

**INVITATION FOR
EXPRESSION OF INTEREST (EOI)
for
Dealership to sell NTPC Sipat
Manufactured
Ash based products in India**

1.0 Introduction:

NTPC Limited (established in 1975, formerly known as National Thermal Power Corporation) is a Maharatna, Public Sector Enterprise under the Ministry of Power, Government of India. NTPC Ltd. is the largest power generation company in India with an installed capacity above 73GW. NTPC Ltd. has been playing a major role in meeting the power needs of the country and contributing to its economic and social development with commitment towards protection of environment.

About NTPC SIPAT:

NTPC Sipat (2980 MW Power Plant), a leading power generating unit of NTPC Ltd, is located in the Bilaspur District of the state Chhattisgarh. 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.

NTPC Sipat generates approximately 40 Lakh MT of Ash annually as a by-product of its power generation operations. The ash generated is being utilized in NHAI highway projects, cement industries, making ash bricks and other avenues.

NTPC being a pioneer in the field of Power generation has taken lot of initiatives and at Sipat we have developed value added products from Fly ash which can replace building construction materials such as Sand, Aggregate and concrete and thus saving the environment by conservation of natural resources.

NTPC Sipat has developed various technology for conversion of Fly ash to aggregates, such as Light Weight Aggregate(LWA) through sintering process, Geo-Polymer Concrete (GPCA) through Geo-Polymer technology and Light Weight aggregate (Cement based aggregate also called CBA) through cold process known as green aggregate. All these aggregates depending upon the strength requirement, applicability and cost can be used as aggregate in any type of concrete application. It is interesting to know that the developed technologies can also cater to cement free aggregate and concrete, which can totally eliminate the use of cement, which is major source of CO2 pollution. The cement free and with cement paver blocks, interlocking wall blocks, pre cast boundary wall and drain cover and many other value added products have been demonstrated at Sipat.

NTPC Ltd. intends to make the general public aware of the value added products developed by NTPC, which are not only environment friendly but also better in strength and quality. These products are available at competitive rates and this step of NTPC is a proactive step towards conservation of natural resources.

2.0 General information:

The production capacity of value added products manufactured from Fly Ash at NTPC Sipat are listed below.

SL.	Description of product	Production range per day	Annual Production capacity
01	Cement based aggregates	10-15 MT	1500-2250 MT
02	Sintered aggregates(LWA)	50- 100 MT per day	7500- 15000 MT
03	Interlocking wall blocks	700 Per day**	1,05,000 blocks

04	Interlocking floor tiles	400 per day	60,000 tiles
05	Paver blocks	1000 per day	1,50,000 paver blocks

Above annual production capacity is tentative, it may increase/decrease as per market conditions/demand.

**** we are in the process of procurement of automatic machine with an enhanced capacity of 20,000 blocks per day.**

3.0 Brief description of products:

- a) **Cement based aggregates:** Are artificial Ash and cement-based aggregates which are developed as a replacement to natural Aggregates in construction industry. The aggregates have been tested for use as per codal provisions of BIS and have been found suitable for use up to M35 grade of concrete. These aggregates are light in weight with bulk density in the order of 850-900 Kg per cum. Thus, it helps in light weight construction, which leads to saving on design parameters for dead load.
- b) **Sintered aggregates(LWA):** Are other LWA (light weight aggregate) formed with Ash, bentonite, and coal powder through Sintering (heat based) technology. Suitable codal provisions are available in IS code for the same and the product developed at NTPC Sipat conform to the IS code.
- c) **Interlocking wall blocks:** These products are formed using Fly Ash, Bottom Ash and cement with admixtures having strength up to 10 MPa and exhibit excellent finish, which does not require mortar as well as plaster for finishes. The same can be used in boundary wall construction as well as load bearing walls. They can also find a good use in low-cost housing. These are produced in two sizes at Sipat, 10'8"*5' and 10'6"*5'. Sipat has already demonstrated the use in boundary wall by constructing about 400 m of the same and has a high aesthetic value, while other uses are in demo phase.
- d) **Interlocking Paver block:** Are products formed by pouring suitable paste of cement, Ash, and admixture into moulds, where it is allowed to harden, demoulded and cured for 28 days. They have been tested for strengths up to 60 Mpa however on account of variation in Ash quality declared strength is 35 MPa. They are available in a variety of colour, shape and design options to choose from.
- e) **Interlocking Floor tiles:** Are products formed by pouring suitable paste of cement, Ash, and admixture into moulds, where it is allowed to harden, demoulded and cured for 28 days. They have been tested for strengths up to 60 Mpa however on account of variation in Ash quality declared strength is 35 MPa. They are available in a variety of colour, shape and design options to choose from. These floor tiles can be used in variety of applications e.g. walkways, road shoulders etc.

Note:

1. *For all the products mentioned above, NTPC Sipat adopts high standards of quality and process control to make our products best in the market. Each batch is tested for its strength and other parameters prior to offering for sale.*
2. *Our Cement base aggregates, and sintered aggregates has also been certified by BMTPC (building material testing and promotion committee)*

4.0 Scope of Work:

- a) The dealer is responsible for procuring a minimum quantity of products as expressed in the expression of interest.
- b) The dealer shall also intimate any change in demand (increase if any) min one month in advance so that, if possible, our production may be enhanced to meet the requirements.
- c) 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.
- d) 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 ash products to dealers'

trucks/carrying vehicles within ash products plant of NTPC SIPAT.

- e) The dealer must also display the products of NTPC Sipat at their outlet / showroom, and also ensure to have sufficient space for demonstration /sale of any other value added product in future developed by NTPC, during their tenure of dealership.

5.0 Expression of Interest (EOI):

NTPC Sipat invites Expression of Interest (EOI) from interested agencies, for dealership of the products as listed above.

- a) The total quantity available to dealers in dealership tenure of 12 months is according to the list of production capacity, as mentioned in the table above. As per the above table, the quantities available for any dealer may vary depending on the market demand, demand requisition by other dealers and receipt of an advance amount against requisition.
- b) NTPC intends to appoint up to 5 dealers anywhere in India. However, the final number of dealers shall be decided later, 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
- c) 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 products to dealers' trucks/carrying vehicles within premise of NTPC SIPAT, Bilaspur (CG).
- d) 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.
- e) It shall be the responsibility of the bidder to visit NTPC-Sipat site for acquaintance with the production of Value added products. Bidder may have discussion with the concerned person, and they may inquire and foreknow the products before submitting the bid.

6.0 Intent of Inviting EOI:

The intent is to develop dealers to deal in ash-based products and generate a market awareness amongst public towards the suitability of Ash based products. It is also intended to develop supply chain partners in the mutual benefit of both the parties. Also, through this initiative we intend to go green by containing the fugitive ash pollution and provide an alternative to the market to conserve natural resources, like river ,sand, hills and mountains and in general to promote a healthier society.

06. Eligibility:

The dealer should meet the following Requirements stipulated here under: -

- a) Any dealer with established showroom and prime location base as well as infrastructural requirement may apply.
- b) Only the GST registered Builders /contractors/Traders/ Building material suppliers /Individuals shall be considered for the dealership.
- c) 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.
- d) The applicant agency/individuals must produce their PAN, AADHAR, MOBILE NO, E-MAIL, and ADDRESS along with their application.
- e) Preference shall be given to firm who has displayed prior roles and expertise in any green initiative, however the same shall not become a limitation.
- f) Interested agencies / individuals who aspire to be appointed as NTPC's authorized dealer to sell above ash-based products under the brand name of **VIKALP**.

7.0 Submission of EOI:

Application shall be submitted in the format given in Schedule 2: FORMAT FOR SUBMISSION OF RESPONSE TO EOI.

- a) The format given in Schedule 2 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 VIKALP Ash Products."
- b) The envelope shall be dropped in the tender box placed in the office of C&M, NTPC SIPAT, 5th Floor Urja Bhawan by 15.03.2024 up to 17:00 Hrs.
- c) The signed documents can also be sent by post/regd. post/speed post at below mentioned address:

Address:

**B. Nageswara Rao, DGM(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat, Bilaspur(CG)
Pin-495555, Ph-9440909124**

- d) Alternatively, signed documents can be scanned and sent to e-mail address bnageswararao@ntpc.co.in. Please note that e-mail received after 05:00 PM on the specified end date of LOI shall not be considered.
- e) 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.
- f) For any clarification on the EOI document and the subject matters, following officers may be contacted through E-mail or Mobile:
 - a. B. Nageswara Rao, DGM(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat, Bilaspur(CG)
Pin-495555, Ph-9440909124
Email-bnageswararao@ntpc.co.in
 - b. Navneet Kumar, Manager(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat, Bilaspur(CG)
Pin-495555, Ph-8709500035
Email-kumarnavneet@ntpc.co.in,

8.0 NOTES ON MINIMUM MONTHLY ORDER:

The dealers so appointed shall have an obligation to order NTPC a minimum number of products for which the EOI is given.

- a) 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 4.0 a), based on stocks availability.
- b) 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.
- c) 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, as decided by NTPC.
- d) NTPC also reserves the right to sell the ash products directly to other desiring customers if the advance amount against MINIMUM MONTHLY ORDER is not received from the dealers.
- e) The payment against all requests/orders for taking delivery of ash products shall be deposited in advance through online mode at NTPC's customer receipt portal: (<https://pgw.ntpclakshya.co.in:5443/Default.aspx>)
- f) Ash products once loaded and dispatched on the carrying vehicle shall be treated as SOLD. Any claim shall not be entertained by NTPC after that.
- g) NTPC shall not be responsible for any loss to third party after the ash products are dispatched and out of NTPC premises.
- h) 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 ash products 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.

- i) Dealers shall make Advance payments for all orders. Request for credit shall not be entertained. The amount shall be deposited online at NTPC's customer receipt portal :(<https://pgw.ntpclakshya.co.in:5443/Default.aspx>)
- j) Dealers shall obtain all applicable permissions from the concerned local/state/central authorities for transport, storage, and sale of ash-based products.
- k) 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.
- l) 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.
Dealer shall provide information / photographs/ data as required by NTPC Sipat.
Dealers shall keep the outlet well maintained, cleaned, and decorated with washroom facility.
- m) Dealer, if so desire, shall be allowed to advertise the outlet and products for spreading awareness to increase sale by any fair means.
- n) Dealers may keep a warehouse for the ash products at any suitable location for easing out the logistic requirements and enabling faster delivery to customers.

9.0 Right to Accept or Reject application:

- a) Applicants may note that mere submission of EOI and/or submission of additional information do not automatically entitle them to any claim. EOI should not be treated as bid/tender documents.
- b) Notwithstanding anything contained in this EOI notification, NTPC reserves the right to annul the process and abolish at any time without any liability or any obligation for such acceptance, rejection, or annulment without assigning any reason whatsoever.
- c) Interested parties may download the detailed 'Invitation for Expression of Interest' along with Schedules for free of cost from www.ntpctender.com or www.ntpc.co.in and submit their application on or before 15.03.2024 ,17:00Hrs(IST) along with the required information in original along with three copies in a sealed cover super scribing Expression of Interest (EOI) for "Dealership of VIKALP ash based products developed by NTPC Sipat "at the address given below:

***B. Nageswara Rao, DGM(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat, Bilaspur(CG)
Pin-495555, Ph-9440909124***

Submission of EOI. NTPC reserves the right to modify, alter or annul the EOI without assigning any reason thereof or prior notice.

(To be submitted by the party on the Company's Letter Head/ or in white paper duly stamped with company seal)

To,
B. Nageswara Rao, DGM(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat, Bilaspur(CG)
Pin-495555, Ph-9440909124

(Applicant to Provide Date and reference)

Dear Sir,

Sub: Letter for Application – Expression of Interest (EOI) for “Dealership of various VIKALP ash-based products developed by NTPC Sipat”.

Category/Categories applying for:

In response to your advertisement in [Insert name of newspaper and/or website] on [Insert date of advertisement] inviting EOI, We, the undersigned, express our interest for the subject EOI and declare the following:

- (a) We are duly authorized to represent and act on behalf of _____
(Name of the firm).
- (b) We have examined and have no reservations to the EOI document including Amendment No(s) & Clarification No(s) _____(if any).
- (c) With reference to your invitation for EOI dated _____, we are furnishing herewith all the required details as per the prescribed formats.
- (d) NTPC Sipat and /or its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and information submitted in connection with this application, and to seek clarifications from our bankers and clients. This letter of Application will also serve as authorized on for any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and as requested by NTPC.
- (e) NTPC and /or its authorized representatives may contact the following nodal persons for further information on any aspects of the application:

Contact Person			
Name and designation	Address for Communication	Telephone No	Email ID

- (f) This application is made in the full understanding that:
1. Through this EOI, NTPC intends to create experience/capability database of Dealers/Firms in India having experience in dealing with ash-based products/practical difficulties in reaching the target customers and that this invitation for Expression of Interest is not intended for empanelment or pre-qualification of bidders.
 2. EOI process will be subject to verification of all information submitted at the discretion of NTPC. Moreover, NTPC may ask for additional information from interested parties subsequent to submission of EOI.
 3. NTPC reserves the right to reject or accept any or all applications, cancel the EOI process without any obligation to inform the applicant about the grounds of same.
- (g) We declare that we have read and understood and abide by the provisions of Fraud Prevention Policy of NTPC and submit the form of Acceptance of Fraud Prevention Policy duly filled in Employer's format.
- (h) We declare that we have never been blacklisted by any of the State/Central Government Departments.
- (i) The undersigned declare that the statements made and the information provided in the duly completed application are complete, true and correct in every detail.

Name _____ :
In the Capacity of:

Signed
Duly authorized to sign the application for and on behalf of:

Date:

Schedule-1

INVITATION FOR EXPRESSION OF INTEREST (EOI) for Dealership to sell NTPC Sipat Manufactured VIKALP Ash based products in India

PART-1

Company Profile and Organization Structure

Name of the Company:

Company profile and its activities

Registered Address:

Telephone No.:

Fax No.:

e-mail address:

GST No. PANNo.

Date of establishment:

Contact Person & Designation:

Postal address for communication:

Telephone No.:

Fax No.:

Mobile No.:

e-mail address:

Documents regarding organization Structure and Ownership are enclosed.

Signature: _____

Name: _____

Designation: _____

Company Seal: _____

Part 2: INVITATION FOR EXPRESSION OF INTEREST (EOI) for Dealership to sell NTPC Sipat Manufactured VIKALP Ash based products in India

(On official letter head of the Bidder)

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

EOI for Dealership to sell (Product name) manufactured by NTPC Sipat

Sl. No.	Name of the Agency		
1	Communication address		
3	Status (Company / Individual / Partnership firm/Proprietary firm)		
4.	Phone no / Mobile no		
5	PAN No.		
6	GSTIN No.		
7	AADHAR No		
8	E MAIL / WEBSITE		
9	Nature of Existing Business of agency, if any		
	Location and Address of Business, if any		
10	Annual turnover in : FY 2022-23 FY 2021-22 FY 2020-21 Agreed for handling ash products in an environment friendly way in line with existing laws (Yes / No)		
	Proposed Minimum Monthly Sales of Ash products inNos/month	For:	
12	Maximum sales expected in dealership	For	
13	period over and beyond proposed Minimum Order/Sales	For	
14	Desired mode of transport by the agency for transporting ash products		
15	Does the agency have a Warehouse/storage facility for storing ash products Yes/ No		
16	Does the agency have a shop/outlet for using it as dealers office/shop. Yes/ No If Yes : size of the outlet in Sq feet Location of the outlet If No : Proposed size of the outlet in Sq feet Proposed Location of the outlet Proposed date by which facility shall be ready		
17	Whether any 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		
	8. others		
	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	

Note:

Use additional sheets with above format, if required.

Attach copy of Letter of Award for the works mentioned in above table.

Company Seal

Schedule-3

**INVITATION FOR EXPRESSION OF INTEREST (EOI) FROM FIRMS
FOR "for Dealership to sell NTPC Sipat Manufactured VIKALP Ash
based products in India"
(FORM FOR ACCEPTANCE OF FRAUD PREVENTION POLICY)**

Vendor's Name and Address

To:

B. Nageswara Rao,
DGM(AT&NI), NTPC-Sipat
PO-Ujjwal Nagar, Sipat,
Bilaspur(CG), Pin-495555,
Ph-9440909124

Dear Sir,

We have read the contents of Fraud Prevention Policy of NTPC displayed on its tender website <http://www.ntpctender.com> and undertake that we shall strictly abide by the provisions of Fraud Prevention Policy of NTPC.

Yours faithfully

Date:

Signature:

Place:

Name: _____

Designation: _____

Company Seal : _____