



**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 EXPLORING BUSINESS OPPORTUNITIES FROM PARTIES FOR LEVERAGING EITHER'S COMPETENCIES AND / OR FACILITIES TO CATER TO DOMESTIC AND INTERNATIONAL MARKET ON MUTUALLY AGREED TERMS**

Tender Ref No: EOI/DEF EXPO 2022/2022-23

Start of Tender Documents: 15/10/2022

Receipt of Tender on/before: 25/10/2022 by 10:30 Hrs

Opening of Tender bids: 25/10/2022 at 11:00 Hrs

**Note:**

- All Bidders need to submit the required Documents as listed in Sealed Cover on or before 25/10/2022 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

  
के.राज कुमार / K.RAJ KUMAR  
उप महा प्रबंधक (सामग्री)  
Dy.General Manager (Materials)  
मिश्र धातु निगम लिमिटेड/Mishra Dhatu Nigam Limited  
कंचनबाग, हैदराबाद-58/Kanchanbagh, Hyd-58

## 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 \$120mn. More information can be found on [www.midhani-india.in](http://www.midhani-india.in). Further, MIDHANI has invested in several projects that are in pipeline. Few of them are 3000mm Wide Plate Mill, Skull Melting Furnace, Spring Manufacturing facilities are expected to be in operation in 2022.

### **1. OBJECTIVE:**

Strategic partnerships are becoming a vital element of a company's growth strategy. In the globalizing economy, strategic partnerships are helping business pool knowledge resources and diversify their products. It is expected that strategic partnership will help in identifying-

- a. **New Customers** – Increased market share and market access and can participate in new supplier-vendor relationships.
- b. **Extended Products** – Product diversification as a result of collaboration to gain access to the materials, knowledge or market to extend products
- c. **Access New Technologies** – Partnerships are easy way to access new technologies without expanding resources.

This EOI is to solicit interested parties in the market to respond with a plan/objective to partner with MIDHANI in specific fields of their interest align with their available technology, infrastructure etc.

MIDHANI and Selected Partner(s) will sign a MoU and that is Specific field(s) of interest for mutual business development.

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

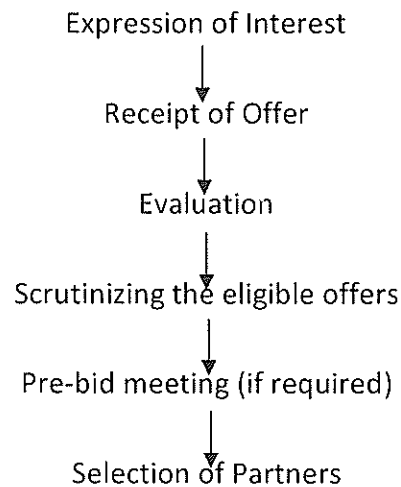
The bidders intending to bid for empanelment shall fulfil the following Pre Qualification criteria:

- (a) Shall be an Organization, Trading or Consulting Firm / Company who has Minimum 3 years experience in their respective fields. Proof of experience to be submitted.
- (b) Turnover of minimum 0.5 Million USD per year in last 3 years ending with FY 2020-21. Audited Profit and loss account statement to be provided as proof. (In

case if audited profit & loss statement is not available, certificate from CA to be enclosed). Turnover criteria is exempted for start-ups / MSMEs. However, start-ups to provide the supporting documents.

- (c) The Applicant should not be Blacklisted/Debarred by any Firm or any Government Organizations and companies and must certify the same. Self certification to be provided.

### 3. PROCEDURE FOR SELECTION OF PARTNERS:



### 4. PERIOD OF CONTRACT:

Period of contract shall be for 1 year. The period may be extended by mutual consent of the Parties, in writing on the same terms and conditions.

### 5. SIGNING OF CONTRACT:

- Memorandum of Understanding (MoU) between selected parties and Midhani shall be signed.
- The Parties shall work together on the Definitive Agreements which shall elaborate the different aspects set out in this MoU.
- The Parties shall identify and negotiate the terms of the Definitive Agreements as soon as practicably possible after execution of this MoU and shall endeavour to complete terms of the Definitive Agreement with 12 months from signing of MoU

### 6. 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

**7. SUBMISSION OF BIDS:**

Due date for submission of Expression of Interest is 25/10/2022

**8. 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 to you should be 90 days from date of opening of bid.
- (f) Midhani reserves the right to modify the terms and conditions of this EOI and issue an amendment/corrigendum.

**9. ARBITRATION:**

Any dispute(s) or difference(s) whatsoever arises under or out of or in connection with the tender notice/contract, or in respect of any defined legal relationship associated therewith or derived there from, shall be resolved/settled amicably, through mutual negotiation; failing which the differences shall be resolved by way of arbitration in accordance with the International Centre for Alternative Dispute Resolution (ICADR) Arbitration Rules 1996. The authority to appoint the arbitrator(s) shall be the International Centre for Alternative Dispute Resolution (ICADR). And will provide administrative services in accordance with ICADR Arbitration Rules 1996. The seat of arbitration shall be India. The language of the arbitration proceeding shall be English. The place of arbitration proceedings shall be Hyderabad, Telangana, India.

In case of PSU/Government organization DPE guidelines in force or as amended from time to time shall be applicable.

**10. JURISDICTION:**

This Tender shall be subject to the exclusive jurisdiction of the courts within the local limits of Hyderabad, Telangana, India.

**11. CLARIFICATION:**

Clarification if any may be sought from [varunkumar@midhani-india.in](mailto:varunkumar@midhani-india.in)

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

Dy. General Manager (I/C Purchase)

Mishra Dhatu Nigam Limited

Kanchanbagh (PO)

Hyderabad – 500 058

Telangana, INDIA

**12. 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 Partners.

**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	
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 3 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.	
17	Area of Interest with details, if required separate annexure may be attached	