

**NTPC Limited, India**  
**(A Government of India Undertaking)**

**EOI No. 01/Eoi/2021/01**

**Date: 22-03-2021**

NTPC Ltd. is Government of India undertaking and India's largest Integrated power generating company with installed capacity of 64,800 MW based on diverse energy mix. with a 1320 MW Coal based power project already under construction in Bangladesh and another 300 MW CCGT based and 50 MW Solar PV project under development in Sri Lanka. NTPC also has an operational office in Yangon, Myanmar and has registered its office in Nairobi, Kenya. NTPC is expanding its international presence through development of projects, carrying out consultancy assignments and infrastructure oriented investment.

NTPC has been providing consultancy services to Domestic and International clients in various phases of power plants over last three decades. These services cover "Concept to commissioning activities and beyond" such as Owners Engineer Services, Lender's Engineer Services, Project Management & Construction Supervision Services, O&M Services including Performance enhancement, Renovation & Modernization Services, Quality Assurance, Inspection services, Customized Training & IT related Services, ERP services, Procurement, Recruitment and HR related services, O&M of Stranded assets, etc. *(A list of International consultancy assignment done by NTPC attached at Annexure-I)*

The company is now looking to enhance its global footprint in Africa by way of development of new project(s) and carrying out consultancy assignment(s).

With regard to above, NTPC invites "Expression of Interest" for appointing Local Agent / sponsor in Republic of Malawi to provide and secure business opportunities for NTPC in Malawi in the areas of "Development of new Power Plants (Coal, Gas or Renewables)", carrying out "Consultancy assignments", "Capacity building" and any other opportunity in Power Sector for NTPC, but not limited to power sector / infrastructure sector for NTPC Limited.

The Agent / sponsor will be appointed initially for a period of 3 year, which may be extended depending upon their performance upto 5 years.

A brief list of deliverables to be ensured by the prospective agent follows:

- Liaison with various relevant stakeholders in Malawi both with the Government, Parastatal and private bodies to generate business opportunities, promote and protect NTPC's business interest;
- Advocate NTPC's credentials to the relevant authorities, securing business for NTPC both through investment route and consultancy route;
- Pursue relevant authorities for execution of project specific agreements for the project(s) and contract agreement for consultancy / capacity building contract(s);
- Coordinate for compliances and clearances on behalf of NTPC for the project(s) / consultancy contract(s) from relevant authorities;

- Gathering Local market intelligence, providing information on local cost data, material, agencies etc. and extending logistical and temporary office space support to NTPC;
- Relationship building with local banking/ International / Multilateral funding agencies, financial, insurance providers in Malawi;
- Acting as a local representative, to work towards protecting and promoting NTPC's interests such as following up for receivables from client etc.;
- Registration activities / Pre-qualification of NTPC, if required;
- Purchase & Submission of tenders and its related activities;
- Pursuing the bid after submission for successful securing of the contract;
- Liaison during contract execution including payment follow-up etc.;
- Specific local support services during implementation of contract / development of project(s) etc.;
- Acting as authorized representative to take up any representation on behalf of NTPC in person as advised by NTPC;

Remuneration of the Agent shall be "success linked" i.e. Agent will receive a "percentage" of "EPC contract value awarded by NTPC for development of project(s)" / "contract(s)' value" as success fees only if NTPC secures the "project(s)" / "contract(s)".

However, the payment(s) against the success fees will be milestone based for both types of opportunities viz. project development and consultancy assignment contract respectively.

It may also be noted that the Agent(s) will be shortlisted based on their experience/capabilities and fees quoted by them "**separately**" in the enclosed Performa at *Annexure-II & Annexure-III respectively*.

It may also be noted that separate project specific agreement(s) shall be signed by NTPC with Agent / Sponsor for each successful Project secured / consultancy assignment contract, based on the main agency agreement to regulate "payment of fees" to the Agent / Sponsor against "services" to be provided by Agent / Sponsor.

