



**MISHRA DHATU NIGAM LIMITED**

A Government of India Enterprise, Ministry of Defence  
P.O. Kanchanbagh, Hyderabad – 500 058, Telangana, India  
Phone: 040 – 24184578, Website: [www.midhani-india.in](http://www.midhani-india.in)

Invites

**EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTORS FOR WIDE PLATE  
SEGMENT (>1500mm) AS PER MUTUALLY AGREED TERMS**

Tender Ref No : MDN/PUR/EOI/WPM/02/21-22  
Start of Tender Document : 29/09/2021  
Receipt of Tender on/before: 19/10/2021 by 10:30 Hrs  
Opening of Tender bids : 19 /10/2021 at 11:00 Hrs

**Note:**

- All Bidders need to submit the required Documents as listed in Sealed Cover on or before 19 /10/2021 by 10:30 Hrs
- Any Corrigendum to the Tender shall be published in MIDHANI website only, [www.midhani-india.in](http://www.midhani-india.in)

**List of Tender Documents:-**

S. No	Document Description
1	Invitation to Tender
2	Annexure I – Application form

## **INVITATION TO TENDER**

### **OVERVIEW:**

Mishra Dhatu Nigam Limited (MIDHANI), a Defence Public Sector company has been playing a very active role in development and manufacture of strategic materials for various sectors. MIDHANI is a unique integrated metallurgical plant located in Hyderabad, Telangana, INDIA. It has wide manufacturing facilities for manufacture of Special steels, Super alloys and Titanium alloys in various forms and sizes. Our annual turnover is about INR 815Cr (approx). More information can be found on [www.midhani-india.in](http://www.midhani-india.in)

### **1. OBJECTIVE:**

There is a potential requirement in domestic market for wider plates (>1500mm) of Super Alloys, Special Purpose steels and Titanium Alloys for various applications. A New facility is added for Manufacturing Wider Plates of Super Alloys, Titanium Alloys and Stainless Steels.

Midhani is interested to sell through distributors. In order to identify prospective buyers and to increase Midhani's market share in market, Midhani is inviting Leading Distribution agencies across various cities in India through this Expression of Interest.

### **2. ELIGIBILITY CRITERIA FOR APPLICANTS:**

The bidders intending to bid for distributorship shall fulfil the following Pre Qualification criteria:

- (a) Shall be an Organization, Trading or Consulting Firm / Company who has experience in dealing in Plates for the last 3 years. Proof of experience to be submitted.
- (b) Turnover of minimum INR 5Cr per year in last 3 years ending with FY 2020-21. Audited Profit and loss account statement to be provided as proof. In case the audited balance sheet is not available for the FY20-21, certificate from CA shall be enclosed.
- (c) The Applicant should not be Blacklisted/Debarred by any Firm or any Government Organizations and companies. Self certification to be provided.

### **3. SCOPE ÷**

Scope includes the following but not limited to

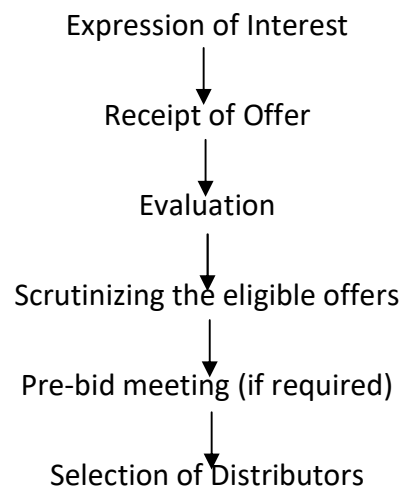
- (a) To understand Midhani's product mix and capabilities
- (b) Distributor shall service demand of identified customers/ dealers and enhance market share / reach in assigned geographical area/ cluster /product category
- (c) Market development activities, maintaining adequate sales force for arranging orders & assisting MIDHANI in brand building efforts

- (d) Extend Value added Services such as credit provision, door- step delivery for customers, cutting & packaging of MIDHANI products as required by end customer
- (e) Provide consolidated annual / half yearly / quarterly demand to Midhani for production planning & timely deliveries
- (f) To support Midhani in providing market intelligence
- (g) To co-ordinate with end users & Midhani to resolve quality issues, if any.
- (h) Other relevant works

**4. OTHER INSTRUCTIONS:**

- (a) If desired, Distributor can select one (or) more cities to market MIDHANI's wider plate.
- (b) If more than one Distributor applied for specific cities, depending on the credentials of distributor's, regions will be allotted. Midhani's decision will be final.
- (c) At the end of each financial year (ending March), progress of each distributors will be reviewed. If found unsatisfactory, their contract shall be terminated with immediate effect.
- (d) Upon selection as a Distributor, NDA to be signed followed by agreement along with the terms of reference.

**5. PROCEDURE FOR SELECTION OF AGENTS:**



**6. PERIOD OF CONTRACT:**

Period of contract shall be for 1 year. However Midhani reserves the right to extend the contract for one more year on the same terms and conditions.  
 The Distributor shall not be entitled to any compensation by reasons of such termination.

**7. SUBMISSION OF DOCUMENTS ALONG WITH EOI:**

The bidder qualifying the above Criterion shall submit the following documents

- (a) Company brochure
- (b) Certificates of Accreditations, if any
- (c) GST, PAN, TAN, etc.,
- (d) Application form as per Annexure I
- (e) Supporting documents indicating the past activities / records
- (f) Acceptance of all the tender conditions including scope of work
- (g) Documents required as per eligibility criteria

**8. SUBMISSION OF BIDS:**

To be done on or before Due date.

**9. GENERAL TERMS & CONDITIONS:**

- (a) MIDHANI reserves the right to accept or reject any Application/bid without assigning any reasons thereof.
- (b) Final Selection of the suitable Applicant/Applicants will be at the sole discretion of MIDHANI and it shall be final.
- (c) The selected Applicant/Applicants shall comply with all Government Regulations/Guidelines & Statutory requirements in force at any period in INDIA.
- (d) Eligible bidders are advised to study all the referred documents carefully before indicating Acceptance.
- (e) Validity of the offer/bid submitted should be 90 days from date of opening of bid.
- (f) Midhani reserves the right to modify the terms and conditions of this Tender and issue an amendment/corrigendum.

**10. ARBITRATION:**

Any differences among the parties, in relation to this EOI, shall be resolved amicably through negotiation. In case of PSU/Govt - Failing which, the issues / in case the differences remain unresolved, the same shall be referred for arbitration for resolution in accordance with the DPE OM dt 22.05.2018.

In case of others – any dispute / unresolved differences shall be resolved settled by arbitration in accordance iw3th the international centre for alternative dispute resolution(ICADR) arbitration rules 1996. The authority to appoint arbitrator shall be the ICADR and will provide administrative services in accordance with ICADR arbitration rules 1996. The seat of arbitration shall be India, venue Hyderabad. The proceedings shall be in English. The decision of the arbitrator shall be final and binding on the parties. The applicable law shall be Indian laws only.

## **11. JURISDICTION**

The courts at Hyderabad shall have exclusive jurisdiction over all the matters of this EOI

## **12. CLARIFICATION:**

Clarification if any may be sought from

**abdul.sadique@midhani-india.in**

Requests for updating the status on evaluation will not be entertained. Duly filled in bids along with the relevant Documents shall be sent to the following Address

**Deputy General Manager (Purchase)  
Mishra Dhatu Nigam Limited  
PO- Kanchanbagh  
Hyderabad – 500 058, Telangana, INDIA**

## **13. 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. Such information shall, in so far as is possible be given effect to subject to certain exemption indicated as but not limited to availability of the same in public domain Government/Court directives/orders etc., MIDHANI is not bound contractually or in any other way to any Applicant for this particular tender. MIDHANI is not liable for any Costs or compensation w.r.t. the consideration or non-consideration of this application in response to this Tender. The issue of this Document does not in any way commit or otherwise obliges MIDHANI to proceed with all or any part of Tendering process. The Tender 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 or abandon any part or whole of the process without giving prior notice to the Prospective Partner.

## ANNEXURE-I

## APPLICATION FORM

(To be filled by the Applicant)

Sl. No	Description	Response from the Party
1	Name of the firm	
2	Address of the firm with website	
3	Details of contact person	Name : Email : Tel : Mob : Fax :
4	How long you are in the business as Distributor?	
5	Please enclose a brief about the history of your company, capabilities & facilities, collaborators, manpower, financial standing etc. Attach literatures/documents to support your statements wherever necessary	
6	What are the Quality accreditations/Certifications of your company? Attach the Valid copy of such certificates.	
7	Please enclose the catalogue / brochure of your organisation.	
8	Which year this organisation established?	
9	List the companies in the mentioned Segment to which you have rendered services in past 3 years	
10	Is your company rated by any of the leading rating agencies (for ex. Dun and Bradstreet). or any major agency. If so mention the name of the rating agency and enclose the rating report by that company	
11	Is your company registered under the statutory requirements applicable locally? Please enclose a copy of the relevant documents, namely PAN, GST etc.,	
12	Nature of the company : PSU/ Listed Company / Partnership Co. / Private Enterprise / Proprietorship Concern	
13	Please provide the sales turnover of your company for the last five years	
14	Any other points, that you may wish to add, which would highlight your capabilities in support of products to the mentioned Segment.	
15	Do you accept all terms and conditions mentioned in this Tender notice?	
16	Details of information provided to your organisation are to be used for the benefit of MIDHANI only. Non disclosure agreement (NDA) is to be signed in this regard if any order/contract is placed. Do you accept for the same? Please specify.	

