

Purchase Policy for Procurement of PSC Poles – Amendment No.4

Reference: GUVNL letter dated 28/03/2018

Existing Clause No. 2.3.17 under main Clause No. 2.3 (Guidelines for Vendor Registration/ Re-registration) shall be substituted by the following Clause:-

2.3.17 In case of shifting of factory premises of the Registered Vendor, such Vendor has to pay Registration Charges of Rs. 1500/- towards Registration Fees plus applicable GST and factory inspection shall be carried out as per norms. No shifting shall be allowed during execution of order. After shifting of factory supplier shall be considered as Regular supplier.

Existing Clause No. 3.8.3 under main Clause No. 3.8 (Price Evaluation) shall be substituted by the following Clause:-

3.8.3 The bidders, whose End cost prices are found equal at L-1 rank, the rank L-1 will be decided by negotiating with them. The L-1 bidder who has consented for lower amongst above all, shall be considered as L-1 rank. However, in negotiation, if end cost prices are again found equal at L-1 rank, the rank L-1 will be decided by draw system. It is desirable that company shall inform the date of draw, to all L-1 bidders after negotiation, so, they can remain present during draw, if they desired. In no case, more than one bidder at L-1 stage.

Clause No. 3.8.4 under main Clause No. 3.8 (Price Evaluation) is newly added as under:-

3.8.4 The price quoted by New supplier shall be lower than quoted by the lowest Regular supplier, otherwise offer of new supplier will be rejected out rightly.

Existing Clause No. 3.9.1 and 3.9.2 under main Clause No. 3.9 (Negotiation and Price matching) shall be substituted by the following Clause:-

3.9.1 If the Company feels that there is lack of serious competition, or any other valid reasons, the Company may negotiate with the L-1 New and/ or Regular bidder separately.

3.9.2 The New Supplier has to match price with L-1 New Supplier and Regular Supplier has to match price with L-1 Regular Supplier, as the case may be, who is technically acceptable.

Clause No. 3.9.4 and 3.9.5 under main Clause No. 3.9 (Negotiation and Price matching) are newly added as under:-

- 3.9.4 Negotiated rate of L-1 regular supplier shall not be higher than 8% of quoted rate of L-1 new supplier.
- 3.9.5 The firm, who has submitted their consent for price matching with Regular/ New L-1 bidder, as the case may be, shall only be considered for placement of order. The consent for price matching with reduction in quantity shall not be considered for placement of order.
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Existing Clause No. 3.10.2, 3.10.3 and 3.10.5 under main Clause No. 3.10 (Quantity Distribution) shall be substituted by the following Clause:-

- 3.10.2 Regular L-1 party however will get heavy weightage in order placement. The total quantities to be allotted to Regular L-1 bidder, for the period as specified in the tender document, should be lower of followings.
- 3.10.2.1 Quantity Quoted by Regular L-1 bidder.
 - 3.10.2.2 Production capacity of the Regular L-1 bidder.
 - 3.10.2.3 Twice the value of tender quantity divided by existing supplier of respective Company before invitation of tender.

However, if quantity allotted to Regular L-1 bidder under the Clause No. 3.10.2.3, the concern DISCOM shall ensure that priority shall be given to Regular L-1 bidder, in case, quantity more than that shall be allotted to other bidder(s) under ARC for the same period, as specified in the tender document, considering quoted and production capacity of Regular L-1 bidder and requirement of respective area.

- 3.10.3 The quantity distribution to New Suppliers will be restricted up to 15% of the quantity requirement. Further, quantity allotted to each new supplier shall not be higher than average of regular suppliers.
- 3.10.5 New bidder/(s), to whom, company consider for placement of order, initially, trial order for 1000 Nos. of PSC Poles shall be issued. On successful completion of the trial order and having satisfactory performance, additional orders under ARC, shall be issued to such successful new bidder(s), considering production capacity, quantity offered and field requirement for PSC Poles in respective area.
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