**Interested parties shall be required to submit the EOI in the specified formats in separate e-mails for techno-commercial (*hereinafter called technical*) (Performa at Annexure-II) and financial proposal (Performa at Annexure-III) respectively** along with all required documents complete in all respects on or before 23:59 Hrs. (Indian Standard Time) on 06.04.2021 as per the following instructions:

- a) The Technical and Financial Proposals shall be password protected and to be submitted to mail id : [smirazi@ntpc.co.in](mailto:smirazi@ntpc.co.in) only;
- b) The passwords of both Technical and Financial proposals shall be sent in separate e-mails to mail id: [nipunpharlia@ntpc.co.in](mailto:nipunpharlia@ntpc.co.in) only. The password to the technical proposal shall be sent on 07.04.2021 (by 15:00 Hrs Indian Standard Time). However, the password to the financial proposal shall be sent by the bidders when requested by NTPC Limited;

The title of the emails shall indicate **“EXPRESSION OF INTEREST (EOI) FOR APPOINTMENT OF LOCAL AGENT / SPONSOR IN REPUBLIC OF MALAWI BY NTPC FOR TAPPING BUSINESS OPPORTUNITIES.”**

**“Please note that the size of the documents to be submitted by the bidders as part of technical or financial proposal may be restricted to 10 MB and if the total size of the documents exceeds 10 MB, the additional documents (password protected) may be sent through multiple mails. In such case, the documents shall be named / marked clearly (e.g. Part 1 of 4 of Technical Proposal and so and so forth), when attached to separate mails”.**

**Note:**

1. EOI format can be downloaded from [www.ntpctender.com](http://www.ntpctender.com) or can be received by sending a mail to [smirazi@ntpc.co.in](mailto:smirazi@ntpc.co.in);
2. NTPC reserves the right to reject any or all proposals or annul the process without assigning any reasons thereof;

**In case of any clarification, please contact the following.**

<b>Contact Person</b>	<b>Telephone no.</b>	<b>E-mail</b>
Nipun Pharlia DGM (International Business Development) / S M Ibrahim Razi DGM (International Business Development), Address: EOC, Sector 24 NOIDA	+91 120 4946717 +91 120 4948720	<a href="mailto:nipunpharlia@ntpc.co.in">nipunpharlia@ntpc.co.in</a> / <a href="mailto:smirazi@ntpc.co.in">smirazi@ntpc.co.in</a>

**Notes:**

- **Evaluation Methodology (Detailed methodology attached at Annexure-IV):**
  - **The submissions are to be made separately for Techno-commercial proposal (as per Annexure-II) and Financial proposal (as per Annexure-III). Both the proposals shall be evaluated and scored separately and a “quality and cost based selection” methodology shall be adopted to arrive at a combined score for ranking of the bidders. The financial proposal of only those parties having scored equal to or more than 60 marks in Technical Proposal shall be opened;**
  - **Thereafter, the Technical score and financial score shall be weighted in ratio 70:30 to achieve at a combined score out of 100 to get the rank order of the bidders.**

- Milestones:**

Milestone	Project(s) development on BOO/BOOT basis	Percentage of Success Fees to be paid to the agent
01	Allocation of Project(s)	5
02	Finalization and execution of transaction documents such as PPA, Implementation Agreement, Land Lease Agreement etc.	5
03	Financial Closure	5
04	Selection of EPC contractor / contractors	5
05	Commencement of Work at site(s)	5
06	Commissioning and Commercial operation of the project(s)	25
07	Completion of 1 <sup>st</sup> year of successful operation and realization of 100% annual energy bill	10
08	Completion of 2 <sup>nd</sup> year of successful operation after COD and realization of 100% annual energy bills	10
09	Completion of 3 <sup>rd</sup> year of successful operation after COD and realization of 100% annual energy bills	10
10	Completion of 4 <sup>th</sup> year of successful operation after COD and realization of 100% annual energy bills	10
11	Completion of 5 <sup>th</sup> year of successful operation after COD and realization of 100% annual energy bills	10

