



MISHRA DHATUNIGAM LIMITED

A Government of India

PO Kanchanbagh, Hyderabad – 500 058, Telanagana, India.

Corporate Identity Number: U14292AP1973GOI1660

Phone: 040 – 24340001 (10 Lines), 24340165, Fax: 040 – 24340764

Email ID:mktg@midhani.com; Website: www.midhani.com

Invites

Expression of Interest For

Leading Agents to identify the Prospective Buyers and to increase the Market Share in the Metal Markets for the Oil & Gas and Chemical sectors in Middle East countries by generating Export Enquiries and subsequently converting them to Supply Orders

Ref : MDN/PUR/EOI/EXP-AGNT/08/2017/17-18.

Start of EOI Documents: 14.08.2017 at 11:00 Hrs

End of Issue of EOI Documents: 14.09.2017 up to 17:30 Hrs

Receipt of EOI on/before : 15.09.2017 by 10: 30 Hrs

Opening of EOI: 15.09.2017 at 11:00 Hrs

Note:

- **Detailed Invitation for Expression of Interest is herewith attached**
- **All Bidders need to submit the required Documents as listed in Sealed Cover on or before 15.09.2017 by 10:30 Hrs**
- **Any Corrigendum to the EOI shall be published in MIDHANI website only, www.midhani.com**

INVITATION FOR EXPRESSION OF INTEREST

1. OVERVIEW:

Mishra Dhatu Nigam Limited (MIDHANI), a Defence Public Sector Undertaking has been manufacturing Super Alloys, Titanium Alloys and Special Steels in various Mill Forms viz., Slugs, Forged/Hot Rolled Plates, Rings, bars, Cold Rolled/Cold drawn Sheets/bars, Investment Cast Products, Fasteners, Close Die Forgings and Near Net shape Forgings respectively. We are catering to the requirements of the most Critical and Predominant Strategic areas like OF Board, Defence, Space, Aero, Nuclear, and Power Sectors.

Currently MIDHANI is catering mainly to the Domestic requirements and with the increased manufacturing capacities, with seasoned processing of Critical Alloys

MIDHANI is now looking forward to increase its Market Share and widen the Customer base in the Middle East markets. MIDHANI has got the wide experience in manufacturing

most of the Critical Super Alloys viz., INCONEL 617 (ASTM B166 & 168); INCONEL 625 (ASTM B443, 446 & 564); INCONEL 690; HASTE ALLOY C276; INCONEL 718; INCONEL 740; INCOLOY 825 etc., apart from having the proven Expertise in Manufacturing all the Special Purpose Steels with the Controlled Chemistries and Titanium Alloys, special fasteners, investment castings

2. OBJECTIVE:

There is potential requirement for various Super Alloys, Special Purpose steels and Titanium Alloys in Oil & Gas and Chemical sectors in the Middle East countries. To identify the Prospective Buyers and to increase the Market Share in the Middle East Markets MIDHANI is intended to invite the Expression of Interest from the Leading Agents to generate enquiries and subsequently convert them to Supply Orders with an agreed commission from the generated Sales.

3. ELIGIBILITY CRITERIA FOR APPLICANTS:

The agencies intending to bid for appointment shall fulfil the following Pre-Qualification criteria:

- i) Shall be an Organization or Consulting Firm/company which has experience
 - a) in exporting of metals and alloys to Oil & Gas and Chemical sectors for the last 3 years in the Middle East countries.
 - b) in sale of metal and alloys for the last 3 years in these countries apart from India.Details to be provided for the above.

- ii) The Applicant must have Extensive Track Record of providing Business solutions to Major Industries in increasing the Market share and the details must be provided
- iii) The Applicant should not be Blacklisted/Debarred by any Firm or any Government Organizations and must certify the same.

4. BIDDING PROCEDURE:

The Agency qualifying for the above criterion shall submit the Bids in Two separate Envelopes. One Envelope shall contain duly signed and sealed Expression of Interest Copy thereby endorsing the Terms & conditions indicated. The documents in support of the Eligibility Conditions as mentioned above as per Point – 3.

Second Envelope shall contain duly filled in, Signed & Sealed Application Form enclosed at Annexure I along with all the Support Documents and the following mandatory Documents

- Company Brochure
- Audited Balance sheets of Last three years
- Certificates of Accreditations
- Certificates of Registrations with various tax authorities & Government agencies.

5. SUBMISSION OF BIDS:

The two envelopes shall be submitted in separate envelopes one clearly marked “Expression of Interest for Export Agents for Middle East – Eligibility Proposal” and the other clearly marked “Expression of Interest for Export Agents for Middle East – Support documents”. The Two envelopes should be enclosed in large cover super scribed as “Expression of Interest for Export Agents for Middle East”.

Every Sheet and all forms complete in all respect shall be signed by the person duly authorized to sign on behalf of the Agency. Any/all the Corrections made in the Offer shall be duly authenticated by the signature of the Authorized Signatory.

6. LAST DATE FOR SUBMISSION OF EOI:

The Due Date and time for Submission of the Expression of Interest is 15.09.2017 at 10:30Hr

7. MOA:

Upon the final selection of the Applicant/Applicants, Memorandum of Agreement shall be signed between MIDHANI & the Applicant/Applicants.

8. GENERAL TERMS & CONDITIONS:

- MIDHANI reserves the right to accept or reject any Application of Expression of Interest without assigning any reasons thereof.
- Final Selection of the suitable Applicant/Applicants will be at the sole discretion of MIDHANI and it shall be final
- The selected Applicant/Applicants shall comply with all Government Regulations/Guidelines & Statutory requirements in force at any period.
- Eligible bidders are advised to study all the referred Documents carefully before indicating Acceptance.
- The Applications will be summarily rejected if
 - i) It is not received in proper sealed cover with superscription mentioned as above.
 - ii) It is not in prescribed Form and not containing all required details/information/Documents.
 - iii) It is not properly signed
 - iv) It is received after the due date & time
 - v) Offer is received by Fax/Email

9. CLARIFICATION:

Clarification if any may be sought from mktg@midhani.com Stage wise evaluation process shall be posted on www.midhani.com. Requests for updating the status on evaluation will not be entertained. Duly filled in EOI Application along with the relevant documents shall be sent to the following Address

Additional General Manager(Business Development)
Mishra Dhatu Nigam Limited
Kanchanbagh (PO)
Hyderabad – 500 058
Telangana, INDIA

10. DISCLAIMER:

All the Submitted Documents will be the property of MIDHANI after submission. In case of any confidentiality, the Applicant shall clearly mark "CONFIDENTIAL" on all such Documents. MIDHANI is not bound contractually or in any other way to any Applicant for this particular Expression of Interest. MIDHANI is not liable for any Costs of compensation w.r.t the consideration of this Expression of Interest. The issue of this Document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of EOI process. The EOI invitation is not the Subject of any Agency Contract or any contractual obligations between MIDHANI and the Applicant. MIDHANI at its absolute sole discretion may prefer eliminate any part or whole of the process without giving prior notice to the Prospective Agencies.

ANNEXURE I**APPLICATION FORM**

(To be filled by the Applicant)

| SINo. | Description | Response from the Party |
|--------------|---|--|
| 1 | Name of the firm | |
| 2 | Address of the firm with website | |
| 3 | Details of contact person | (a) Name : (b) Email : (c) Tel : (d) Mob : (e) Fax : |
| 4 | How long you are in the business of Export of metals and alloys to Middle East countries. | |
| 5 | Please enclose a brief about the history of your company, capabilities& facilities, collaborators, technical manpower, marketing distributors, financial standing etc. Attach literatures/documents to support your statements wherever necessary | |
| 6 | What are the Quality accreditations of your company? Attach the copy of such certificates. | |
| 8 | Please enclose the catalogue / technical literatures / brochure of your organisation. | |
| 9 | Which year this organisation established? | |
| 10 | List the countries to which products are supplied. List the names of the customers and the numbers of the products supplied till date | |
| 11 | Is your company rated by any of the leading rating agencies (for ex. Dun and Bradstreet). If so mention the name of the rating agency and enclose the rating report by that company | |
| 12 | Is your company registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely ,PAN, VAT registration, Excise Registration, Service Tax, etc., | |
| 13 | Nature of the company : PSU/ Listed Company / Partnership Co. / Private Enterprise / Proprietorship Concern | |
| 14 | Please provide the sales turnover and PBT of your company for the last five years : | |
| 15 | Will you be able to expand your resources in marketing / demo support to MIDHANI products | |
| 16 | Will you ensure exclusive market for MIDHANI products in | |

| SINo. | Description | Response from the Party |
|-------|--|-------------------------|
| | Middle East Markets ? Enclose your plan of action for export of MIDHANI products. | |
| 17 | Any other points, that you may wish to add, which... would highlight your capabilities in support of export of MIDHANI products. | |
| 18 | Please provide copy of the Membership of the Export House you are registered with. | |
| 19 | The agencyrights to be granted are on non exclusive basis. Do you accept to work on non exclusive basis? | |
| 20 | Details ofMIDHANI products provided to your organisation are to be used for the benefit of MIDHANI only.. Nondisclosureagreement(NDA) is to be signed in this regard. | |