



Expression of Interest (EOI) for Prospective Indigenous Container Manufacturers.

This notice is being floated with the aim of preparing and showing the way forward for prospective Indigenous Container Manufacturers for the forthcoming Competitive Bidding Process.

CONCOR plans to procure 6000 nos. of 20 Feet High Cube End Open Containers (34T) by a process of Two Packet Open Tender to be floated shortly & a minimum developmental order of 1000 nos containers is planned to be distributed amongst a maximum of six(6) vendors. The purpose of this EOI is to prepare the prospective Indigenous Container Manufacturers for the forthcoming Competitive Bidding Process and also to take their suggestions and inputs in order to achieve the objective of developing indigenous container manufacturers in accordance with Government of India's policies of "Make in India"& "Atma Nirbhar Bharat". Further details are available on CPP Portal (<https://eprocure.gov.in/eprocure/app>) & CONCOR website (www.concorindia.com).

- (i) **Date & Time of Interactive Meeting: 15/04/2021 at 12:00 Hrs (Through VC)**
- (ii) **Date & Time of Submission of EOI: 03/05/2021 upto 12:00 Hrs at the Communication Address mentioned below.**

Communication Address:-
Executive Director (Project & Services) / Policy
Container Corporation of India Ltd. (CONCOR)
CONCOR BHAWAN, C-3, Mathura Road,
New Delhi - 110076

EXPRESSION OF INTEREST (EoI)

FOR

PROSPECTIVE INDIGENOUS CONTAINER MANUFACTURERS

Ref. No.- CON/T/DCONT-6000/20 FT HCEO/2021

Dated: 06.04.2021

Expression of Interest (EOI)
Container Corporation of India Limited
CONCOR Bhawan, C-3, Mathura Road, New Delhi-110076

1. **About CONCOR:-**

M/s. Container Corporation of India Limited (CONCOR) is a Navratna Public Sector undertaking of Ministry of Railways, Government of India. CONCOR is a multimodal logistics company having pan India footprints and having registered office at “CONCOR BHAWAN, C-3, MATHURA ROAD, NEW DELHI-110 076”.

2. **Background of EOI:-**

CONCOR is the leader in the containerized movement of cargo and has a major market share in the containerized traffic moved through rail. Presently CONCOR has more than 37,000 ISO Containers, out of which around 23,000 Containers were procured during the last 3 years through Open Global Tenders and very few Indian Manufacturers participated in those tenders.

Recently various initiatives have been taken by Government of India (i.e. Make in India & Atma Nirbhar Bharat) to encourage the manufacturing in India. In this backdrop and also to encourage Indigenous Manufacturers for Design and Manufacturing & Supply of different types of Containers, Container Corporation of India Ltd. (CONCOR) organized a Webinar on “Indigenous Manufacturing of Containers” on 05-03-2021. CONCOR involved all Stakeholders related to container manufacture, maintenance and operation in the Webinar.

3. **Objective of EOI:-**

Further to the above Webinar organised by CONCOR for Manufacturing of Containers in India, this EOI is being floated with the aim of preparing and showing the way forward for prospective Indigenous Container Manufacturers for the forthcoming Competitive Bidding Process. Container manufactures shall be categorised as Indigenous Container Manufacturers as per the norms of Public Procurement

(Preference to Make- in - India) Order,2017 of Ministry of Commerce and Industry, Public procurement Section dated 16.09.2020.

CONCOR is proposing to procure 6000 nos. of 20 Feet High Cube End Open Containers (34T) by a process of Two Packet Open Tender to be floated shortly. The purpose of this EOI is to prepare the prospective Indigenous Manufacturers for the forthcoming Competitive Bidding Process and also to take their suggestions and inputs so as to be able to achieve the objective of effectively developing indigenous manufacturers in pursuance of Government of India's policies of "Make in India" & "Atma Nirbhar Bharat". The two packet open tender shall be floated soon after the conclusion of this EOI.

4. **Requirement of CONCOR is placed below:**

S.N.	Description	Qty	Remarks
i	20 Feet High Cube End Open ISO Containers (34T)	6000 nos	A minimum developmental order of 1000 nos. Containers each shall be distributed amongst maximum of 6 successful bidders.
ii	Delivery schedule (Including approval of Prototype Testing & issuance of Type Approval of containers by Classification Societies).	D+365 Days	"D" is the date of issue of order by CONCOR.

5. **Technical Requirement for Manufacturers:-**

Following criteria will have to be met to qualify as a competent manufacturer in the Tendering Process:-

"The manufacturer should be capable of manufacturing containers as per suitable ISO 1496 series standard/ International Convention for Safe Container (IMO CSC Code, 1972, as Amended). The Capability, Annual Capacity and Quality assessment of

manufacturers may be carried out by any of the Classification Societies/Registered Organisations (registered with IACS/IMO and Directorate General of Shipping, Gov. Of India, Mumbai) following comprehensive procedures developed by them.

The manufacturer should be able to demonstrate knowledge and competency of their manpower in addition to the Quality systems to the satisfaction of the Classification Society and the availability of manufacturing and test facility as per the requirement of Certification Schemes of the Classification Society”.

A “COMPETENT MANUFACTURER” certificate alongwith a Certificate of Capacity to Annually Manufacture atleast 1000 Containers shall be required from the agencies mentioned above, and this will have to be submitted along with the Tender Bid in the competitive bidding process.

Bidders may note that “Manufacturing can only commence after successful completion of Prototype Testing and issuance of Type Approval by Classification Society” and they may be required to ensure timely availability of certified testing arrangements for the same in accordance with delivery period.

6. **With a view to get inputs from prospective bidders, you may fill the following format:-**

(i) Details of the Company:

S.N.	Parameters	Details
a	Name of the Company	
b	Country where the company is registered	
c	Contact person's name, authorization, number & email id for technical discussions	
d	Nature/Status of the company (i.e. Sole Proprietary/ Partnership/ Private Ltd./ Public Ltd./ Public Sector/ Consortium)	

(ii) Suggestions for Technical & Financial Capability:

S.N.	Description	Year	In Figure	Remarks
a.	P&L Statement and Balance Sheet for the last three years (i.e. 2018-19, 2019-20, 2020-21)	2018-19		Turnover & net worth may be filled in the respective Column.
		2019-20		
		2020-21		
b.	Details of the Supplies, if any, for ISO Containers made in the last three years (i.e. 2018-19, 2019-20, 2020-21)	2018-19		-----
		2019-20		
		2020-21		
c.	Testing facilities for ISO Containers as per 1496/1 available	-----	Yes/No	Please tick the correct option.

(iii) **Additional suggestions, (If any):-** (eg. regarding staggering of the quantities of monthly supplies, LD, payment terms, eligibility criteria etc.). Suggestions given herein shall be taken into account while finalising technical & financial eligibility criteria in the forthcoming two packet open tender.

7. **Submission of EOI:-**

- (i) Prospective Indigenous Bidders may submit the response in hard copies as per Para 6 above.
- (ii) Prospective Indigenous Bidders may submit their 'Expression of Interest' duly signed by the authorised signatory alongwith relevant details as sought in this EOI latest by **03/05/2021 till 12:00 Hrs**, addressed to "Executive Director/P&S, CONCOR BHAWAN, C-3, MATHURA ROAD, NEW DELHI-110076" in a sealed cover super scribing as "**EOI No. CON/T/DCONT-6000/20 Ft HCEO/2021**" to appear on sealed envelope. One scanned copy submitted in hard copy to CONCOR may also got uploaded on CPP Portal (<https://eprocure.gov.in/eprocure/app>).

- (iii) Prospective bidders are to enclose their offers alongwith covering letter as per specified format provided at **Annex-1**.
- (iv) EOI document can be downloaded from CPP Portal (<https://eprocure.gov.in/eprocure/app>), CONCOR website (www.concorindia.com), without any fee. There is no participation fee for participating in the EOI.

8. **Queries & Clarifications:**

Prospective applicants may seek additional information and clarification related to this EOI, for which they may contact following officers of CONCOR:

(a) Sh. Ashish Bhargav (DGM/Tech.)

email: abhargav@concorindia.com, Mo: +919560597163

(b) Sh. Ajay Maheswari (Asth. Manager/Tech/Elec),

email: amaheswari@concorindia.com, Mo: +919650094643.

9. **Interactive Meeting:-**

An interactive meeting (Through VC) will be held on **15.04.2021 at 12:00 Hrs.** Interested parties may send their request through email, so that the VC link may be shared timely.

10. **Timelines for EOI:**

- (i) Last Date & Time of Submission of duly signed EOI: **03/05/2021 upto 12:00 Hrs** at the Communication Address mentioned below.
- (ii) Date & Time of Interactive Meeting: **15/04/2021 at 12:00 Hrs.**

11. **Communication Address:-**

Executive Director (Project & Services) / Policy,
Container Corporation of India Ltd. (CONCOR),
CONCOR BHAWAN, C-3, Mathura Road,

New Delhi - 110076

DISCLAIMER:

Prospective Bidder (Applicant) to this EOI acknowledges and agrees that:

- CONCOR has issued this EOI with the best intention to explore the market for eligible and interested bidders. This EOI does not guarantee conversion of this EOI into any definitive participation in bidding process/ contractual agreements.
- CONCOR in its sole discretion, may reject any and all proposals made by respondent(s).
- Response to the EOI is purely voluntary action on its part and for any expenditure on this accounts shall be borne by respondent(s).
- CONCOR may change the conditions relating to the EOI or cancel this EOI at any time without assigning any reasons. CONCOR will have no obligation or liability to the respondent(s) in the event of cancellation of EOI.

Important Note:-

Prospective Bidders/Applicant are requested to remain updated for any notices/amendments/clarifications etc to the EOI document through the websites CPP Portal (<https://eprocure.gov.in/eprocure/app>) & CONCOR website (www.concorindia.com). No separate notifications shall be issued for such notices/amendments/clarifications etc in the print media or individually. Intimation regarding notices/amendments/clarifications etc shall be updated only on CPP Portal (<https://eprocure.gov.in/eprocure/app>) and CONCOR website (www.concorindia.com).

To
Container Corporation of India Ltd.
CONCOR BHAWAN, C-3 Mathura Road,
Opp: Apollo Hospital
New Delhi – 110 076 (INDIA)

Sub: Submission of EOI in response to Preparing the Prospective Indigenous Manufacturers for the forthcoming Competitive Bidding Process & also to take their inputs for developing the Indigenous Manufacturers.

Dear Sir,

We the undersigned respondents having read and examined in detail the EOI documents for submission of EOI in response to Preparing the Prospective Indigenous Manufacturers for the forthcoming Competitive Bidding Process hereby submit our response to the EOI document.

I/We hereby declare that the terms and conditions mentioned in the EOI have been read & understood.

SEAL AND SIGNATURE.

DATE :

Duly authorised to sign bid for and on behalf of

(SIGNATURE OF WITNESS).

WITNESS NAME :

ADDRESS. :