Milestones	Consultancy / Capability building contract	Percentage of Success Fees to be paid to the agent
01	Award of Contract	Nil
02	Commencement of work	Nil
03	Realization of invoice raised by NTPC into NTPC account	Linked to payment schedule to NTPC by the client

**Annexure-I**

**NTPC International Consultancy Assignments**

Sr. No.	Date/ Year of award	Client	Name of The Project	Total Value (US\$) ( In Figures )	Total Value (US\$) in Words )
1	1994	Dubai Electricity & Water Authority	Turnkey supply and installation of 400kV & 132kV Transmission lines	\$ 4,777,070	Four Million, Seven Hundred Seventy-Seven Thousand, Seventy Dollars
2	1994	Dubai Electricity & Water Authority	Turnkey Construction of 132KV Substations & modification of one substations (Awir,Hatta&Mushrif)	\$ 7,961,783	Seven Million, Nine Hundred Sixty-One Thousand, Seven Hundred Eighty-Three Dollars
3	1993	Nepal Electricity Authority- Funded by Asian Development Bank	Execution of 21 nos 132KV, 66KV and 33KV substations on turnkey basis	\$ 6,377,551	Six Million, Three Hundred Seventy-Seven Thousand, Five Hundred Fifty-One Dollars
4	1996	National Development Corporation , Tanzania	Feasibility studies for Mchuchuma Mining-cum- Power Project of about 400MW	\$ 56,338	Fifty-Six Thousand, Three Hundred Thirty-Eight Dollars
5	2002	Ministry of Health,Nutrition& Welfare Govt.of Sri Lanka	Preparation of procurement planfor for IDA funded Nationalal HIV/AIDS Prevention project	\$ 51,975	Fifty-One Thousand, Nine Hundred Seventy-Five Dollars
6	15.05.06	Steag-Encotec ( Extension)	Deputation of two experts for three months ( extendable upto six months) to Nigeria to act as shift charge engineers for gas fired project AFAM at nigeria	\$ 25,578	Twenty-Five Thousand, Five Hundred Seventy-Eight Dollars
7	14.03.06	KenGen, Kenya	Status Aessment of Kipevu Power Station	\$ 22,617	Twenty-Two Thousand, Six Hundred Seventeen Dollars
8	11.09.06	YBAK, Saudi Arabia	Plant Performance Monitoring Services to Saudi Electricity Company (SEC)	\$ 648,950	Six Hundred Forty-Eight Thousand, Nine Hundred Fifty Dollars
9	22.03.07	GMR	Deputation of NTPC Expert for assistance in Due Diligence of 683 MW SidiKrier Power Project, Egypt	\$ 5,812	Five Thousand, Eight Hundred Twelve Dollars

10	18.02.08	M/s Green Energy Consultancy, Dubai, UAE	Review engineering of 132/11 kV sub-station at Tejara Town, Dubai	\$ 89,342	Eighty-Nine Thousand, Three Hundred Forty-Two Dollars
11	26.12.07	M/s Alghanim International Trading & Contracting Co.	Deputation of a total of eight NTPC experts (initially 3 experts then another 5 experts in phases) for assisting in erection, testing and commissioning of AzZour EPP08 Kuwait	\$ 277,835	Two Hundred Seventy-Seven Thousand, Eight Hundred Thirty-Five Dollars
12	30.07.08	AGT	Review of protocol Documents and Performance Data Sheet at Home Office (ii) Meeting at Kuwait & Verification of PG Test Calculation of 252 MW Open Cycle gas Plant at Shuwaikh, Kuwait	\$ 27,549	Twenty-Seven Thousand, Five Hundred Forty-Nine Dollars
13	23.09.10	BPDB	Preparation of Feasibility Report for 1000 – 1320 MW (2x500-660 MW) capacity imported coal based Power Plants in Khulna area	\$ 233,132	Two Hundred Thirty-Three Thousand, One Hundred Thirty-Two Dollars
14	22.12.09	Department of Energy, Royal Government of Bhutan	Preparation of Detailed Project Report (DPR)	\$ 5,656,410	Five Million, Six Hundred Fifty-Six Thousand, Four Hundred Ten Dollars
15	2010	DEWA and BPDB	O&M Trainings	\$ 15,885	Fifteen Thousand, Eight Hundred Eighty-Five Dollars
16	30.05.08	NTPC-CEB, JV company, Srilanka	2x250MW Trincomalee Coal PP	\$ 600,491	Six Hundred Thousand, Four Hundred Ninety-One Dollars
17	31.10.11	EGCB, Bangladesh - Funded by World Bank	O&M Services for Siddhirganj Peaking Power Plant A (SPPP A), Bangladesh	\$ 8,836,472	Eight Million, Eight Hundred Thirty-Six Thousand, Four Hundred Seventy-Two Dollars

## Annexure-II (Techno-Commercial proposal)

### Performa to be filled by Bidders

SI No.	Parameter	Response/ Value
1	<b>Company Background</b>	
	a) Name of Organisation & Year of Incorporation	
	b) Head Office Address, Phone, Fax and Website address	
	c) Ownership structure (attach ownership structure and if multiple partners are there, individual shareholdings may be shared) <ul style="list-style-type: none"> <li>• whether privately held/ public listed / partnership/ proprietary</li> <li>• Names of major owners/ share holders</li> </ul>	
	d) Manpower details (staff strength, their qualifications etc.) in each area of business	
	e) Official Language	
	f) Proficiency in English	
	g) Proficiency in local language- name & proficiency level – Read, Write ,Speak	
	h) Experience background of key officials	
	i) Name(s) of Contact Person(s) / key officials, designation, key responsibility area(s) and contact phone & fax, email ID etc.  (CVs to be attached)	
2	<b>Business Operations</b>	
	a) Brief Description of Areas of Business;	
	b) Past experience of Dealing with Utilities/Power/Energy/Infrastructure Sector Clients in Malawi;	
	c) Provide details regarding Client's Name, Services Provided, Order Value, Order date and period; (Attach copies of award/purchase orders or any other documentary	

	<p>proof to substantiate the above, if any ).</p>	
	<p>d) Have you / your company represented any Indian PSU or Indian company in Malawi / If yes, please furnish details.</p> <p>Have you / your company represented any International Company /MNC in energy / Infrastructure in Malawi? If yes, please furnish details.</p> <p>Details about the companies and assignment along with reference documents.</p> <p>Have you ever worked with Government of Malawi / Parastatals / Political leadership in Malawi.</p> <p>Documentary evidence / Details of such engagements may be provided</p>	
	<p>e) Contacts in ministries/ key decision makers/ relevant stakeholders mainly Govt. authorities/ Utilities/ Clients/ in Malawi (to be demonstrated by meetings organised with key officials, feedback from key officials etc.); Please indicate complete details / references of ministers, key officials, authorities substantiating your claim.</p>	
	<p>f) Capability of Providing advance information to NTPC regarding upcoming tenders, market price, competitors, pricing, business environment, roadmap and Government of Malawi's action plan for power sector / infrastructure development in Malawi etc.;</p>	
	<p>g) Other local services which can be provided in Malawi;</p>	
	<p>h) Any other comments on Scanning capabilities for business opportunities;</p>	



	<p>i) Complete details of available infrastructure facilities including office facilities, which can be provided to NTPC team for temporary working there in Malawi, if so required.</p> <p>Details of other facilities you may provide to visiting NTPC teams in terms of logistics and / or business data support, in your country.</p>					
	<p>j) List of any Pending litigations against your company.</p> <p>k) Verdict</p>					
3	<b>Financial Parameters of Company- (for last 5 years in US\$ )</b>					
	(Please enclose Annual Report containing Balance Sheet duly audited).	FY'20	FY'19	FY'18	FY'17	FY'16
	a) Net worth					
	b) Turnover/annum					
	c) Net Profit/annum					
4	<b>Registration (as agent)</b>					
	<p>a) Do you / your company have valid trade license, as may be required to operate as agent / sponsor of a foreign company in Malawi, if yes, please enclose copy.</p>					
5	<p>Membership of relevant Chamber of commerce (no. of years of membership) in Malawi.</p> <p>Roles held in chamber of commerce, if any</p>					

### Annexure-III (Financial Proposal)

1	<p><b>Expected Percentage agent fees exclusive of taxes etc.</b></p> <p>Remuneration of the Agent shall be “success linked” and payment shall be milestones based as per the Milestone table referred earlier in the EOI.</p> <p>There is no retainer fee envisaged for this agent / business sponsor appointment therefore quoting any retainer fee against this EOI will cause the bid to be considered to be a non-responsive bid</p>	<b>A*</b>	<b>B**</b>	<b>C***</b>
		$P \leq 1$	5	
		$1 < P \leq 2$	3	
		$2 < P \leq 5$	1	
		$5 < P \leq 15$	1	
		$15 < P \leq 100$	1	
		$100 < P \leq 200$	1	
		$200 < P$	1	

**\*A:** Slabs for Consultancy contract price / EPC contract Value awarded by NTPC in case of project development (“P” in Million USD).

**\*\*B:** “Number of Consultancy contract / Project development rights estimated” (notional) to be executed / secured by agent for NTPC Limited over the period of contract.

**\*\*\*C:** Rate of Agency fee (% of contract price in case of consultancy assignment / % of value of EPC contract to be awarded by NTPC in case of project development) to be quoted by the bidder

### Evaluation Sheet (Technical) for Local Agent in Malawi

- 1.0** The bidders are required to submit their bids separately for financial and technical proposals in two different e-mails. Quality and cost based selection (QCBS) methodology shall be adopted for evaluating the proposals. The technical and financial proposals shall be separately scored out of maximum marks of 100. Thereafter, the technical and financial scores shall be weighed in the ratio of 70:30 to arrive at a combined score out of 100. However, for opening of financial proposal, a minimum of 60 out of 100 marks in the technical proposal is necessary

**Illustrative example 1:**

Technical Score (**T<sub>s</sub>**) secured: 65 /100

Financial Score (**F<sub>s</sub>**) secured: 70/100

Weights for Technical to Financial score: 70:30 (Technical Score weight (**W<sub>t</sub>**): Financial Score weight (**W<sub>f</sub>**))

So, combined score of the proposal accordingly to the **QCBS formula** (**W<sub>t</sub> \* T<sub>s</sub> + W<sub>f</sub> \*F<sub>s</sub>**) = 70% of 65 + 30 % of 70  
 = 45.5+ 21  
 = 66.5

Hence, the score secured by the bidder in this case comes out to be 66.5 out of 100.

This combined score shall be used to rank the bidders and the bidder having the highest marks shall be ranked as the H1 bidder or the successful bidder.

- 2.0** The Annexure-III of the main body of the EOI document shall be used to score the financial proposal. The percentage of the agent fees quoted against each value of the consultancy contract / value of the EPC award in case of project to be developed by NTPC shall be used to calculate the absolute total value of the agent fees to be paid by NTPC during the course of contract period. The bidder with the lowest agent fees shall be given 100 marks. The rest bidders shall be normalized against this marks to achieve the financial score.

