching or Deemed L1 in the combination possible from such multiple groups, job allocation shall be carried out in accordance with the job distribution criteria mentioned in this tender in the following order of precedence

- a. Groups A, B & C (i.e., A + B + C),
- b. Groups A & C (i.e., A + C),
- c. Groups A & B (i.e., A + B),
- d. Group A,
- e. Groups B & C (i.e., B + C),
- f. Group C,
- g. Group B.

i.e., Accordingly, if a bidder qualifies individually for Group A, Group B and Group C, and also qualifies for the combinations of Groups A & B (i.e., A + B), Groups B & C (i.e., B + C), and Groups A & C (i.e., A + C), but does not qualify for the combined package of Groups A, B & C, such bidder shall be awarded the work for Groups A & C (i.e., A + C), as per the above order of precedence.