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Subject: - Tender Enquiry For preparation of Comprehensive Business Plan

Dear Sirs,

Sealed offers are invited by the undersigned on behalf of Scooters India Limited for the subject.

TENDER NO.	SIL/BP/OPEN/2008-09
TENDER DESCRIPTION	Formulation of comprehensive Business Plan
TENDER TYPE	Open two bid system
EMD VALUE	Rs. 25,000/
DOCUMENT COST	NIL
LAST DATE & TIME OF RECEIPT/ SUBMISSION	9 th March 2009 at 2:00 PM
OPENING DATE	9 th March 2009 at 3:00 PM
VENUE OF TENDER	Scooters India Limited Sarojini Nagar, Lucknow 226008
CONTACT PERSON	Sr. Manager (Materials), Scooters India Limited Sarojini Nagar, Lucknow-226008

Prequalification criteria:

The following prequalification criteria will be applicable for participation in the tender:

1. The consultant is in the business of strategic management having experience of preparation of comprehensive business restructuring plan for BIFR/BRPSE.
2. Consultants having minimum experience of 10 years for formulation of comprehensive business plans.
3. Consultants who are willing to associate during discussions/ presentations of the proposal at various levels during the approval process like Company's Board Meeting, discussions with administrative Ministry, discussions with BRPSE and other Government agencies.

Tender documents enclosed.

Yours faithfully

Sr. Manager (Materials),
For Scooters India Limited

SCOOTERS INDIA LIMITED**Head Office: P.O. Sarojini Nagar, Lucknow 226 008**

Ph: 91-522-2476900, 2476242, Fax: 91-522-2476190

**GENERAL TERMS AND CONDITIONS OF ENQUIRY &
CONTRACT FOR THE PURCHASE OF SERVICES**

Sr. No.	Particulars
1	SIL Means Scooters India Limited
2	Bidder/Bidders Means a Person or Firm or Company, to whom the order is addressed, for offering of services.
3	Firm Price Quoted prices shall remain firm and fixed till complete execution of the order.
4	Quotation The quotation and any order resulting from this enquiry shall be governed by these General Terms and Conditions of enquiry and contract for offering of services and the bidders quoting against this enquiry shall, unless specifically stipulates any different terms or conditions, be deemed to have read and agreed to the same. Sealed quotations in double cover with tenderers distinctive seal, superscribing enquiry number, date and due date are to be submitted so as to reach on or before due date & time, addressed to Sr. Manager (Materials) Scooters India Limited, P.O. Sarojini Nagar, Lucknow 226 008, U.P.(India) In the case of Two-part bid , each inner cover shall clearly be labeled as a) Technical & Commercial Bid containing information as per annexure II along with commercial terms and conditions & copy of the price bid with the price columns left blank (unpriced price bid), b) Price bid containing prices quotes shall be spelt out in absolutely lucid terms, taking into account total charges, rather than quoting vaguely, such as charges per man-day or charges per engineer per day etc. If the price bid was found later to be different from the unpriced price bid in any way, the offer shall be rejected summarily.
5	Tender/Technical bid Opening: Unless specified otherwise, tenders/ technical bids will be opened on appointed date and time as mentioned in the enquiry or as communicated changed date/time, if any, in the presence of such of those tenderers who may be present.
6	Delayed/ Late Tender: Any tender received after the due date shall not be considered.
7	Validity of Quotation: All quotations shall be kept open for acceptance for a period of ninety days from the date of opening of Tenders/ Technical bid and this shall be deemed to be an express condition of all quotations. The rates shall be quoted in both figures and in words. In the case of Two-part bid, the bidder should furnish technical clarifications, if any, within stipulated time mentioned, failing which, it will be construed that the bidder is not interested in the tender and SIL shall not consider the offer for further evaluation.
8	Revision of Price bid: In case there is any change in specifications during technical negotiations, bidders shall be asked only the price implications for the amended portion and not the revised price for the entire offer. The original/price implications received shall be opened only on the due date on which the price implications are to be opened.
9	Price bid Opening: Unless specified otherwise in the enquiry, the Price bids of technically qualified bidders shall be opened with prior intimation in the presence of such of those tenderers who may be present.

10	<p>Terms of Delivery: All bidders shall quote the lowest prices on ex-works and FOB/FCA basis. Foreign bidders will also indicate their Indian agent's name and address with percentage of agency commission out of the quoted price, if any. Name and Address of the bidder's Bankers address should also be given.</p>
11	<p>Taxes and Duties: Unless specified otherwise in the enquiry. All Indian bidders shall clearly mention Service Tax etc, if any, payable in addition to the quoted price and indicate applicable rates/ percentage, item-wise. It will be paid only if Registration Number under Service Tax is specifically mentioned in the Bill/Invoice. Bidders without applicable Service Tax registration will not be considered.</p>
12	<p>Bank charges Unless otherwise specified, in case of payment through bank, respective bank charges shall be to respective account.</p>
13	<p>Bidders shall quote competitive price and best delivery for all the items mentioned in the enquiry. SIL reserves the right to reject partial quotations and to place order on overall landed cost basis. Correct date of effecting services in the event of an order should be indicated in the offer. If the bidder's quoted terms are different from SIL standard payment terms, interest @ 2.5% plus SBI PLR per annum (or as indicated in the enquiry) will be loaded to the quoted prices for difference of payment period.</p>
14	<p>Part/Split Ordering: SIL reserves right to Order part of the item/ quantity of the enquiry and split the order among qualified bidders.</p>
15	<p>Repeat order Repeat order shall be acceptable to the bidder within six months from the date of the Basic order at the same prices, terms and conditions as that in the Basic order.</p>
16	<p>Consequences of Failure to Deliver: The time stipulated for delivery of goods shall be deemed to be the essence of the contract and delivery must be completed within the stipulated date/s. In the event of bidder's failure to contract by the stipulated date/s, SIL shall be entitled to reduce the price by 1½% per week for the delayed no of weeks or part thereof for the undelivered portion of PO subject to a maximum of 10% total order value.</p>
17	<p>Recovery of Dues: SIL shall recover any amount due from the bidders or any amount outstanding to the credit of the bidders with SIL and/or by legal action.</p>
18	<p>Arbitration & Forum for Legal Proceedings: All disputes arising in connection with indigenous/foreign supplies shall be settled through arbitration held at Lucknow, U.P., India and arbitration shall be appointed by C&MD, SIL. Any dispute whatsoever in any way arising out of or relating to a Purchase order shall be referred to Arbitration of the Chief Executive of Scooters India Limited.</p>
19	<p>The Courts at Lucknow, U.P., India shall have jurisdiction in respect of any suit or other legal proceeding arising from or relating to this contract The rights and remedies of SIL stated in these General terms and conditions shall be in addition and supplemental to its rights and remedies under law and custom or usage of trade or business and shall in no way be deemed to limit, curtail, supersede or derogate from its said rights and remedies.</p>
20	<p>Conflict among other Terms and Conditions In case of conflict between these General Terms and Conditions and any other special or typed conditions agreed to for a particular Purchase order, the latter shall prevail to the extent applicable.</p>
21	<p>Non Assignments The Purchase order shall not be assigned by the bidder to any other party without prior written permission from SIL.</p>

22	Govt. Policy The existing policy of the Government of India with regard to Purchase Preference to Public Sector Enterprises shall be applicable.
23	Control Regulations Bidder shall arrange for supply and dispatch in strict conformity with the control regulations applicable and after obtaining permits, if any, under the regulations in force from time to time.
24	Only those offers will be considered which are in line with Scooters India Limited (SIL) requirements and are unconditional.
25	SIL reserves the right to accept or reject any bid without assigning any reasons.
26	SIL reserves the right to call bidders for making technical presentation before finalizing the bids.
27	The Tender should be deposited in the tender box kept at the Administrative Building Scooters India Limited, Sarojini Nagar, Lucknow or sent by Registered/ Courier only so as to reach on or before scheduled time. The offer so received shall be opened in the office of the SM(Materials) or on any convenient subsequent date in the presence of tenderer / representatives who so ever like to be present.
28	No Email /Telegraphic /Fax quotation will be accepted. Offers received after due date & time will not be considered.
29	For all other Terms & conditions, if the offer is not confirming to the same, SIL at its discretion shall load the same and the loading pattern shall be intimated to the bidders before price bid opening. However SIL reserves the right to cancel a bid in case of non-acceptance of any terms and conditions finally arrived before price bid opening.
30	SIL reserves the right to issue addendum to tender documents to clarify, amend, modify, supplement or delete any conditions, clauses or terms stated. The addendum so issued shall form part of the original tender.
31	In case the offer is not accepted the tenderer shall not be entitled to claim any cost, charges, expenses incidental to or incurred by the tenderers in connection with the tender.
32	The tenderers shall have no right to issue addendum to tender document to clarify, amend, supplement or delete any of the conditions or clause or items stated there in.
33	Tenderers must ensure the following while submitting the tender: THAT EVERY PAGE OF TENDER DOCUMENT IS DULY SIGNED BY THE TENDERER BEFORE SUBMITTING THE TENDER. THAT IN ALL CASES, RATES QUOTED AGAINST INDIVIDUAL ITEM/LOT IS/ ARE INVARIABLY QUOTED IN FIGURES AS WELL AS IN WORDS The Quotation should be free from overwriting and erasures. Corrections and additions, if any, must be attested.
34	In case of any clarification regarding tender documents & Technical details party may visit SIL on any working day with prior appointment & contact SM (Malts)
35	Scope of work, terms of reference, timeline and deliverables , payment terms etc. are also enclosed separately.
36	EMD will be as per details indicated separately.
37	The party should give a certificate that they agree to the scope of work and supply
38	Delivery schedule as decided by SIL shall be applicable.
39	In case, any of the documents/ information furnished is found to be false/ forged the action by SIL (i.e. inclusion of the firm in holiday list apart from other penal action) shall be binding.
40	Party should give following declarations: We, hereby certify that we have not been blacklisted by any Public Sector Undertaking / Public Department. I have gone through the terms and conditions given in your above tender form, is accepted and agreed by us.
41	Registration, if applicable under The Micro, Small Medium Enterprises Development Act, 2006 may be mentioned giving registration number and date. If not mentioned, it shall be construed

	that the bidder is not covered by the said Act.
42	The tender is based on two bid system.
43	<p>Force Majeure</p> <p>If SIL or the bidders be prevented from discharging its or their obligation under their Agreement by reason of all acts of God including fire, earthquake, flood etc and other force majeure like war, violence, riots, lockout, strikes etc or on account of any other cause beyond SIL or the bidder's control and interfering with the production or delivery of the materials as scheduled, the time for delivery shall be postponed by the time or times during which production and/or delivery is prevented by any such causes as hereinabove mentioned.</p> <p>Provided that in the event of such delay exceeding 90 days, the party other than the party which invokes the force majeure may, at their option, cancel this agreement by notice in writing to the other party in respect of the undelivered quantity of material without, however, any right against or being responsible to the other party for such cancellation.</p> <p>The party invoking force majeure shall, within 15 days of the occurrence of force majeure causes, put the other party notice intimating the cessation of such causes. If force majeure condition continues beyond a period of six months, SIL or the bidders may at his option cancel this agreement by notice in writing to the other party in respect of the undelivered quantity of materials without, however, any right against or being responsible to the other party for such cancellation.</p>
44	<p>Negotiations</p> <p>Bidder shall quote competitive price and best delivery to avoid negotiations.</p>

For and on behalf of Scooters India Limited,

SIL – SPECIAL TERMS AND CONDITIONS

Terms of Reference

1. SIL would like to adopt a comprehensive Business Plan as a part of its restructuring effort in order to become a profitable enterprise after taking care of interests of all stakeholders. The company therefore , propose to have three alternate Business Plans for the said purpose.

2. Each Business Plan should explore the various issues as applicable including those specifically highlighted below so that SIL would be able to generate reasonable return on its investments, several adequate surplus cash for its future business requirements in addition to taking care of various other stockholders interests.

3. Each of the three Business Plans should consider among other things and include the following:

- Assess current status of company
- Present Trends, growth and Future Prospects taking into account both organic and inorganic growth.
- Product markets to enter/ sustain or exit
- Key capabilities to be developed to serve the market
- Identification of CSFs (Critical success factors) strategic fit of proposed business plans with Scooters India Limited
- Appropriate exploitation of tangible and intangible assets in domestic and international market.

➤ **FORMULATION OF BUSINESS PLAN:**

Executive Summary

Business description

- Industry Overview
- Company description
- History and current Status
- Goals and objective
- Critical success factor
- Any other relevant issue

Product/ Services

- Product/ Services description
- Unique feature of proprietary aspects of product/ services
- Research and Development
- Production
- New and follow-on product/ service
- Any other relevant issue

The Market

- Industry Analysis
- Market Analysis
- Competitor Analysis
- Any other relevant issues

Marketing Strategies and Sales

- Introduction
- Market segmentation strategy
- Targeting strategy
- Positioning strategy
- Product/ service strategy
- Pricing strategy
- Export strategy
- Distribution channel
- Promotion and Advertising strategy
- Sales strategy
- Sales forecast
- Any other relevant issues

Development & Implementation

- Development strategy
- Development timeline
- Development expenses
- Action Plan & timeline for implementation
- Any other relevant issues

Management

- Company Organization
- Management team
- HR strategy
- Any other relevant issues

Operation

- Operations strategy
- Scope of operations
- Ongoing operations
- Location
- Personnel
- Production
- Operation expenses
- Legal environment
- Inventory
- Vendors
- Credit policies
- Any other relevant issues

Financials

- Major assumptions underlying the three Business plans at various stages.
- Financial history and analysis (current business only)
- Current financial position
- Proposed capital expenditure,
- Fund requirement for capital & working capital, Means of financing,
- Operating forecast

- Break-even analysis
- Balance sheet
- Income statement, Projected profitability statements,
- Cash flow statements
- Sensitivity Analysis and other analysis and ratios.
- Any other relevant issues

Means of finances

- Sources of financing
- Any other relevant issues.
- Appropriate debt-equity ratio.
- Methodology of financing including interim requirements should be realistic and implementable

Implementation schedule

Others

The format of the proposal in addition to the above should also include information on BRPSE format which may be downloaded from the website <http://dpe.nic.in/newsite/brpse/format.htm>. The business plans provided should be in the same sectors, allied sectors and different sectors. Three copies of each business plans with a soft copy to be submitted.

The Plan would inter-alia ensure economic and commercial viability of the project, adequate return on the investment in order to effect reasonable return to the stakeholders and adequate surplus cash generation to take care of the future investments requirements.

Changes required, if any, in Memorandum of Association and Articles of Association or any other issues within the Company should be highlighted keeping the overall government policy applicable for PSE's.

As the business plans would be subjected to review by various bodies like company's Board, Ministry of Heavy Industries, BRPSE etc. the proposal submitted under reference should be revisited and necessary corrections and suggestions and additional material may have to be prepared and incorporated to take care of such requirements. The consultant is expected to assist as well as associate in the process of presentation and discussion at various forms in order to bring in the correct approach to the Business Plan.

If any time members need to be replaced he should be replaced by an individual having equal qualification with prior consultation with SIL.

Timeline and Deliverables

The broad timelines for this Project is as under:

Project Phase	Activity/ Sub phase Expected	completion date/ Duration
Commencement Date – Date of signing of contract with Consultant		
Phase A	Submission and presentation of draft plan before SIL & preparation of final plan.	14 Weeks
Acceptance of Phase A		
Phase B	Presentation of final Plan to the Board of Directors of SIL, if required carry out modifications	2 Weeks
Acceptance of Phase B		
Phase C	Presentation of final report to the ministry. If required carry out modifications.	4 Weeks
Phase D	Presentation of plan to BRPSE, if required carry out modification.	Based on BRPSE schedule

Evaluation Criteria and Selection Procedure

Evaluation of the Technical Proposal

The Evaluation Committee, appointed by Scooters India Limited, shall first evaluate the technical proposals. Technical proposals of the bidders would be evaluated on the basis of their response to this tender and applying the evaluation criteria as specified in annexure IV. Technical score shall be assigned to each prospective bidder on the basis of the technical bid submitted. The financial bids will be opened only for the bidders with Technical score of 50 points and above on the technical bid.

Evaluation of the Financial Proposal

Financial proposals of all the firms that meet the technical qualifications would be opened. The financial bid evaluation will be based on the following criteria:
The lowest financial proposal (Fm) after taking into account the out-of pocket expenses and existing service tax will be given a financial score (Sf) of 100. The financial scores of all the other proposals will be determined by $Sf = 100 * Fm/F$ (where F is value of financial proposal). Proposals will be finally be ranked according to their combined technical (St) and financial (Sf) scores using a weight of 70% for technical proposal and 30% for financial proposal. The overall score (S) will be computed as follows:

$$S = St (0.7) + Sf (0.3)$$

Agency whose bid is evaluated as most responsive as per the QCBS of 70:30 would be selected.

