

**DELHI METRO RAIL CORPORATION LIMITED**

**DESIGN, MANUFACTURE, SUPPLY, TESTING, COMMISSIONING AND  
TRAINING OF 75 No. STANDARD GAUGE CARS  
FOR KOCHI METRO RAIL PROJECT**

**TENDER 'RS12'**

**INITIAL FILTER EVALUATION CRITERIA**

## TABLE OF CONTENTS

Description	Page
<b>(A) FILTER OF APPLICANTS – CHECKLIST .....</b>	<b>3</b>
<b>(B) ASSESSMENT TOPICS.....</b>	<b>6</b>
<b>(C) SUMMARY OF EVALUATION CRITERIA .....</b>	<b>8</b>

**(A) FILTER OF APPLICANTS – CHECKLIST**

Name of Applicant: .....

S.No.	Criteria	Yes	No
1	Has the Applicant abandoned any work in the last ten(10) years?		
2	Deleted.		
3	Has the Applicant delayed any work in the last ten(10) years by more than 75% of the original period of completion due to his default?		
4	Has the Applicant delayed by more than 50% of original period of completion in more than 20% of the number of works in the last ten(10) years due to his default?		
5	Has the Applicant suffered bankruptcy / insolvency in the last ten(10) years?		
6	Has the Applicant been debarred by Government of India/any State Government in India/Central or State Government undertaking as on the due date of submission of bid? (Bidder to furnish a specific undertaking to this effect)		
7	Deleted.		
8	Has any misleading information been given in this application?		
9	Is the Applicant financially sound to perform the work as per criteria T <sub>1</sub> and T <sub>2</sub> ?		
9 <sub>A</sub>	Is the Net Worth of the applicant (to be obtained from Balance Sheets/ Annexure 5 of Initial Filter Questionnaire) in the last financial year positive?		
10	Has the applicant certified that no agent / middleman has been or will be engaged or any agency commission been or will be paid?		
11	Has the Applicant submitted duly filled verification statement no. - 29		
12	<p><u>Delivery Record</u></p> <p>Has the Bidder/Consortium/Joint Venture or its members, individually or jointly as a member of other Consortia/Joint Venture have experience of and carried out Vehicle Design, Interface (with other designated Contractors such as signaling, Track, Traction etc.), Assembly &amp; Supply, Testing and Commissioning of minimum of total 100 metro (i.e. MRT,LRT,Sub-urban Railways or high speed railways) cars (out of which minimum 50 cars shall be of either Stainless Steel or Aluminium) :</p> <p><b><u>EITHER</u></b> outside the country of origin in at least five(5) different contracts in MRT,LRT,Sub-urban Railways or high speed railways of at least three(3) different countries</p> <p><b><u>OR</u></b> in India</p> <p>in the last ten(10) years.</p>		
12.1	<p><u>Operation performance</u></p> <p>Out of 100 or more cars commissioned in accordance with 'S.No. 12' above, have minimum of total 50 metro ( i.e. MRT,LRT,Sub-urban Railways or high</p>		

	<p>speed railways) cars completed satisfactory revenue operation:</p> <p><b><u>EITHER</u></b> outside the country of origin in at least three(3) different contracts in MRT,LRT,Sub-urban Railways or high speed railways of at least three(3) different countries</p> <p><b><u>OR</u></b> in India</p> <p>for more than five(5) years.</p>		
13	<p><u>Propulsion system</u></p> <p>Does any Member of the Consortium/Joint Venture individually or its Parent company or its group companies have cumulative experience of minimum ten(10) years in the Design and Manufacturing of Propulsion Equipments (Traction Converter Inverter, Auxiliary Converter Inverter and Traction Motor) for Metro rolling stock AND do the propulsion Equipments supplied have been in satisfactory revenue operation for at least five (5) years in minimum aggregate 500 cars comprising of both powered and non-powered cars, supplied against minimum five(5) different contracts in the Metros (i.e. MRT,LRT,Sub-urban Railways or high speed railways) of minimum two(2) different countries outside the country of origin.</p> <p><b>OR</b></p> <p>Does the Manufacturer of the Propulsion Equipments (Traction Converter Inverter, Auxiliary Converter-Inverter and Traction Motor) proposed by the tenderer as a sub-contractor for supply of the Propulsion Equipments against this tender, has minimum ten(10) years experience in the field of Design and Manufacturing of the Propulsion Equipments AND do the Propulsion Equipments Designed, Manufactured and Supplied by the said manufacturer have been in satisfactory revenue operation for at least five(5) years in minimum aggregate 500 cars comprising of both powered and non-powered cars, supplied against minimum five(5) different contracts in the Metros (i.e.MRT,LRT,Sub-urban Railways and high speed railways) of minimum two(2) different countries outside his country of origin.</p>		
14	<p>In case of a Joint Venture/Consortium, has the proposed leader of the Joint Venture/Consortium for this project been a leader of any of the Joint Venture/Consortium in at least one Rolling Stock contracts awarded against ICB in the last ten(10) years.</p>		

- Note:** 1. 'Ten (10) years'/'Last ten(10) years' means the period of last ten(10) years counted from the last date of the month of issue of NIT for this tender. 'Five (5) years'/'Last five years' means the period of last five(5) years counted from the last date of the month of issue of NIT for this tender. eg: Say, if NIT is issued on 23.07.13, then 'Last date of month of issue of NIT' will be 31.07.13 and last ten(10) years would mean from 01.08.03 to 31.07.13 and last five(5) years would mean from 01.08.08 to 31.07.13.
2. A "YES" answer to any question 1, 3, 4, 5, 6 or 8 will disqualify the Applicant.
3. A "NO" answer to any question 9, 9A, 10, 11, 12, 12.1, 13 or 14 will disqualify the Applicant.

4. In the case of a Joint Venture/Consortium/ each Individual member must qualify individually in the 'Filter of Applicants – Check List', except for Criteria at serial number 9, 9<sub>A</sub>, 12 and 12.1. The criteria at Serial Number 13 applies only to the manufacturer of the Propulsion Equipments, who can be either a member of the Consortium/JV or a sub-contractor.
5. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S. No. 9 shall be detailed in '(B) ASSESSMENT TOPICS'
6. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S. No. 9<sub>A</sub>, will be done in totality (algebraic aggregate of the evaluation of each member) and not as individual member.
7. In the case of a Joint Venture/Consortium, the evaluation for the criteria at S.No. 12 and 12.1 will be done in totality (algebraic aggregate of the evaluation of each member) and not as individual member. The member of the Joint Venture/Consortium who meets  $\geq$  50% of the specified criteria noted in S.No. 12 & 12.1 of '(A) FILTER OF APPLICANTS-CHECKLIST' of initial Filter Evaluation Criteria' shall have percentage participation of 15% or more in the Joint Venture/Consortium.
8. With reference to 'Note 1' above, please refer to ITT Clause A1.9

SIGNATURE OF TENDERER

## (B) ASSESMENT TOPICS

The assessment shall be done on Pass/Fail basis based on the minimum requirement given against each of the following topics. Failing any of the criteria given below will result in disqualification of the applicant.

### T<sub>1</sub> Liquidity :

It is necessary that the firm can withstand the Cash Flow that the contract will require until payment received from Employer. Liquidity therefore becomes an important consideration.

This can be seen from the balance sheets and/or from the banking reference. Net current assets {(Current assets + loans & advances) – (current liabilities + provision)} or documents including banking reference, should show that the applicant has access to or has available liquid assets, lines of credit and other financial means to meet cash flow of Rs. 350 million for this contract, net of applicant's commitments for other Contracts. Banking reference should contain in clear terms the amount that bank will be in a position to lend for this work to the applicant/member of the Joint Venture/Consortium. In case the Net Current Assets (as seen from the Balance Sheets) are negative, only the Banking references will be considered. Otherwise the aggregate of the Net Current Assets and submitted Banking references will be considered for working out the Liquidity.

Liquidity of INR350 million available	:	<b>Pass</b>
Liquidity of INR350 million not available	:	<b>Fail</b>

In case of a Joint Venture/Consortium, the above evaluation will be done in totality after applying pro-rata percentage participation of each member and not as individual member. For e.g., if there are three members in a Joint Venture/Consortium with pro-rata percentage participation of 'A%', 'B%' and 'C%' and the calculated liquidity of the respective members are 'X', 'Y' and 'Z', then the evaluation for the above criteria will be based on the pro-rata percentage applied algebraic aggregate i.e. 'AX+BY+CZ'.

However, in case the applicant is a Joint Venture/Consortium and if Banking Reference is issued by the Bank in favour of the Joint Venture/Consortium for this Contract, then it will be considered for the amount stated in the banking reference without applying pro-rata % participation of each member.

### T<sub>2</sub> Profitability :

The minimum requirements to '**Pass**' this criteria is that the standalone/independent Balance sheets should indicate that the Profitability (Earnings or Profit before tax but after interest) shall be positive in at least 2 financial years out of last five financial years.

The financial year as applicable in the country of origin of the bidders would be considered. The 'last financial year' will be the latest financial year that ended before the date of issue of NIT for this tender.

In case of a Joint Venture/Consortium, the evaluation against the above eligibility criteria will be done in totality (i.e algebraic aggregate of evaluation of each member) and not as individual member.

**T<sub>3</sub> Management team organization and Project Leader:**

This will be based upon the Qualification and experience of Management Team and Project Leader (Project Leader and Management team has been defined in the 'Pro-forma Section 4 of the Initial Filter Questionnaire').

The minimum requirements to '**Pass**' this criteria is that the proposed Project Leader should have total experience of minimum 15 years and should have been the Project Head in at least one Project in the last 10 years. Other members of Management team should have minimum 10 years experience with 5 years in similar projects and should have worked in at least one project in the proposed position.

**T<sub>4</sub> Average Annual Turn Over**

The minimum requirements to '**Pass**' this criteria is that the Average Annual Turn Over for the last five financial years for Rolling Stock manufacture only (in terms of rupee equivalent adjusted to last date of the financial year that ended before the date of issue of NIT for this tender by assuming 5% escalation for Indian Rupee and 2% for foreign currency per year) shall not be less than INR1950 million.

The financial year as applicable in the country of origin of the bidders would be considered. The 'last financial year' will be the latest financial year that ended before the date of issue of NIT for this tender.

In case of a Joint Venture/Consortium, the above evaluation will be done in totality after applying pro-rata percentage participation of each member and not as individual member. For e.g., if there are three members in a Joint Venture/Consortium with pro-rata percentage participation of 'A%', 'B%' and 'C%' and the Average Annual Turnover of the respective members are 'X', 'Y' and 'Z', then the evaluation for the above criteria will be based on the pro-rata percentage applied algebraic aggregate i.e., 'AX+BY+CZ'.

### (C) SUMMARY OF EVALUATION CRITERIA

An applicant would **Pass** Initial Filter Criteria, if he meets the following requirements:

- a) Pass in 'FILTER OF APPLICANTS- CHECKLIST'.
- b) Pass in 'ASSESSMENT TOPICS' – T<sub>1</sub> to T<sub>4</sub>.