**Illustrative example 2:**

A	Bidder X					Bidder Y			Bidder Z			Bidder W		
	B	C	D	E	F	C	D	F	C	D	F	C	D	F
P ≤ 1 Million USD ( Mil USD)	1	2	0.02	5	0.1	5	0.05	0.25	2	0.02	0.1	4	0.04	0.2
1<P≤2 Mil USD	2	1.5	0.03	3	0.105	2.4	0.074	0.222	1.8	0.038	0.114	3	0.07	0.21
2<P≤ 5 Mil USD	5	1.2	0.07	1	0.07	2	0.134	0.134	1.6	0.086	0.086	2	0.13	0.13
5<P≤15 Mil USD	15	1	0.17	1	0.17	1.8	0.314	0.314	1.2	0.206	0.206	1	0.23	0.23
15<P≤100 Mil USD	100	0.8	0.85	1	0.85	1.5	1.589	1.589	1	1.056	1.056	0.5	0.655	0.655
100<P≤200 Mil USD	200	0.6	1.45	1	1.45	1	2.589	2.589	0.8	1.856	1.856	0.25	0.905	0.905
200< P Mil USD	300	0.4	1.85	1	1.85	0.5	3.089	3.089	0.6	2.456	2.456	0.1	1.005	1.005
<b>TotaFees (MilUSD)</b>					<b>4.6</b>		<b>8.187</b>		<b>5.874</b>		<b>3.335</b>			

**Legend:**

*A: Range of value of Consultancy Assignment / EPC value awarded in case of Project to be developed by NTPC.*

*B: Upper Range Value considered for calculation of agent fees.*

**C: “Percentage” Agent (commission) fees quoted by Agent / Sponsor.**

*D: Absolute agent fees per “Consultancy Assignment / EPC value awarded in case of Project to be developed by NTPC”.*

*E: Number of “Consultancy Assignment / EPC value awarded in case of Project to be developed by NTPC” expected to be secured for NTPC Limited.*

*F : Total Agent Fees to be paid by NTPC during the course of engagement by NTPC Limited.*

*P : Value of Consultancy Assignment / EPC value awarded in case of Project to be developed by NTPC.*

**Note:** For calculation of total agent fees, the upper limiting value of the range has been taken for calculation of agent fees pertaining to the range. However, In case of 200 <P Mil USD, 300 MilUSD has been taken as upper limit just for indicative purpose.

Also, for calculation of fees per project, the percentages corresponding to each range is used to calculate the fees for the incremental values of the project to the preceding range of value. The fees corresponding to the ranges are then added to get the total agent fees for a project. Two examples below illustrate the said methodology.

**Example 1: for calculation of a 2 Mil USD worth assignment secured by Bidder X for NTPC, the methodology used shall be as follows:**

Fees for first 1 Mil USD fees = 2% X 1 Mil USD=0.02 X1 = 0.02 Mil USD

Fees for additional 1 Mil USD of the contract value, incremental fees = 1.5% X 1 Mil USD = 0.015 X 1=0.015 Mil USD

So, Total agent fees for a 2 Mil USD assignment shall be = 0.02 Mil USD + 0.015 Mil USD = **0.035 Mil USD (also highlighted in the table above)**

Similarly for 3 such 2 Mil USD assignment, total fees shall be = 3 X 0.035 Mil USD = 0.105 Mil USD

**Example 2: for calculation of a 100 Mil USD worth assignment secured by Bidder Y for NTPC, the methodology used shall be as follows:**

Fees for the first 1 Mil USD fees = 5 % X 1 Mil USD = 0.05 X 1 = 0.05 Mil USD

Fees for the additional 1 Mil USD (fees corresponding to 1<P≤2 Mil USD)=2.4 % X 1 Mil USD= 0.024 X 1 = 0.024 Mil USD

Fees for the additional 3 Mil USD (fees corresponding to 2<P≤ 5 Mil USD) = 2.0 % X 3 Mil USD = 0.02 X3 = 0.06 Mil USD

Fees for the additional 10 Mil USD (fees corresponding to 5<P≤15 Mil USD) = 1.8%X10 Mil USD=0.018X10 =0.18Mil USD

Fees for the additional 85 Mil USD (fees corresponding to 15<P≤100 Mil USD) = 1.5% X 85 Mil USD = 0.015 X85 = 1.275 Mil USD

So, Total agent fees to be paid by NTPC for a 100 Mil USD assignment = (0.05+0.024+0.06+0.18+1.275)Mil USD = **1.589 Mil USD (also highlighted in the table above)**

	Bidder X	Bidder Y	Bidder Z	Bidder W
Total agent fees calculated based on % agent fees quoted by the bidder	4.6	8.187	5.874	3.335

**Financial scores for the bidders shall be calculated as per the formula  $F_m/F_b*100$  ( $F_m$  is the lowest agent fees among the bidders &  $F_b$  is the value of agent fees of the bidders)**

Hence bidders' **Financial score ( $F_s$ )**

Bidder X	Bidder Y	Bidder Z	Bidder W
72.5	40.7	56.77	100

This financial score shall be inserted in the QCBS formula mentioned in Illustrative example 1 to get the combined score.

**3.0** The **Table-1** below gives the parameters and criteria for scoring of the technical proposal submitted. Maximum marks that can be scored against each parameter is given. The total of all the parameters is 100. The bidders are expected to make the submission for technical proposal (**Annexure-II per forma**) keeping in mind the Table-1 below as the same shall be scored to arrive at the technical marks out of 100.

Table -1

Sr. No.	Parameters	Weightage	Criteria / Max. Marks	Remarks																														
01	Company Profile		Documents to be submitted / Scoring criteria etc.																															
	Technical Score																																	
01	<p>Contacts with Key Decision makers and Stakeholders / Clients in Malawi</p> <p><b>Note:</b></p> <p><b>Minimum three contacts</b> to be submitted to be evaluated on this parameter.</p> <p><b>Each contact shall draw maximum 10 marks</b> and the percentage of marks (out of 10) to be allocated under each category/ type of contact shall be scored according to “<b>Contacts Scoring matrix</b>” given here.</p> <p><b>“03 (Three)” best contacts measured by marks allocated to contacts as per scoring criteria in the matrix shall be considered for evaluation.</b></p>	(30)	<p align="center"><b>Contacts Scoring Matrix</b></p> <table border="1"> <tr> <td>Concerned* Utility &amp; Management Level (CXO)</td> <td align="center">100%</td> <td>Non Concerned utility &amp; Management Level:</td> <td align="center">50 %</td> </tr> <tr> <td>Concerned* Ministry &amp; Ministry / Secretary Level</td> <td align="center">100%</td> <td>Non Concerned Ministry &amp; Ministry / Secretary Level:</td> <td align="center">50%</td> </tr> <tr> <td>Concerned* Utility &amp; Board Level</td> <td align="center">70%</td> <td rowspan="3">Non- Concerned Utility &amp; Mid Management Level</td> <td></td> </tr> <tr> <td>Concerned* Utility &amp; one level below Board of Directors</td> <td align="center">50 %</td> <td align="center">20 %</td> </tr> <tr> <td>Concerned* Ministry &amp; Below Secretary Level</td> <td></td> <td></td> </tr> <tr> <td>Additional Secretary or equivalent</td> <td align="center">80%</td> <td></td> <td></td> </tr> <tr> <td>Joint Secretary or equivalent</td> <td align="center">70%</td> <td></td> <td></td> </tr> <tr> <td>Under Secretary or equivalent</td> <td align="center">40%</td> <td></td> <td align="center">20%</td> </tr> </table>	Concerned* Utility & Management Level (CXO)	100%	Non Concerned utility & Management Level:	50 %	Concerned* Ministry & Ministry / Secretary Level	100%	Non Concerned Ministry & Ministry / Secretary Level:	50%	Concerned* Utility & Board Level	70%	Non- Concerned Utility & Mid Management Level		Concerned* Utility & one level below Board of Directors	50 %	20 %	Concerned* Ministry & Below Secretary Level			Additional Secretary or equivalent	80%			Joint Secretary or equivalent	70%			Under Secretary or equivalent	40%		20%	<p>Level not less than secretary level/ Head of the Power sector/ Utility.</p> <p>Any kind of document / communication etc. which can substantiate the connection.</p> <p><b>* Concerned: Power Sector including Renewable Energy related ministries / departments</b></p>
Concerned* Utility & Management Level (CXO)	100%	Non Concerned utility & Management Level:	50 %																															
Concerned* Ministry & Ministry / Secretary Level	100%	Non Concerned Ministry & Ministry / Secretary Level:	50%																															
Concerned* Utility & Board Level	70%	Non- Concerned Utility & Mid Management Level																																
Concerned* Utility & one level below Board of Directors	50 %		20 %																															
Concerned* Ministry & Below Secretary Level																																		
Additional Secretary or equivalent	80%																																	
Joint Secretary or equivalent	70%																																	
Under Secretary or equivalent	40%		20%																															

02	Information about opportunities, roadmap and action plan of power sector.  (Reference to minimum 03 projects to be given)	(10)	Information on Projects identified by Government for development	3	During the interaction / queries asked, the extent and correctness of information on Power sector, Banking, Financial etc. shall be assessed by the committee.
			Project Pipeline information	3	
			Information on Power Sector enabling work undertaken / to be undertaken by the Government	2	
			Information on Critical area / bottlenecks in the power sector	2	
03	Information on competitors, pricing and business environment	(10)	Type and level of engagement of Government with other parties in the sector	5	Verifiable information to be presented by the party.
			Number of parties wishing to actively undertake consultancy / project development roles in the country	3	
			Information on Business Environment / Investment security / Expropriation issue / history of enforcement of contracts in the country	2	
04	Available Infrastructure facilities including staff strength, physical presence over last minimum 5 years.	(5)	Relative marking dependent on number of years		
05	Financial Strength (Based on Financial parameters to	(5)	Relative marking dependent on turnover, profit and net worth		

	be enclosed in relevant Annexure)				
	Past Experience				
06	Dealing with Utilities, companies, consultants etc. working in any Infrastructure Sector of Malawi	(5)	Facilitating minimum 02 number (two) Contract award and execution by/with utility on behalf of EPC / Contractor / Consultant	2	To establish this, any kind of document / communication etc. which can substantiate the dealing e.g. LOA / LOI copies, Finalized MoU copies and Transaction document copies to be submitted
			Facilitating at least 01 (one) Project Allocation to developers on BOO / BOOT / or any other arrangement basis	3	
07	Experience of working with the Government of Malawi / Parastatals/ Political leadership in Malawi	(10)	Officially Lobbied on behalf of Government / Political Parties at G2G level	2	Evidence / Claim to be assessed by Committee for credibility
			Negotiated on behalf of Parastatals with MNCs / Banks / Multilateral agencies	2	
			Having represented / worked on Government bodies / Forum / Committees	1	
			Member of bodies such as Chamber of Commerce / Industry body etc	5	
08	Representing Indian PSUs / companies established in India	(8)	Names of Indian PSUs represented (Relative marking to be done)	8	Documentary proof of such engagement to be provided
09	Representing other International Companies (companies having presence in more than one country) / MNCs in energy / Infrastructure sector	(5)	Names of such companies represented (Relative marking to be done)	5	
10	Recommendations of Indian Embassy / High Commission / relevant chamber of commerce of that country etc. If any to support credentials of the sponsor agent	(12)	12		Feedback from IHC on the credentials of the agency
Total		100			



**Note:**

The Employer also reserves the right to assess and verify the capability of the bidder to satisfactorily execute the contract. Such assessment shall include but not be limited to the evaluation of adequacy of claims, information shared, resources, & financial capability.

Notwithstanding anything stated above, the Employer reserves the right to undertake verification and assessment of the capacity and capabilities including financial capacity and capability of the Bidder / Associate(s) / Group Company(ies) to perform the Contract, should the circumstances warrant such assessment in the overall interest of the Employer. A negative determination of such assessment of capabilities may result in the rejection of the Bid.