Payment Terms

Phase	Payment terms
Start of the assignment	10% of the fees
Acceptance of Phase A	45% of the fees
Acceptance of Phase B	15 % of the Fees
Acceptance of Phase C	15% of the Fees
Acceptance of Phase D	15% of the Fees

CHECK LIST (Tender No and due date)

Pleasure ensure that following documents/details have been enclosed /accepted

Sr No.	Particulars (Strike out whichever is not applicable)	STATUS
	Whether tender submission is in two parts Techno commercial bid and Price bid be packed in two separate envelopes clearly marked as in Techno-commercial Bid and Price Bid . Both envelopes to be sealed in a single bigger envelope which should clearly indicate Tender No. and Due Date	Yes/No
A	<u>Prequalification criteria</u> Necessary supporting documents to be enclosed -Enclosed	Yes/No
B	<u>TECHNO COMMERCIAL BID Compliance Statement</u> (Please note that no part of price to be quoted in Techno commercial bid)	
1	Every page of tender duly signed	Yes/No
2	EMD of Rs. 25,000/ -Enclosed	Yes/No
3	Declaration that Party accepts the SIL's Terms of reference & all terms and conditions.	Yes/No
4	All the information required as per annexure II with documentary evidence where applicable.	Yes/No
5	Terms of payment Payment will be made as mentioned in timeline and deliverables of terms of reference. By Crossed Cheque and no Bank commission charges are admissible. - Agreed	Yes/No
6	Penalty for late delivery The time stipulated for delivery of goods shall be deemed to be the essence of the contract and delivery must be completed within the stipulated date(s). In the event of bidders's failure to supply the goods by the stipulated date(s), SIL shall be entitled to reduce the price by 1½% per week for the delayed no of weeks or part thereof for the undelivered portion of PO subject to a maximum of 10% total order value. - Agreed	Yes/No
7	S.I.L. reserves the right to reject any offer due to non-compliance with the above conditions and/or non-receipt of this form in duly filled condition - Agreed	Yes/No
8	Authenticated certificate relating to Registration under the Micro Small, Medium Enterprises Development Act 2006, if applicable. -Enclosed	Yes/No
9	Quoted price is firm. -Accepted	Yes/No
10	Following declarations on party letterhead enclosed a) We hereby certify that we have not been blacklisted by any Public Sector Undertaking/Public Department. b) We have gone through the terms and conditions given in your above tender form, is accepted and agreed by us.	Yes/No
C	<u>PRICE BID Compliance Statement</u>	
1	Price bid :party to indicate service tax, sales tax etc - All column of price bid filled up in the price bid	Yes/No

Background

1. Scooters India Limited was established by the Government of India in 1972 as a public sector enterprise, by importing old plant and machinery from an automobile company in Italy, which had closed down its scooters manufacturing activity a few years back. The Company was employing over 3200 persons, about 85% of which constituted the labour force. SIL's performance right from the beginning was poor and was deteriorating at a faster rate during the later part of eighties. Indeed during the year 1989-90, the company had made a net loss of Rs.40.4 crores on a sales of Rs.10.3 crores. Although the Company was set up primarily to manufacture scooters, the mounting losses and erosion of net worth resulted in the Company being referred to BIFR in 1992.

2. Pursuant to its reference, the Company was extended various reliefs and concessions by different agencies, as part of the revival scheme for implementation w.e.f 9.9.96. As a part of rehabilitation plan, it was decided that the company should concentrate on three-wheelers and discontinue the production of two-wheelers and fans. In addition to the above, the sanctioned revival scheme also provided for infusion of funds by way of non-plan loans, which were interest free, amounting to Rs.6.20 crores and Plan-loan/Equity amounting to Rs.11.00 crores. The Company, due to its improvement in performance coupled with reliefs and concessions could turn around and register profit from 1996-97 onwards. However, w.e.f. Financial Year 2006-07 the Company started reporting loss after the implementation of the Sanctioned Revival Scheme.

3. The production and sales for the last 5 years is given below:

Description	2003-04	2004-05	2005-06	2006-07	2007-08
Production (In Nos.)	15494	12863	15632	15162	11512
Sales (In Nos.)	15373	13000	15182	15239	12221
Total Income(Rs. Crores)	165.10	152.17	185.11	200.38	151.72
Gross sales(Rs. Crores)	155.40	139.79	166.68	190.20	152.15
NetProfit/(Loss) (Rs. Crores)	3.16	1.39	1.56	(22.50)	(22.47)

4. The company is engaged in the manufacturing and marketing of automobile 3 wheelers of the following descriptions:

Product	Application
Vikram 750-D (GVW = 1250 Kg)	Meant for Passenger Auto Rickshaw of 6 seater Goods Carrier, run on diesel
Vikram 450-D (GVW = 990 kg)	Meant for Passenger Auto Rickshaw of 3 seater/Goods Carrier, run on diesel
Vikram 1000CG (GVW = 990 kg)	Meant for Auto Rickshaw of 3 seater/Goods Carrier, run on CNG
Vikram 1500CG (GVW = 1250 Kg)	Meant for Auto Rickshaw 6 seater/Goods Carrier, run on CNG
Vikram EV	Meant for Auto Rickshaw, 6 seater/Goods Carrier, run on electricity with 12V rechargeable batteries

All the vehicles produced by the company are Bharat Stage II compliant which is currently applicable for 3 wheelers.

5. In order to address the problems faced by the Company, a diagnostic study was conducted by Automotive Research Association of India and based on the study and subsequent report, a Short-term Project proposal and product improvement, manpower training and upgradation of facilities for testing and evaluation was formulated at a cost of Rs.18.63 crores. The programme aims to ensure improvement of existing product to 'No problem vehicle', modification of the products to come inline with changing needs of more stringent safety of BS-III emission norms, introduction of major 3-wheeler upgrades in addition to imparting training on quality, manufacturing and materials management. The proposal also envisages upgradation of CAD/CAE testing and evaluation facilities. The Company is already working on the project w.e.f. 1.5.2007.

6. Details about SIL and the various facilities available with the Company are available in our website.

7. As the Company is incurring losses since 2006-07 onwards and more than 50% of net worth has been eroded the company desires to formulate comprehensive Business plan for long term revival & restructuring of the company.

Techno Commercial Bid (Content)

Firm Name:
Tender No. & Date:
Tender Description:

The techno-commercial bid must have the following information.

a) Experience of the firm in formulation & implementation of Business Plan.

No. of plans			Successfully accepted for Implementation		
PSE			Other than PSE	PSE	Others
	BRPSE/BIFR	Others			
Automobile and allied Sectors					
Other Sectors					

b) Experience of the firm in formulation & implementation of Business Plan in the last 5 years .

No. of plans			Successfully accepted for Implementation		
PSE			Other than PSE	PSE	Others
	BRPSE/BIFR	Others			
Automobile and allied Sectors					
Other Sectors					

Provide documentary evidence of the same for (a) and (b).

c) Details of two successfully implemented Business plan for BIFR/BRPSE.

d) Proposed Methodology for analysis & validation and feasibility of Business Plan for SII.

e) Team - CV of the team members proposed to work on the assignment with details of assignment undertaken & successfully implemented for similar nature of work.

f) Price bid format with all other information except the basic price.

PRICE BID FORMAT

SL.No	Assignment Description	Basic price
(a)	Preparation of three comprehensive Business plan for all phases A, B, C & D, including association for preparation of presentation material and other required document/discussion to various authorities, support materials and assistance in total. The price should include four visits for phase B, C & D out of which one visit will be at Lucknow.	
(b)	Variable rate for additional visits during phase B, C & D, will have to be quoted separately and will be on call basis as per requirement. a) At Lucknow b) At Delhi	

S.No.		Percentage	Amount
1	Service tax		
2	Other charges		
3	•		
	•		
4	Total	-	

1. Payment will be made as mentioned in timeline and deliverables of terms of reference.
2. The price quoted should be consolidated and should include elements like travel, boarding, communication etc. However the company will provide local conveyance at Lucknow.

Place:.....

SIGNATURE AND SEAL OF
THE TENDERER

Date:.....

a) Experience of the firm in formulation & implementation of Business Plan.

No. of plans			Successfully accepted for Implementation		
PSE			Other than PSE	PSE	Others
	BRPSE/BIFR	Others			
Automobile and allied Sectors					
Other Sectors					

b) Experience of the firm in formulation & implementation of Business Plan in the- last 5 years.

No. of plans			Successfully accepted for Implementation		
PSE			Other than PSE	PSE	Others
	BRPSE/BIFR	Others			
Automobile and allied Sectors					
Other Sectors					

Provide documentary evidence for a & b. In case documentary evidence is constrained due to non disclosure agreement, self declaration by the firm duly signed by authorized signatory to be attached. However for BRPSE/BIFR business plans name of the company to be mentioned in self declaration.

c) Details of two successfully implemented Business plan for BIFR/BRPSE.

d) Proposed Methodology for analysis & validation and feasibility of Business Plan for SIL.

e) **Team** - CV of the team members proposed to work on the assignment with details of assignment undertaken & successfully implemented for similar nature of work.

f) For price Bid evaluation, 2 visits per location will be considered in respect of serial no. (b) of price bid for the purpose of comparative financial evaluation.