

**KERALA STATE ELECTRONIC DEVELOPMENT
CORPORATION LIMITED**

Keltron House Vellayambalam Thiruvananthapuram - 695003

Phone: 0471-4094444, 2724444, Fax:0471-2724545 Email: ksedc@sancharnet.in



EOI Invitation

For

Technology Partner

For the development of LED Driver

EOI No: KSEDC/SBU/KLD/01 Dated 28/11/2017

Important deadline for bidders

EOI Submission: -- 12/12/2017 at 17:00 pm

**KELTRON LIGHTING DIVISION
KATALUR P.O, KOZHIKODE DIST. KERALA. PIN – 673529**

EXPRESSION OF INTEREST FOR SELECTING “TECHNOLOGY PARTNERS” FOR LED LUMINARY DRIVER DEVELOPMENT

1. BACKGROUND

The KELTRON group companies comprise of the holding company the Kerala State Electronics Development Corporation Limited (KSEDC LTD.), two subsidiaries and seven Marketing Offices (KMOs), located at Ahmedabad, Bengaluru, Kolkata, Chennai, Delhi, Hyderabad and Mumbai. KELTRON is the first State Electronics Development Corporation in India, fully owned by the Government of Kerala. KELTRON is incorporated on 29th September 1972 under Companies Act, 1956 with its registered office at Keltron House, Vellayambalam, Trivandrum – 695 033. KELTRON is the Total Solution Provider for the Government of Kerala.

Today, KELTRON products/ projects remain as icons of technology brought to benefit the people. As diverse as its products and their uses are, they are unified by its pivotal strength as a solutions provider. It is this philosophy that has made KELTRON a vital contributor to the changing needs of the world and the community to which it belongs to, during the last 42 years.

Continuing in its quest to bring the benefits of frontier technology to its customers, KELTRON has forged strategic alliances with world leaders in the trade. Its focus today is in adapting technology to fulfil the needs of its customers with a renewal mission to emerge as a provider of better solutions for the future. KELTRON’s major products are Electronic Components, Security and Surveillance Systems, Strategic Electronics, Intelligent Transportation systems, Automatic Traffic Regulating System, Power Electronics, Information Technology Solutions, Process Automation Systems, Project Consulting etc.

KELTRON’s strategic vision is to become a world-class, growth-oriented electronics corporation specialised in providing quality, market-focused products, services and cost-effective system solutions to a large clientele. Company aims to achieve a turnover level of Rs.1000 Crores within the next 5 years.

2. PROJECT

Keltron is looking for a firm to **design LED driver circuit** to work in adverse weather conditions and to withstand surge due to lightning and thunderstorms etc. The technology partner should completely design, test, prove and provide the complete solution along with TOT, which includes schematic diagrams, PCB design details, complete software code, testing procedures etc. The technology partner shall not have any right on the technology transferred to Keltron. The technology partner should not resell or design the same or similar model for any other company. The technology partner should incorporate necessary modifications considering the field trials and during the usage without any additional cost.

3. OBJECTIVE:

The technology partner should design the LED driver circuit as per the specifications placed at Part B and handover the complete solution as outlined at Point 2 above.

Keltron Seeks a technology partner with a proven track record in design, development, testing and complete installation and proving the solution. The interested parties (“Bidders”) shall download the EOI from www.keltron.org and submit the response on or before **12/12/2017 at 17:00 pm.**

4.0 Scope of Work

4.1 Design, develop, prove and transfer the technology of LED driver circuit as per the given specification at Part B and incorporate necessary changes in the design considering the field failures.

4.2 Impart training to Keltron staff

1. On the project/modules/ solutions.
2. Test and QC procedures: Formulation of Test Procedure for inward inspection, in-process quality control and final product testing & acceptance.
3. Installation and Commissioning for the first 10 samples.
4. After Sales / Maintenance Support.

4.3 As part of Project Implementation Cycle to provide documents:

1. Site / Requirement study
2. Bill of materials

3. Project costing
4. Die & tools development support
5. The technology partner should provide all the necessary approvals as specified in Part B.

4.4 Post Project Implementation Support

1. Successful Implementation with appropriate approved Test Procedures
2. Continued support to successful running of the project
3. Upgrades if necessary
4. Seamless integration with other systems through “various means”

4. EOI PREPARATION

1. Bidders shall provide the solution, in its entirety to Keltron.
2. Bidder shall submit the EOI in the application form provided as “Form-B”.
3. Bidder shall submit the EOI along with a covering letter as per “Form-A”.
4. Bidder shall submit the EOI in sealed envelope with “EXPRESSION OF INTEREST FOR “TECHNOLOGY PARTNER” written on top, containing one (1) hard copy in original and three (3) photo copies (“Printed Documents”) along with the entire required Appendix in the order provided in the table of enclosures.
5. Bidder shall note that it shall submit the duly filled EOI format and covering letter as mentioned above along with all the supporting documents in hard copy form as well in soft copy form on a CD.
6. The EOI should reach KELTRON LIGHTING DIVISION, KATALUR PO, NANDI, KOYILANDY, KOZHICODE DIST., KEARALA – 673529 on or before **12/12/2017 at 17:00 pm.**
7. KELTRON will not be responsible for or accept as a valid reason any postal delay or non-receipt/non-delivery of the EOI.
8. Any deviation from the prescribed format mentioned in the exhibits will make the bid liable for rejection. Bids incomplete in any respect or not providing adequate information will also be ground for rejection.
9. If the Bidder conceals any material information or makes a wrong statement or misrepresents facts or makes a misleading statement in the EOI, in any manner whatsoever, in order to create circumstances for the acceptance of its EOI, KELTRON reserves the right to reject such EOI. KELTRON shall have no liability to any person for excluding or rejecting any such bid.
10. KELTRON reserves the right to accept or reject any EOI or to annul the bidding process and reject all EOIs at any time, without assigning any reasons thereof and KELTRON shall not entertain any claim whatsoever on this account. The Bidder shall have no claim on KELTRON in case his EOI is rejected or the bidding process is annulled.
11. Participants requiring any clarification on the EOI may notify KELTRON in writing or e-mail ID kld@keltron.org

12. KELTRON shall endeavour to respond to the questions raised or clarifications sought by the Participants. However, KELTRON reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring KELTRON to respond to any question or to provide any clarification.
13. KELTRON may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Participants. All clarifications and interpretations issued by KELTRON shall be deemed to be part of the EOI. Verbal clarifications and information given by KELTRON or its employees or representatives shall not in any way or manner be binding on KELTRON.

5. ELIGIBILITY CRITERIA

1. Bidder should be an Indian Company registered under Companies Act 1956.
2. Bidder should not have been debarred / black listed by any Government, Semi-Government organizations in India, Public Sector Undertakings of the Centre or State Governments.
3. Registered as a company for electronics hardware/ software or IT Network related business.
4. The Bidder should have possession of source code for Firmware and should have the capability to modify and incorporate changes.
5. The Bidder should have the competency for the mentioned Implementing the solution and should have a panel of expert in the roll.
6. If the Bidder is not a manufacturer (only a technology provider) it should have an authentic undertaking from the corresponding OEM/OEMs - either Indian or foreign.

6. EVALUATION of EOI

1. Keltron department will constitute an Evaluation Committee to evaluate the responses of the Participants as per the Evaluation Methodology.

The Evaluation Committee constituted shall evaluate the responses to the EOI and all supporting documents & documentary evidence. Inability to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI response. The Committee may seek additional documents as it deems necessary, at its discretion.

2. EOI evaluation will be carried out considering the information furnished by Bidders as prescribed under covering letter and Application form for EOI. The Bidder must fulfil the minimum qualification requirements as mentioned in Section -6 (Eligibility Criteria) KELTRON intends to conduct the bidding process for the selection of the TP based on a Competitive Two Stage Bidding Process-
 - a) In the first stage, KELTRON intends to qualify bidders who meet the Qualification Requirements detailed in Section -6 (Eligibility criteria) of this Expression of Interest (“EOI”) and declare them as Qualified Bidders and
 - b) In the second stage, Qualified Bidders will be called for a detailed presentation for evaluating their technical capability, product quality, QA procedure, etc.
 - c) Each of the responses shall be evaluated to validate compliance of the Participant according to the processes and approach to enable partnership, presentation and demonstration.
 - d) KELTRON will intimate the outcome of the EOI evaluation in due course. The decision of KELTRON in this regard shall be final and binding on all bidders. After identification of the successful Bidder, KELTRON intends to execute an Agreement/SLA with the successful Bidder, thus concluding the process of appointing a TP.
3. Notwithstanding anything stated above, KELTRON reserves the right to assess Bidder’s capability and capacity to perform along with quality of execution by the bidder based on field visit and feedback, in the overall interest of KELTRON.
3. The decision of the Evaluation Committee in the evaluation of responses to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Committee.

The Evaluation Committee reserves the right to reject any or all responses.

7. OWNERSHIP OF THE EOI

The bidder shall submit all the documents given in Form C.

- 8.1 Without affecting any intellectual property rights, which may exist in a response to this EOI, all responses submitted will become the property of KELTRON. Without limiting this section, KELTRON reserves the right to copy and reproduce, for KELTRON’s own internal use, responses for the purposes of

evaluation, clarification, negotiation and/or contract execution and anything else related to these purposes. In addition, the KELTRON will retain copies (soft and hard) of all responses, evaluation, negotiation or such other materials as are required for the discharge of its legal obligations and in order to efficiently and effectively manage any contract entered into with a Bidder.

8.2 KELTRON reserves the right to change, modify, add, alter the EOI document or cancel the bidding process without assigning any reasons thereof, at any time during the bidding process. The bidding process shall end with signing of the Agreements. Any such change shall be notified in Keltron web site.

8.3 Notwithstanding anything stated above, KELTRON shall not be responsible or liable for non receipt of any such change/notice by bidder. The bidder or any third party shall not object to such changes/modifications/ additions/ alterations explicitly or implicitly. Any such objection by the bidder shall make the bidder's proposal (at EOI stage, RFP stage and/or financial proposal Evaluation stage) liable for rejection by KELTRON. Further objection by any third party shall be construed as infringement on confidentiality and privileged rights of KELTRON with respect to this document.

/-----/

[COVERING LETTER – ON BIDDER’S LETTERHEAD]

Date:

Sir,

I/We (Bidder) have carefully gone through the EOI document regarding Pre-qualification for selecting “Technology Partners” for providing product development technology support, manufacturing, supply, installation and commissioning for LED LUMINARY DRIVER DEVELOPMENT. I/we hereby irrevocably declare that:

1. All the information related to our Company/Firm, manpower, customer base, projects, financial details, list of products/ solution offered etc. provided in our offer is true and without any alteration / modifications.
2. All the provisions of this EOI Document are acceptable to my Company/Firm. No violation of the terms and conditions as mentioned in the EOI document has been made.
3. Bidder declare that my Company/Firm has not been debarred / black listed by any Government / Semi Government organizations in India/*Public Sector Undertakings of the Central and State Governments*.
4. The information contained in the proposal is complete and accurate in all material respects.
5. Bidder undertakes to notify the KELTRON promptly upon Bidder becoming aware of any material fact which tends to render Bidder’s proposal misleading or inaccurate. Bidder acknowledges and agrees that any material misrepresentation or warranty made in connection with Bidder’s proposal might result in its invalidation and Bidder’s disqualification from the bidding process.
6. Bidder acknowledges and agrees that KELTRON has the right not to qualify any bidder on grounds of national interest, security or public policy.

I, ----- (Name) ----- designation) further certify that I am an authorized signatory of my Company/Firm and am, therefore, competent to make this declaration.

Yours faithfully,

(Signature of the Bidder/*Authorized Signatory*)

Name:

Title:



Kerala State Electronics Development Corporation Limited
 Keltron House, Vellayambalam, Thiruvananthapuram 695 033

Application for Expression of Interest for selecting a Technology Partner

1	Name of the Company/firm	
2	Registered office address with phone number , e-mail id and web address:	
3	Date of Incorporation & Corporate Identity Number (CIN)	
4	Pan number of the Company /firm:	
5	Authorized capital:	
6	Paid-up /working capital	
7	Name of Managing Director with DIN	
8	Names of directors with DIN: (attach separate sheet, if required)	
9	Factory address with phone number and e-mail id:	

10	Industrial licence no. & Date of Establishment.	
11	CST, VAT & Service Tax Registration No & Date. (Enclose copy of relevant Certificates.)	
12	Details Of The Factory: a) Land & Building: owned or leased	
	b)Main items of machinery/equipment & test/inspection facilities available (Attach Separate Sheet, if required)	
13	Man Power Strength: A)Technical: Key technical personnel qualification and experience in relevant field	
	B) Non technical:	
14	List of products manufactured/ Solution offered	
15	If ISO certified or having any other certification, mention the standards (Attach separate sheet if required) (Enclose copy of relevant Certificates.)	

16	Bankers Name & Address	
17	Collaboration and technical know-how agreement with foreign firms if any? if “yes”, give details	
18	Addresses of contact person(s) with phone number and e-mail id:	
19	General remarks: (give any observations not already covered)	

DECLARATION

1. I do hereby declare that the entries made in this application form are true and correct to the best of my knowledge.

2. I also undertake the responsibility that all subsequent changes in the constitution or working of the firm, affecting the accuracy of the answers now given in this application form will be promptly communicated to KELTRON.

FOR

(SIGNATURE OF AUTHORISED SIGNATORY)

DESIGNATION:

PLACE:

DATE:

(OFFICE SEAL)

Sl. No.	Appendix	Details
1	APPENDIX 1	A) True Copy of Board Resolution/ B) Power of attorney for the proposed signatory of the Agreement attested by Managing Director or any other competent authority of the Company/Firm, (other than the proposed signatory). [formats attached]
2	APPENDIX 2	Certificate of Incorporation Certificate
3	APPENDIX 3	Industrial Registration Certificate
4	APPENDIX 4	GST registration Certificates
5	APPENDIX 5	PAN Card
6	APPENDIX 6	ISO,-----, ----- certificates
7	APPENDIX 7	Type approval certificates
8	APPENDIX 8	Latest Audited Balance Sheet and Profit & Loss A/c Statement.
9	APPENDIX 9	Tie-up agreement (s)/contract (s).
10	APPENDIX 10	Profile of the Company/Firm.
11	APPENDIX 11	Credentials: Work order, work completion certificates etc
12	APPENDIX 12	Affidavit for not being black listed by any Govt/Semi Govt/PSU or any other organizations. [format attached]

Appendix 1(A)
RESOLUTION
[In the case Company]

CERTIFIED TRUE COPY OF THE RESOLUTIONS PASSED AT THE MEETING OF THE BOARD OF DIRECTORS OF M/S ----- HELD AT ITS REGISTERED OFFICE ON THE -- DAY OF -----, 2017 AT ----- AM

Resolved that the Company be and hereby authorized to sign MOU/Agreement with M/s. Kerala State Electronics Development Corporation Limited, a company registered under Companies Act 1956 having its registered office at Keltron House, Vellayambalam, Trivandrum-695 033, herein after referred to as KELTRON.

Further resolved that Mr. [Name] ----- [Designation] of the Company be and is hereby authorized to submit documents, Sign and Execute Agreements/Contracts/deeds etc. on behalf of the Company as may be desired by M/s. KELTRON, in the regard.

Further certified that the above is a true and certified copy of the Resolution Passed on at a meeting of the Board of M/s., and that is has been entered in the usual course of business in the Minutes book of the company and signed therein by the Chairman of the meeting of Company and is in accordance with the Memorandum and Articles of Association of the Company.

Further resolved that the Company do hereby agree and undertake to ratify and confirm all acts, deeds and things done bonafide by the said Executive as the Attorney of the Company by virtue of these presents.

For.....

Name:

Desgn:

Appendix 1(B)

FORMAT FOR POWER OF ATTORNEY TO REPRESENT BIDDER

(To be on non-judicial stamp paper of appropriate value as per Stamp Act relevant to place of execution.)

WHEREAS KSEDC (“KELTRON”) has invited Expression of Interest (“EOI”) on _____, as amended from time to time, for bids in respect of -----

----- Know all men by these presents, We.....(name and address of the registered office) do hereby constitute, appoint and authorize Mr. /

..... (name and residential address) who is presently employed with us and holding the position of as our lawful attorney, to do in our name

and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our bid for the Project, including signing and submission of all documents and providing information / Bids to KELTRON, representing us in all matters before KELTRON, and generally dealing with KELTRON in all matters in connection with our bid for the said Project.

The attorney has been duly authorized and vested with requisite powers to submit and execute the aforesaid documents and do all things necessary for our bid to KELTRON.

We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

For _____

Name:

Title:

(Office seal)



Appendix 12

(To be printed on Rs.100/- non judicial stamp paper)

AFFIDAVIT FOR NOT BEING BLACKLISTED

I, ----- [Name], s/o, agedyears, residing at (Full postal address with PIN) does hereby solemnly affirm and declare on oath for and on behalf of M/s..... [Name of the company/Firm] a company registered under Companies Act 1956 / Partnership/ Proprietary Firm having its registered office at [Full address with PIN] as under:

1. I am working in the said Company/Firm as [Designation] at its office located at [office address] and is competent to depose on behalf of the Company/Firm
2. The Company/Firm has never been debarred / black listed by any Government / Semi Government organizations in India/Public Sector Undertakings of the Central and State Governments.

I do hereby solemnly affirm that the above statements are true and correct to the best of my knowledge and belief and nothing material has been concealed there from.

1. For and on behalf of M/s..... [Name of the Company/Firm]

Verified on this day of..... 2017

Deponent

Name:

Design:

[Office seal]