

**(GLOBAL INVITATION FOR EXPRESSION OF INTEREST)**

**NTPC Limited**

(A Government of India Enterprise)



**INVITATION FOR**

**EXPRESSION OF INTEREST (EOI)**

**FOR**

**IDENTIFICATION OF VENDORS FOR AIR COOLED CONDENSOR (ACC) FOR BOTH NEW PROJECTS AS WELL AS RETROFITTING OF ACC IN NTPC POWER PLANT(S) IN INDIA**

## (GLOBAL INVITATION FOR EXPRESSION OF INTEREST)

### DETAILED NOTICE INVITING EXPRESSION OF INTEREST (EOI)

EOI No.: NTPC/PEM/EOI/11/2022

Date: 21.02.2022

**NTPC is Inviting an Expression of Interest for Identification of Vendors for Air cooled condenser (ACC) for both new projects as well as retrofitting of ACC in NTPC power plant(s) in India**

1. NTPC Limited (A Government of India Enterprise) intends to carry out project specific study for Air cooled condenser (ACC) for both new projects as well as retrofitting of ACC in its Power Plant. In this regard, NTPC Limited invites Expression of Interest (EOI) for Identification of Vendors (**Hereinafter called APPLICANT**) for Air cooled condenser (ACC) for both new projects as well as retrofitting of ACC in NTPC Power Plant.

**Note: This EOI is to assess available vendor base for Air Cooled Condenser (ACC). The Air-Cooled Condenser (ACC) may be set up at upcoming NTPC power plant/Retrofit at existing stations based on suitable conditions for ACC. After identifying the APPLICANTS through EOI, their capacity and capability, vendor base shall be prepared.**

2. **Criteria for participation:** The Applicant of the EOI should own the technology for Air Cooled Condenser with single row tubes. Applicant from prior reference countries sharing land border with India needs to be registered as per GoI order regarding public procurement dated 23.07.2020 for participation in tenders.

### 3. **DOWNLOAD AND TIMELINES FOR SUBMISSION OF EOI**

- a. Interested APPLICANTS may download the documents of EOI free of cost from [www.ntpctender.com](http://www.ntpctender.com) & <https://eprocurentpc.nic.in>
- b. Last date for EOI submission: **04.04.2022** (Further extended vide notice ref no. [NTPC/PEM/EOI/11/2022/EXT/2](#) dated 21.03.2022)
- c. Response Validity 24 months from Last Date of EOI Submission

4. NTPC encourages submission of EOI in soft copy. For consideration of EOI, APPLICANTS are required to e-mail softcopy, completed in all respect, from its official e- mail ID to below mentioned e-mail ID. If APPLICANTS also wish to submit hard copy of the EOI, the same can be submitted either in person or by registered/ speed post till the last date of submission of EOI to the following address: -

To: Akhil Agarwal, AGM (PEM-TG & System)  
Email: [akhilagarwal@ntpc.co.in](mailto:akhilagarwal@ntpc.co.in)  
CC to: [apsamal@ntpc.co.in](mailto:apsamal@ntpc.co.in)  
Project Engineering (Mechanical),  
NTPC Limited, SRHQ, NTPC Bhavan, Kavadiguda, Secunderabad-500080

5. NTPC reserves the right to reject or accept any or all applications, cancel/withdraw the EOI process without assigning any reason whatsoever and in such case, APPLICANT shall not have any claim arising out of such action. NTPC bears no responsibility or liability of any kind in reference to the EOI.

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## SECTION-I

### INFORMATION TO APPLICANT

#### 1. INTRODUCTION

- a) NTPC Limited, a Govt. of India Enterprises, produces around 300 billion units of electricity annually through its cluster of gas, coal, hydro and RE based power stations of more than 67 GW capacity spanning across the country. Further NTPC plans targets RE capacity of 60 GW by 2032.
- b) In thermal power generation industry water is an important input. Consumptive use of water in a thermal generating unit mainly includes requirements of condenser cooling, ash disposal system, cycle make up water, FGD (Flue Gas Desulphurization) system, and Auxiliary cooling systems besides other miscellaneous requirements. Quantum of makeup water required for condenser cooling water system is the highest among all the consumptive requirements of any thermal generating power plant.
- c) In present scenario, many plants are facing issues related to water availability and water is getting scarce commodity day by day. Air cooled condensers are one such alternative in dry cooling technology.
- d) In view of future challenges with respect to availability of water NTPC may carry out project specific study for installation/ retrofitting of Air-Cooled Condenser (ACC) in its power plant.
- e) Typically, water consumption gets reduced by approximately 70% in case of dry cooling compared to water cooling condensers. In view of future challenges with respect to availability of water, NTPC is intending to explore vendor base for both new projects as well as retrofitting of Air-Cooled Condenser (ACC) in its power plant.
- f) Based on response in EOI, vendors capacity and capability, vendor base shall be prepared.

#### 2. INTENT OF THE EXPRESSION OF INTEREST (EOI)

This EOI is to identify vendors for both new projects as well as retrofitting of Air-Cooled Condenser (ACC) in NTPC power plant(s) in India.

#### 3. THE APPLICANTS SHOULD NOTE THAT:

- a. Language of the responses to EOI or any query/clarifications/correspondences shall be in English only.
- b. For expression of interest, Application Form and Annexures given in Section-II shall be

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duly filled and sent to NTPC by the APPLICANT in soft copy.

- c. Applicants should go through Section-I thoroughly before filling and submitting the application form and annexures in Section-II.
  - d. Applicants shall mention the name and contact details of two persons, with complete address, phone number and official email id.
  - e. NTPC Ltd. may, at its sole discretion, ask for additional information/ documents and/ or seek clarifications from the Applicant(s) after the Deadline for submission of response, inter alia, for the purpose of removal of inconsistencies or infirmities in their responses.
4. The Applicant of the EOI should own the technology for Air Cooled Condenser with single row tubes.
  5. The applicants from prior reference countries sharing land border with India need to be registered as per Gol order regarding public procurement dated 23.07.2020 for participation in tenders.

### **6. ENQUIRIES AND CLARIFICATIONS**

Any clarifications on the EOI may be sought to the following via email:

To: Akhil Agarwal, AGM (PEM-TG & System)

Email: [akhilagarwal@ntpc.co.in](mailto:akhilagarwal@ntpc.co.in)

CC to: [apsamal@ntpc.co.in](mailto:apsamal@ntpc.co.in)

### **7. CORRIGENDUM**

At any time before the last date of submission of EOIs, NTPC may, for any reason, whether at its own initiative or in response to a clarification requested by an Applicant, modify the EOI document. The amendment will be posted on the website and will be binding on the Applicants and the Applicant will give due consideration to the same, while they submit their EOIs, and would invariably enclose documents/information, as required, on account of the amendment, as a part of the EOI. NTPC may, at its discretion, extend the deadline for the submission of EOIs.

### **8. VALIDITY OF THE RESPONSES**

The Applicant shall submit the responses which shall remain valid up to twenty-four (24) months after the response Deadline ("Response Validity"). NTPC reserve the right to reject any response, which does not meet the aforementioned validity requirement.

NTPC may solicit the Applicant's consent for an extension of the period of validity of the application. The request and the response in this regard shall be in writing.

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### 9. SUBMISSION OF THE RESPONSE TO EOI

The responses to the EOI are to be submitted in soft copy via below e-mail format

To: [akhilagarwal@ntpc.co.in](mailto:akhilagarwal@ntpc.co.in)

CC to: [apsamal@ntpc.co.in](mailto:apsamal@ntpc.co.in)

**Ref. Eoi No.**

**Dated**

**Submitted to:**

*Name, designation & address of the concerned officer of NTPC*

**Submitted by:**

*Name, address & contact no. of the Applicant*

All the pages of the response should be duly stamped and signed by the authorized signatory. The responses to the EOI should be submitted within the Deadline as mentioned in this document.

### 10. Opening of responses to the EOI

The responses to the EOI shall be opened as per the time schedule mentioned in Section-I and will be communicated to the Applicants via e-mail. In the event of any of above dates falling on a day which is not a working day or which is a public holiday, the responses shall be opened on the next working day at the same venue and time

### 11. COSTS AND EXPENSES TOWARDS RESPONSE TO EOI

The Applicants shall bear all the costs associated with the preparation of the response and participation in discussions and finalization & execution of the documents related with this EOI, regardless of the conduct or outcome of this short-listing/ selection process.

### 12. CONFIDENTIALITY

The Applicants undertake to hold in confidence this EOI and any document related or pursuant to this EOI and not to disclose the terms and conditions of the transaction contemplated hereby to third parties, except:

- (a) To their professional advisors;
- (b) To their officers, contractors, employees, agents or representatives, financiers, who need to have access to such information for the proper performance of their activities;
- (c) Disclosures required under applicable Law, without the prior written consent of the other parties of the concerned agreements.

Provided that the Applicant(s) agrees and acknowledges that NTPC may at any time, disclose the terms and conditions of this EOI and any document related or pursuant to this EOI to any person, to the extent stipulated under the applicable Law.

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**SECTION-II**

**APPLICATION FORM & ANNEXURES**

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### Annexure-1

#### FORMAT FOR COVERING LETTER CUM UNDERTAKING

(The covering letter should be on the Letter Head of the Applicant)

Date: \_\_\_\_\_

Place: \_\_\_\_\_

To,

Akhil Agarwal, AGM (PEM-TG & System)  
Project Engineering (Mechanical),  
NTPC Limited, SRHQ, NTPC Bhavan,  
Kavadiguda, Secunderabad-500080

**Subject: INVITATION FOR EXPRESSION OF INTEREST FOR IDENTIFICATION OF VENDORS FOR BOTH NEW PROJECTS AS WELL AS RETROFITTING OF AIR-COOLED CONDENSER (ACC) IN NTPC POWER PLANT(S) IN INDIA**

**Ref.: EOI No. NTPC/PEM/EOI/11/2022, dated 21.02.2022**

Dear Sir,

We, the undersigned ..... [insert name of the "Applicant"] having read, examined and understood in detail the **(INVITATION FOR EXPRESSION OF INTEREST)**.

We confirm that neither we nor any of our Parent Company/ Affiliate/ Ultimate Parent Company has submitted response other than this response directly or indirectly in response to the aforesaid EOI.

1. We give our unconditional acceptance to the EOI, issued by NTPC, as amended. In token of our acceptance to the EOI, the same have been signed & stamped by us and enclosed to the response. We hereby confirm that the provisions of the EOI shall be binding on us.
2. We have submitted our response strictly as per provisions and formats of the EOI, without any deviations, conditions and without mentioning any assumptions or notes.
3. We hereby unconditionally and irrevocably agree and accept that the decision made by NTPC in respect of any matter regarding or arising out of the EOI shall be binding on us. We hereby expressly waive any and all claims in respect of EOI process. We confirm that there are no litigations or disputes against us, which materially affect our ability to participate or function under the obligations with regard to EOI.

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4. Details of the contact person are furnished as below:  
Name:  
Designation:  
Address:  
Contact numbers:  
email id:
5. We are enclosing herewith the entire response containing duly signed formats in electronic format sent via email to: ----- as per the EOI for consideration.
6. It is confirmed that our response is consistent with all the requirements of submission as stated in the EOI and subsequent communications from NTPC, if any.
7. The information submitted in our response is complete, strictly as per the requirements stipulated in the EOI and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our response.
8. We confirm that all the terms and conditions of our response are valid for acceptance for a period of twenty four (24) months from the response Deadline.

We remain,

Yours sincerely

(Name, Designation and Signature of Authorized Person)



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### Annexure-2

#### GENERAL INFORMATION TO BE SUBMITTED BY APPLICANT

1. Name of Applicant Company:
2. Legal status of the Applicant Company:
3. Brief description of the Company including details of its business groups/subsidiaries/ affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Share holding details:
7. Full address including Telephone nos. / Fax nos.:
  - a. Registered Office:
  - b. Head Office:
  - c. Address for communication:
  - d. Contact Details:
  - e. Office Address in India, if any:
8. Existing commercial/ demonstration facilities – locations, capacity
9. Documents to be enclosed:

**Technical Credentials** – Proof of technology ownership for Single Row Tube Design, Relevant Product/System catalogues/ technical details, capacity and other technical details of demonstration facility, Engineering strengths, collaborations/tie-ups with manufacturer (if applicable), quality accreditations, etc.

**Financial Credentials** – Copies of Audited Financial statements (Annual Reports) for last 3 years.
10. Any other documents considered relevant.

(Sign & Company Seal)  
Authorized signatory

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### Annexure-3

#### TECHNOCOMMERCIAL INFORMATION TO BE SUBMITTED BY APPLICANT

##### Essential Information:

1. Capacity and location of ACC installed/ to be installed/ under execution.
2. Customer details and numbers of units installed/ to be installed/ under execution.
3. Key parameters of the ACC installed/ to be installed/ under execution:
  - a. Rated capacity of Power Plant and Steam turbine capacity in MW
  - b. Steam parameters at inlet to steam turbine (Pressure/Temperature)
  - c. Steam flow handled by ACC in TPH
  - d. Condenser back pressure in mm of HgC
  - e. Design ambient air temperature in DegC
  - f. Type of frame ('A' frame or 'W' frame)
  - g. Type of tube (SRC or MRC)
  - h. Material of tube
  - i. Designed by
  - j. Manufactured by
  - k. Date of commissioning
  - l. Modularity aspect
  - m. Geography of location required for setting up of project
  - n. Any other special or unique feature of technology
4. Dimension and foot print of ACC
5. Timelines for execution of ACC

##### Desirable Information:

1. Details of Engineering/design capabilities. Any reference project with the above design
2. Manufacturing capabilities
3. If manufacturing capability is not owned by self, what is the tie up (if any) for manufacturing of ACC.
4. Are you eager to take the complete responsibility of ACC performance?
5. Brief description on "How the APPLICANT wants to participate in future tenders (if any)".

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### Annexure-4

#### RESPONSIVENESS/EVALUATION METHODOLOGY

##### 1. Responsiveness check

The responses submitted by Applicants shall be scrutinized to establish the technical requirement for Air Cooled Condenser (ACC). Responses shall be deemed non-responsive for following reasons:

- a. Responses that are incomplete, i.e. not accompanied by any of the applicable formats inter alia covering letter, power of attorney, applicable undertakings, provided in this EOI document;
- b. Responses not accompanied by Essential Information as prescribed in this EOI document.
- c. Responses not signed by authorized signatory and / or stamped in the manner indicated in this EOI;
- d. Material inconsistencies in the information/ documents submitted by the Applicant
- e. An Applicant submitting more than one response to this EOI either itself or through an affiliate or subsidiary company;
- f. Response validity being less than that required in this EOI document;
- g. Response being conditional in nature;
- h. Response not received by the response Deadline;
- i. Response having Conflict of Interest;
- j. Applicant delaying in submission of additional information or clarifications sought by NTPC, as applicable;

All response to the EOI that shall meet the responsive check requirements set out above in this section of the EOI document shall be considered as responsive. In case of non- submission of relevant details as above, the responses may be considered as “**non-responsive**”, at the sole discretion of NTPC and will not be considered further.

## CLARIFICATIONS TO QUERIES ON EOI DOCUMENT

**Reference** INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR IDENTIFICATION OF VENDORS FOR AIR COOLED CONDENSOR (ACC) FOR BOTH NEW PROJECTS AS WELL AS RETROFITTING OF ACC IN NTPC POWER PLANT(S) IN INDIA

**Date :** 03 March 2022

Sr. No.	Page No.	Clause/ Reference	Query/ Clarification	NTPC Reply
1	10	Annexure 3 - Essential Information #3 l - Modularity aspect	We request Owner to please clarify the requirement under "Modularity aspect" which needs to be provided by the Applicant	"Modularity aspect" means pre fabricated similar modules put together to form an ACC to reduce erection time.
2	10	<b>Annexure 3 Essential Information</b> #3 m - Geography of location required for setting up of project	We request Owner to please clarify the requirement under "Geography of location required for setting up of project" which needs to be provided by the Applicant	Applicant to inform if there were any geographical requirements including climatic conditions where reference ACC is installed/to be installed/under execution.
3	11	<b>Annexure 4 - 1.Responsiveness check</b>  a. Responses that are incomplete, i.e. not accompanied by any of the applicable formats inter alia covering letter, <b>power of attorney</b> , applicable undertakings, provided in this EOI document;	Since the submission of Eoi does not involve any commercial submission, we request Owner to consider waiver of submission of power of attorney along with Eoi document submission.	Requirement of EOI documents are clear.
4	-	GENERAL	Please confirm if there are any restriction in email size for submission of Eoi documents.	The email size limit is 20 MB and the attachment format should be other than .rar format.
5	-	GENERAL	Please confirm if Applicant may use external links (like Google Drive, Dropbox or WeTransfer etc.) to submit the Eoi documents	Not allowed.
6	9	<b>Annexure 2 - 9.Documents to be enclosed:</b>  Technical Credentials – Proof of technology ownership for Single Row Tube Design,	We understand that an undertaking from the Applicant will suffice the requirement of proof of technology ownership. Request you to please confirm our understanding	Applicant to submit supporting document to establish that they had themselves designed Single row ACC for reference projects being submitted by them.