

INVITATION for
EXPRESSION OF INTEREST (EOI)

to
Identify prospective dealers of NTPC Manufactured “VIKALP” brand
Fly Ash Bricks (sizes: 8 inch and 9 inch)

EOI No: NTPC-Sipat/AUD/2025-26/EOI/04

Date: 07/03/2026

Last Date and time of EOI Submission: 21/03/2026 till 17:00Hrs

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

Detailed information regarding the 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 express their interest in line with the procedures stipulated hereby and submit the duly signed EOI along with supporting documents within specified period.

However, merely submitting interest against this EOI shall not be construed as being eligible for dealership. The documents received through this EOI shall be screened/reviewed by NTPC Sipat and bids shall be invited later on with detailed terms and conditions of dealership.

The screening of received EOIs, fixing qualifying criteria for tendering or complete cancellation of this process, 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 45-50 Lakh MT of Ash annually as a byproduct of its power generation operations. NTPC Sipat runs a fly ash brick plant within its premises with an installed production capacity of **2 lakh bricks per day**. The brick plant has a storage capacity of approximately 35-40 lakh bricks. There is another brick plant with capacity of **50,000 bricks per day** is under construction and expected to start operation shortly.
- 1.4. The fly ash bricks manufactured by NTPC Sipat is branded as “VIKALP.”
- 1.5. The “VIKALP” bricks 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 inch) and 190x90x90 mm (8 inch) and have been certified by BIS for conforming code BIS 16720:2018 under BIS license No: **CM/L-5900099415**.
- 1.6. 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 these ash-based products of NTPC.
- 1.7. The dealers shall be authorized to sell and to 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 soil from earth surface.
- 1.8. Further terms and conditions of the dealership are elaborated in the paragraphs which follow.

2. EXPRESSION OF INTEREST:

- 2.1. NTPC Sipat invites Expression of Interest, to identify interested agencies/individuals willing to get appointed as authorized dealer to sell “VIKALP” brand fly ash bricks manufactured by NTPC. .
- 2.2. The dealers shall be allowed to set up their outlet/office/warehouse anywhere as per their preference. There shall be no restrictions regarding selection of place of

business and supply.

- 2.3. Bricks shall be made available to dealers at ash brick plant of NTPC SIPAT, Bilaspur (CG) adjacent to power plant premises. All arrangements towards machine and labour required for loading, transportation, storage and unloading shall be made by the dealer.
- 2.4. The total quantity available to dealer(s) in dealership tenure of **24 months** is tentatively **360 Lakhs**. If more than one (01) dealer are appointed, this quantity shall be shared among all appointed dealers.

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 of the submitted data, document verification or additional document submission.
- 3.2. After completion of the evaluation process, a bidding document shall be finalized along with eligibility criteria for inviting bids.

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 regarding loading, transporting, statutory obligation, outlet maintenance etc whatsoever shall be borne by the dealer. NTPC shall not bear any expenses other than providing available mechanical support (conveyor loader if available) at ash brick plant to dealers.
- 4.3. Bricks shall be issued to dealers only after realization of advance payment. NO CREDIT policy shall be followed for each supply.
- 4.4. The dealers shall comply with the conditions stipulated hereunder as "NOTES ON ORDER SIZE"

NOTES ON ORDER SIZE:

- a) The dealer will 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 **32 lakh bricks in the entire dealership period**.
- b) There shall be a ceiling of **5 lakh bricks** each month in accepting supply order from any dealer. However, if stock is available, a dealer may place order for more than 5 lakh bricks in a month.
- c) Though the dealers shall have **exclusive rights to sell** the bricks manufactured by NTPC, in specific cases where the dealers are not able to fulfill the minimum quarterly sales criteria while stock is available and customer is not getting supply of bricks at dealers' fault, NTPC reserves the right to sell the bricks directly to customers, if required.

- 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.
- 4.5. NTPC shall not be responsible for any loss to a third party after the bricks are dispatched to and out of NTPC premises. 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.
- 4.6. 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.
- 4.7. 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.
- 4.8. Dealers, if so desire, shall be allowed to advertise the brand “VIKALP” appropriately to expand their sales.
- 4.9. Dealers, if so desire, 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.
- 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 applicant agency/individuals must submit following information/documents along with their EOI:
- a) Copy of PAN
- b) Copy of AADHAR

- c) Copy of GSTIN (If registered)
 - d) MOBILE NO, E MAIL and Postal Address
 - e) Turn over certificate/ITR of FY 2024-25, 2023-24 and 2022-23
 - f) Details of authorized representative for signing the documents on behalf of agency. This is not required for a proprietorship if the owner is applicant.
- 6.4. 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: 2026-28”**
- 6.5. 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: 2026-28”** 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 with time and date of receipt is marked.

- 6.6. The envelope/e-mail received up to **17:00 Hrs 21/03/2026**, 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.
- 6.7. 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**

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 No: NTPC-Sipat/AUD/2025-26/EOI/04

Date: 07/03/2026

EOI to Identify prospective dealers of NTPC Manufactured “VIKALP” brand Fly Ash Bricks (sizes: 8 inch and 9 inch)

Sl. No.	Description	Details
1.	Name of the Agency	
2.	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	
	Annual turnover/Income in : FY 2024-25 FY 2023-24 FY 2022-23
10.	Agreed for handling dry fly ash bricks in an environmentally friendly way in line with existing laws	(Yes / No)
11.	Desired Period for dealership Months
12.	Expected TOTAL SALE in 24 months (Nos)
13.	Expected Average order per monthNos/monthBricks/month

14.	Expected Minimum order per monthNos/monthBricks/month								
15.	Expected Maximum order per monthNos/monthBricks/month								
16.	Desired mode of transport by the agency for transporting bricks									
17.	Desired place/market for selling bricks (Town/City/District/Locality/Others)								
18.	Approximate distance of desired market from NTPC Sipat (Km)								
19.	Does the applicant belong to PAP of Sipat (Yes/No)								
20.	Does the agency have a Warehouse/storage facility for storing bricks (Yes/ No) (Yes/No)								
21.	Does the agency have a shop/outlet for using it as dealers' office/shop. Yes/ No <u>If Yes :</u> (a) size of the outlet in Sq feet (b) Location of the outlet <u>If No :</u> (a) Proposed size of the outlet in Sq feet (b) Proposed Location of the outlet (c) Proposed date by which facility shall be ready									
22.	Whether Brick dealership awarded previously from NTPC (Yes/No). If Yes, Period and Quantity Sold (in Nos)	Period: Qty Sold (in Nos):								
23.	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> </tbody> </table>	Avenues	Expected Quantity (In Lakhs)	1. Bulk deal to Govt Contractors		2. Bulk deal to private contractors		3. Traders	
Avenues	Expected Quantity (In Lakhs)									
1. Bulk deal to Govt Contractors										
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3. Traders										

		4. Long term agreement	
		5. Supply to Retailer	
		6. Direct sale to customers	
		7. Self-consumption	
		8. Any other	
		Total (in Lakhs)	
24.	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		
25.	Any other relevant information: Separate page/sheet may also be enclosed		

For and on behalf of

Date:

Place:

Signature:

(Authorized Representative)

Name:

Designation: