

INVITATION for
EXPRESSION OF INTEREST (EOI) for Dealership
to
sell NTPC Manufactured “VIKALP” brand
Fly Ash Bricks (sizes: 8 inches and 9 inches)

EOI No: NTPC-Sipat/AUD/2024-25/EOI/01

Date: [27/06/2024](#)

Last Date and time of EOI Submission: [18/07/2024 till 17:00Hrs](#)

NTPC Sipat invites Expression of Interest from interested agencies/individuals willing to get appointed as authorized dealer to sell “VIKALP” brand fly ash bricks manufactured by NTPC.

Detailed information regarding dealership has been given in Part -1: General Information of the EOI documents and format to submit Expression of Interest is given in Part-2: Format for submitting EOI.

Interested agencies/individuals may apply in line with the procedures stipulated hereby and submit the duly signed EOI along with supporting documents in the prescribed manner and within specified period.

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

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 storage capacity of approximately 35-40 lakh bricks.
- 1.4. NTPC Sipat is inviting this Expressions of Interest from eligible agencies/individuals who are willing to get appointed as authorized dealer to sell “VIKALP” brand fly ash bricks manufactured by NTPC.
- 1.5. The dealers so appointed shall establish a network among builders, end customers, govt agencies etc and help NTPC in maximizing the sale of fly ash bricks. In turn they will help in protecting the environment by maximizing the ash utilization and protecting the valuable earth.
- 1.6. The bricks manufactured by NTPC Sipat are of quality “**Group-I CLASS DESIGNATION-7.5 non modular**” as described in BIS 16720:2018. The bricks are available in two sizes i.e. 230x110x70 mm (9 inches) and 190x90x90 mm (8 inches). The BIS license No: **CM/L-5900099415** has been granted for 9 inches bricks under BIS 16720:2018 and inclusion of 8 inches bricks is in process.
- 1.7. 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. Dealers, if interested, may also showcase and find prospective buyers for other ash-based products of NTPC.
- 1.8. Dealers, if so desire, may use the bricks for personal needs. NTPC shall have no objection to such self-consumption by the dealers.
- 1.9. Further details are given in the following paragraphs.

2. EXPRESSION OF INTEREST:

- 2.1. NTPC Sipat invites Expression of Interest, **for dealership of the fly ash bricks (sizes: 8 inches and 9 inches) manufactured by NTPC Sipat under brand**

“VIKALP’.

- 2.2. The total quantity available to dealer(s) in dealership tenure of **12 months** is tentatively **60 Lakhs**. If more than one (01) dealer has been appointed, preference shall be given to the order of dealer whose payment is received first among the available stock. After that, the order of dealer whose payment is received second shall be executed. This will continue till the stock last.
- 2.3. In case orders are received simultaneously by more than one dealers, then available stock shall be shared in the proportion of order value.
- 2.4. NTPC intends to appoint up to 3 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.
- 2.5. The dealers shall be allowed to set up their outlet/warehouse anywhere as per his/her choice. 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.
- 2.6. 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. Evaluation of EOI and offer for dealership:

- 3.1. All the EOIs received in the stipulated time frame shall be duly evaluated by NTPC. During the process of evaluation, applicants may be subject to physical verification, document verification or additional document submission.
- 3.2. After completion of the evaluation process, a bidding document shall be finalized along with eligibility criteria. The bidding documents so finalized shall be sent to all the participants of the EOI.
- 3.3. The participants of EOI shall then tender their rates in the bidding documents along with required supporting documents and **EMD of ₹.....**. After evaluation of the documents and discussions with tender committee, dealership shall be awarded to one or more bidder(s) based on Highest Bid Price received.
- 3.4. Highest bidder emerged in the bidding stage shall be given an offer for dealership through LOI/LOA. The bidders who have offered second, third, fourth (and so on) highest bid price may also get an offer for dealership if they are willing to match Highest Bid Price (H1 price). However, NTPC reserve the rights to limit the total numbers of such secondary offers on the basis of NTPC's requirements.
- 3.5. After offering the award for dealership, only those bidder(s) shall be issued a certificate of dealership and shall be considered as authorized dealer who deposits

a Security Deposit (SD) amount of **₹ 4 Lakhs** within 30 days of date of issuing offer letter.

- 3.6. Unless the Security Deposit Amount is received, the bidder shall not be considered as an authorized dealer and shall not be able to place an order.
- 3.7. The bidders, shall have an option to convert the **EMD**, submitted during bidding stage, into part of SD and deposit only the balance amount as SD.
- 3.8. After “successful completion” of the dealership period, the full amount of Security Deposit shall be returned to the dealer, if he has sold minimum 16 lakhs bricks.
- 3.9. The dealer not able to sell minimum of 16 lakhs bricks after end of dealership period shall get their SD returned after deduction in following proportion:
 - a) Brick sales for minimum 16 lakh : No deduction in SD
 - b) Brick sales for 12-16 lakh : 25000
 - c) Brick sales for 8-12 lakhs : 50000
 - d) Brick sales for 4-8 lakhs : 75000
 - e) Brick sales lower than 4 lakhs : 1 lakh

4. DEALER’S OBLIGATIONS:

- 4.1. 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.
- 4.2. 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
- 4.3. The dealer shall have to comply with the conditions stipulated in para “NOTES ON ORDER SIZE.”

a) NOTES ON ORDER SIZE:

- a) The MAXIMUM MONTHLY ORDER SIZE for any dealer shall be **5 lakhs bricks in a month**. However, this is not a limiting condition if stock is available. A dealer may order more than 5 lakh bricks in a month, if stock is available.
- b) The dealer shall have to order a **minimum of 4 lakh bricks in a quarter** i.e. in a span of 3 months. In other words, dealers shall have an obligation to order at least **16 lakh bricks in the entire dealership period** (i.e. 4 lakh bricks in each quarter).
- c) Though the dealers shall have exclusive rights to sell bricks manufactured by NTPC, in specific cases where the dealers are not able to comply with the

minimum quarterly sales criteria, NTPC reserves the right to sell the bricks directly to customers.

- d) For determining the order size, only the number of bricks shall be counted irrespective of their sizes. In other words, 01 brick either of size 8 inch or 9 inch shall be counted as 01.
 - e) If a dealer has achieved sales of 16 lakhs bricks in totality within the dealership period, then no deduction in security amount shall be effected.
 - f) An order is considered valid only after receiving payment in advance.
- 4.4. Against all deposited advances, the dealer shall be allowed to take delivery maximum up to one month grace period beyond the dealership validity. After the grace period, the dealer shall be allowed to take delivery only after paying storage charges in addition to normal price @ 3% of order amount for each month's delay maximum up to 03 months. The balance amount after relevant deduction, if any, shall be refunded to the agency after this period.
- 4.5. The payment against all orders of bricks shall be deposited in advance through online mode at NTPC's customer receipt portal: (<https://pgw.ntpclakshya.co.in:5443/Default.aspx>)
- 4.6. Bricks once loaded and dispatched on the carrying vehicle shall be treated as SOLD. Any claim shall not be entertained by NTPC at later stages.
- 4.7. NTPC shall not be responsible for any loss to a third party after the bricks are dispatched to and out of NTPC premises.
- 4.8. 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. 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.
- 4.9. Dealers shall obtain all applicable permissions from the concerned local/state/central authorities for transport, storage, and sale of ash-based products as and when required.
- 4.10. 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.
- 4.11. Dealers, if so desired, shall be allowed to advertise appropriately to expand their sales.
- 4.12. Dealers, if so desired, may keep a warehouse at any suitable location for easing out the logistic requirements and enabling faster delivery to customers. However, due intimation must be given to NTPC for such warehouses.

5. WHO MAY APPLY:

- 5.1. 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".
- 5.2. Only the GST registered Builders /contractors/Traders/ Building material suppliers /Individuals shall be considered for the dealership.
- 5.3. 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.
- 5.4. The applicant agency/individuals must produce their PAN, AADHAR, MOBILE NO, E MAIL and ADDRESS along with their application.

6. HOW to apply:

- 6.1. Expression of Interest shall be submitted in the format given in PART-2: FORMAT FOR SUBMITTING EOI.
- 6.2. The format given in Part-02 shall be filled in with all required information. The format along with all supporting documents shall be duly signed and scanned in a pdf file.
- 6.3. The scanned document in pdf format then should be e-mailed to ausipat@ntpc.co.in or hksahu01@ntpc.co.in with subject line **"EOI for Dealership of Ash Bricks: 2024-25"**
- 6.4. Alternatively, the duly signed documents along with all supporting documents may be put into a sealed envelope super scribing **"EOI for Dealership of Ash Bricks: 2024-25"** and submitted by hand/registered post/speed post at below mentioned address:

DGM (AUD)
Office of Ash Utilization, 1st Floor, Sewa Bhawan Stage-I
NTPC SIPAT, Post Office Ujjwal Nagar, Bilaspur (CG) 495555
MOB: 7049030462

For envelope submitted by hand, must get an acknowledgement from AUD office.

- 6.5. The envelope/e-mail received up to **17:00 Hrs****2024**, shall only be accepted and considered for awarding dealership. 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.
- 6.6. For any clarification on the EOI document and the subject matters, following officers may be contacted through E-mail or Mobile:

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

K D Baghmar
Asst Manager (AUD), Mob: 9425283381, E-mail: kamdeobaghmar@ntpc.co.in

Part 2: Format for Submitting EOI

(On official letter head of the Bidder)

(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/Income in : FY 2023-24 FY 2022-23 FY 2021-22
	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	
13	Maximum sales expected in dealership period over and beyond proposed Minimum Order/Sales	

14	Desired mode of transport by the agency for transporting bricks																				
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, Period and Quantity Sold (in Nos)																				
18	Proposed methods by which the agency is expecting to sell/consume, if dealership is awarded	<table border="1"> <thead> <tr> <th>Avenues</th> <th>Expected Quantity (In Lakhs)</th> </tr> </thead> <tbody> <tr> <td>1. Bulk deal to Govt Contractors</td> <td></td> </tr> <tr> <td>2. Bulk deal to private contractors</td> <td></td> </tr> <tr> <td>3. Traders</td> <td></td> </tr> <tr> <td>4. Long term agreement</td> <td></td> </tr> <tr> <td>5. Supply to Retailer</td> <td></td> </tr> <tr> <td>6. Direct sale to customers</td> <td></td> </tr> <tr> <td>7. Self-consumption</td> <td></td> </tr> <tr> <td>8. Any other</td> <td></td> </tr> </tbody> </table>	Avenues	Expected Quantity (In Lakhs)	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. Any other		
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		Total (in Lakhs)	
19	Details of the Person authorized to sign all documents of EOI including correspondence, etc.		
	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: