

**INVITATION for
EXPRESSION OF INTEREST (EOI)**

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**for
Dealership to sell NTPC Manufactured
Fly Ash Bricks (sizes: 8 inches and 9 inches) in India**

EOI No: NTPC-Sipat/AUD/2023-24/EOI/01

Date: 28.09.2023

Last Date and time of EOI Submission: 26.10.2023 and 17:00Hrs

NTPC Sipat invites an Expression of Interest from interested agencies for dealership to purchase/sell ash bricks manufactured by NTPC Sipat.

Detailed information regarding dealership has been given in Part -1 of the EOI documents and format to express interest is given in Part-2 of the EOI documents.

Interested agencies may apply in line with the procedures stipulated in the EOI documents and submit the filled application in the manner and address suggested in the EOI documents.

However, merely submitting the documents requested in the EOI shall not be construed as being eligible for awarding dealership. The received documents through this EOI shall be screened/reviewed by NTPC Sipat and bids shall be invited afterwards with detailed terms and conditions for award of dealership.

The screening of received EOIs, fixing qualifying criteria for bidding and cancellation (if required) of the process of dealership, shall be at the sole discretion of NTPC.

PART 1: GENERAL INFORMATION

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1. General Details about NTPC SIPAT:

- 1.1. NTPC Sipat (2980 MW Power Plant), a leading power generating unit of the largest power utility of India, NTPC Ltd, is located in the Bilaspur District of the state Chhattisgarh.
- 1.2. NTPC Sipat is approximately 25 KM from Bilaspur Railway station and is well connected by road to nearby cities like Bilaspur, Raipur, Korba Ambikapur, Jagdalpur etc. It is also in the proximity with the states of Madhya Pradesh, Jharkhand and Odisha.
- 1.3. NTPC Sipat generates approximately 40 Lakh MT of Ash annually as a byproduct of its power generation operations. NTPC Sipat runs a fly ash brick plant on its premises with an installed production capacity of **2 lakh bricks per day**. The brick plant has total storage capacity of approximately 35-40 lakh bricks.
- 1.4. The bricks manufactured by NTPC Sipat are manufactured with high quality standards and have been certified by BIS under BIS:16720: 2018. The quality of bricks can be described briefly as CLASS DESIGNATION-I 7.5 non modular. The bricks are of the sizes 8 inches and 9 inches in length popularly known as 8 inch and 9 inch bricks.
- 1.5. NTPC Sipat also manufactures other ash-based products like paver blocks, paving tiles, light weight aggregates etc. using Nano Concrete Aggregate (NACA) and Geopolymer Concrete Aggregate (GPCA) technologies along with fly ash bricks.
- 1.6. NTPC SIPAT intends to award dealerships to interested agencies for selling its fly ash bricks. The dealers so appointed shall set up a dealer outlet at any place in India for selling the bricks. Dealers shall also showcase other ash-based products of NTPC in the outlet.
- 1.7. Dealers, if so desire, may take the bricks for their own use. NTPC shall have no objection for such consumption by the dealers.
- 1.8. For awarding the dealership, NTPC Sipat is inviting this Expressions of Interest from interested agencies.
- 1.9. Further details are given in the following paragraphs.

2. EXPRESSION OF INTEREST:

- 2.1. NTPC Sipat invites Expression of Interest (EOI) from interested agencies, **for dealership of the fly ash bricks (sizes: 8 inches and 9 inches) manufactured by NTPC Sipat.**
- 2.2. The total quantity available to dealers in dealership tenure of **12 months** is

tentatively **60 Lakhs**. The quantities available to any dealer may vary depending on the market demand, demand requisition by other dealers and receipt of advance amount against requisition.

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- 2.3. NTPC intends to appoint up to 5 dealers anywhere in India. However, the final number of dealers shall be decided later on at the time of the award depending on the responses received. It will be the sole discretion of NTPC Sipat to finalize the total number of dealers.
- 2.4. The dealers shall be allowed to setup their outlet/warehouse anywhere in India. There shall be no restrictions regarding place of business and supply. However, all responsibilities and costs towards transportation and freight shall be borne by the dealer. NTPC shall facilitate loading of bricks to dealers' trucks/carrying vehicles within brick plant of NTPC SIPAT, Bilaspur (CG) adjacent to its power plant premises.
- 2.5. Merely submission of EOI shall not be construed as being eligible for dealership. The received documents through this EOI shall be screened/reviewed by NTPC Sipat and bids shall be invited afterwards for award of dealership.

3. DEALER'S OBLIGATIONS:

- 3.1. The dealer(s) so appointed shall abide by the terms and conditions of the dealership (as mentioned in the bidding documents) and strictly align all activities of transporting and selling within the terms and conditions set for the dealers.
- 3.2. Any and all expenses towards Unloading, Transporting, statutory obligation, outlet maintenance etc whatsoever shall be borne by the dealer. NTPC shall not bear any expenses other than the loading of bricks to dealers' trucks/carrying vehicles within brick plant of NTPC SIPAT
- 3.3. EOI applicants shall commit to NTPC a MINIMUM MONTHLY ORDER of 1 Lakh bricks. This commitment shall be part of the dealership agreement. It may also be noted that Maximum Monthly Order of bricks to any dealer shall be limited to 3 Lakhs only. NTPC may not take orders beyond this quantity.

NOTES ON MINIMUM MONTHLY ORDER:

- a. The dealers so appointed shall have an obligation to order NTPC a minimum number of bricks each month as Minimum Monthly Order.
 - o For example, for Minimum Monthly Order as 1 Lakh/month, the dealer have an obligation to order NTPC minimum 1 lakh bricks (either 8 inch or 9 inch or mixed) every month for the whole dealership period.
 - o Thus, the dealer shall have an obligation to purchase minimum 12 lakh bricks from NTPC in the dealership period of 12 months (i.e. 1 lakh/month x 12 months)
- b. If a dealer completes the obligation of purchasing 12 lakh bricks prior to end of the

dealership period, then the dealer shall be out of obligations to make further orders.

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- c.** Within 07 days of the start of each month, the dealer shall necessarily pay NTPC an advance amount against Minimum Monthly Order. However, if desired, the dealer might order over and above the Minimum Monthly Order within the Maximum limits provided in Clause 3.3, on the basis of stocks availability.
 - d.** In case, agency does not fulfil the obligation to pay advance against Minimum Monthly Order value within specified time limit then notice shall be served by the NTPC for immediate payment.
 - e.** On not being able to pay the amount, even after serving the notice, the dealership may be cancelled along with full or part deduction of SD amount.
 - f.** For deciding the MINIMUM MONTHLY ORDER by a dealer total number of bricks ordered by the dealer either 8 inch or 9 inch shall be taken into consideration equally. In other words, if a dealer orders for 50,000 Nos bricks each of 8 inch and 9 inch sizes, then their monthly order shall be considered as 1 lakh bricks.
 - g.** NTPC also reserves the right to sell the bricks directly to other desiring customers if the advance amount against MINIMUM MONTHLY ORDER is not received from the dealers.
- 3.4.** The payment against all requests/orders for taking delivery of bricks shall be deposited in advance through online mode at NTPC's customer receipt portal: (<https://pgw.ntpclakshya.co.in:5443/Default.aspx>)
 - 3.5.** Bricks once loaded and dispatched on the carrying vehicle shall be treated as SOLD. Any claim shall not be entertained by NTPC after that.
 - 3.6.** NTPC shall not be responsible for any loss to third party after the bricks are dispatched and out of NTPV premises.
 - 3.7.** The dealer shall indemnify NTPC against third party claims, losses, if any, which arises out of various activities of dealer within the dealership period including transportation and unloading of bricks such as tax liabilities, damages, penal actions, notices, court cases, statutory violations etc, as the case may be. The format of indemnity bond shall be issued by NTPC and shall be executed on non-judicial stamp paper of appropriate value by the dealer.
 - 3.8.** Dealers shall make Advance payments for all orders. Request for credit shall not be entertained. The amount shall be deposited in online at NTPC's customer receipt portal: (<https://pgw.ntpclakshya.co.in:5443/Default.aspx>)
 - 3.9.** Dealers shall obtain all applicable permissions from the concerned local/state/central authorities for transport, storage, and sale of ash-based products.
 - 3.10.** The dealer shall not be allowed to assign or transfer by any means the rights

under this dealership in full or in part to any other person/business entity.

- 3.11. Dealers shall prominently display the NTPC's brand products, logo, cutouts, leaflet, pamphlet etc in its outlet to adequately advertise and inform about the products to visitors and onlookers. NTPC Sipat may ask for photographs of the dealers' outlet.
- 3.12. Dealers shall keep the outlet well maintained, cleaned, and decorated.
- 3.13. Dealer, if so desire, shall be allowed to advertise the outlet and products for spreading awareness to increase sale by any fair means.
- 3.14. Dealers may keep a warehouse for the bricks at any suitable location for easing out the logistic requirements and enabling faster delivery to customers.

4. WHO MAY APPLY:

- 4.1. Interested agencies / individuals who aspire to be appointed as NTPC's authorized dealer to sell fly ash bricks manufactured by NTPC under the brand "VIKALP".
- 4.2. Only the GST registered Builders /contractors/Traders/ Building material suppliers /Individuals shall be considered for the dealership.
- 4.3. However, if at present any agency/individual is not registered under GST but willing to be appointed as dealer may also apply. They need to submit an undertaking that given the LOI for dealership they will register themselves under GST within 01 month time frame, failing which the offer to dealership shall stand cancelled.
- 4.4. The applicant agency/individuals must produce their PAN, AADHAR, MOBILE NO, E MAIL and ADDRESS along with their application.

5. HOW to apply:

- 5.1. Application shall be submitted in the format given in PART-2: FORMAT FOR SUBMISSION OF RESPONSE TO EOI.
- 5.2. The format given in Part-02 shall be filled with all required information. The filled application/format shall be put into a sealed envelope super scribing "Expression of interest for dealership of Ash Bricks."

The envelope shall be dropped in the tender box placed in the office of C&M, NTPC SIPAT, 5th Floor Urja Bhawan by **26.10.2023** up to **17:00 Hrs.**

- 5.3. The signed documents can also be sent by post/regd post/speed post at below mentioned address:

Sr Manager (C&M)
Office of C&M, 5th Floor, Urja Bhawan
NTPC SIPAT, Post Ioffice Ujjwal Nagar, Bilaspur (CG)495555

- 5.4. Alternatively, signed documents can be scanned and sent to e-mail address : ausipat@ntpc.co.in. Please note that e-mail received after 05:00 PM on the specified end date of LOI shall not be considered.
- 5.5. The expressions received after the stipulated date and time shall not be entertained. If the stipulated date of submission falls on a holiday, then the next working date and time shall be considered for receiving the expressions of interest.
- 5.6. For any clarification on the EOI document and the subject matters, following officers may be contacted through E-mail or Mobile:

(1) Harish Kumar Sahu

DGM (AUD), Mob: 7049030462, E-mail: hksahu01@ntpc.co.in

(2) Kamdeo baghmar

Asst Manager, Mob: 9425283381, 9109183321,
E-mail: kamdeobaghmar@ntpc.co.in

Part 2: Format for Submission of Response to EOI

(On official letter head of the Bidder)

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(To be submitted by the interested agencies along with specified documents)

EOI for **Dealership to sell Ash Bricks (sizes: 8 inches and 9 inches) manufactured by NTPC Sipat**

Sl. No.	Description	Details
1	Name of the Agency	
3	Communication address	
4.	Status (Company / Individual / Partnership firm/Proprietary firm)	
5	Phone no / Mobile no	
6	PAN No.	
7	GSTIN No.	
8	AADHAR No	
9	E MAIL / WEBSITE	
10	Nature of Existing Business of agency, if any	
	Location and Address of Business, if any	
	Annual turnover in : FY 2022-23 FY 2021-22 FY 2020-21	
	Agreed for handling dry fly ash bricks in an environment friendly way in line with existing laws (Yes / No)	
12	Proposed Minimum Monthly Sales of Bricks inNos/month	For 9" brick:
		For 8" brick:
13	Maximum sales expected in dealership	For 9" brick:

	period over and beyond proposed Minimum Order/Sales	For 8" brick:	
14	Desired mode of transport by the agency for transporting bricks	DRAFT	
15	Does the agency have a Warehouse/storage facility for storing bricks Yes/ No		
16	Does the agency have a shop/outlet for using it as dealers office/shop. Yes/ No If Yes : (a) size of the outlet in Sq feet (b) Location of the outlet If No : (a) Proposed size of the outlet in Sq feet (b) Proposed Location of the outlet (c) Proposed date by which facility shall be ready		
17	Whether Brick dealership awarded previously from NTPC (Yes/No). If Yes, Quantity Sold (in Nos)		
18	Proposed methods by which the agency is expecting to sell/consume, if dealership is awarded	Avenues	Expected Quantity
		1. Bulk deal to Govt Contractors	
		2. Bulk deal to private contractors	
		3. Traders	
		4. Long term agreement	
		5. Supply to Retailer	
		6. Direct sale to customers	

		7. Self consumption	DRAFT
		8. Any other	
		Total	
	Details of the Person authorized to sign all documents of EOI including correspondence, etc.		
19	Name of the Authorized Person to sign EOI documents		
	Relationship with the firm / Designation		
	Telephone No/ Mobile No		
	Email Id		
20	Any other relevant information: Separate page/sheet may also be enclosed		

For and on behalf of

Date:

Place:

Signature:

(Authorized Representative)

Name:

Designation: