



**Expression of Interest (Eoi) for Strategic-tie ups with  
Consortium Partner for RAILWAY BOARD e-tender No. 2022-ELECTDEV-  
440-2 and e-Tender No. 2022-ELECTDEV-440-5**

*Transportation Business and Systems Group*

Ref No: TBSG/HPL/001

Dated: 24<sup>th</sup> Jun2022

## **Bharat Heavy Electricals Limited**

**Invites**

### **EXPRESSION OF INTEREST**

**FOR**

**STRATEGIC TIE-UPS WITH CONSORTIUM PARTNER/S**

**FOR**

**RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2 and/or e-Tender No. 2022-ELECTDEV-  
440-5**

**FOR**

**Manufacturing and Maintenance of 1200 Nos. 9000HP and/or 800Nos. 12000HP Electric Locomotives,  
upgradation of the Government Manufacturing Units & Maintenance Depots in India**

**Issued by:**

**Bharat Heavy Electricals Limited, having registered office at**

**BHEL House, Siri Fort New Delhi-110049 and**

**also office at**

**TBSG, Industry Sector, 7th floor, Integrated Office Complex, Lodhi Road,**

**NEW DELHI-110 003, INDIA**

**(hereinafter referred to as 'BHEL')**



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**DISCLAIMER**

*All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.*

*The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Applicant(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind with any party.*

*Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy themselves that the document is complete in all respects. The information is not intended to be exhaustive. Interested Agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI document in all respects.*

*The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates will have any liability, loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Applicant. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.*

*The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.*



## 1.0 INTRODUCTION

This Expression of Interest (Eoi) seeks response from interested Party(ies)/Respondent(s) who are willing to work in consortium with BHEL for **RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2** and/or **e-Tender No. 2022-ELECTDEV-440-5** for Manufacturing and Maintenance of 1200 Nos. 9000HP and 800Nos. 12000HP Electric Locomotives, upgradation of the Government Manufacturing Units & Maintenance Depots in India as per scope listed below: -

For 9000 HP Electric Locomotives:

- i. Design, manufacture, supply, testing and commissioning of 9000 HP electric locomotives (the "Locomotives") conforming to the Specifications and Standards set forth in RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2;
- ii. Maintenance of Locomotives in accordance with the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2;
- iii. Up-gradation of available existing infrastructure/facilities and development of additional infrastructure/facilities to meet the requirement to manufacture the Locomotives at nominated site of Government Manufacturing Unit at Government Rolling Stock Workshop, Dahod, Western Railway, for manufacture, assembly and supply of Locomotives in accordance with the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2;
- iv. Up-gradation of available existing infrastructure/facilities and development of additional infrastructure/facilities to maintain the Locomotives at 4 (four) Nominated Government Maintenance Depots of Indian Railways in accordance RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2; and
- v. Any other obligations to meet the objective either implied or deemed necessary as per the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-2.

For 12000 HP Electric Locomotives:

- i. Design, manufacture, supply, testing and commissioning of 12000 HP electric locomotives (the "Locomotives") conforming to the Specifications and Standards set forth in RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5;
- ii. Maintenance of Locomotives in accordance with the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5;
- iii. Up-gradation of available existing infrastructure/facilities and development of additional infrastructure/facilities to meet the requirement to manufacture the Locomotives at nominated site of Government Manufacturing Unit, Banaras Locomotive Works (BLW), Varanasi, for manufacture, assembly and supply of Locomotives in accordance with the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5;
- iv. Up-gradation of available existing infrastructure/facilities and development of additional infrastructure/facilities to maintain the Locomotives at 4 (four) Nominated Government Maintenance Depots of Indian Railways in accordance RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5; and
- v. Any other obligations to meet the objective either implied or deemed necessary as per the RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5.



## **2.0 ABOUT BHEL**

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise, wherein Government of India is holding 63.17% of its equity. One of the largest engineering and manufacturing companies of its kind in India having a turnover of around USD 3 billion. The company is engaged in design, engineering, manufacture, construction, testing, commissioning and servicing of a wide range of products and services for the core sectors of the economy, viz. Power, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas and Defence with over 180 product offerings to meet the needs of these sectors.

Since its inception in 1964, BHEL has been the solid bedrock of evolution of India's Heavy Electrical Equipment industry. BHEL has a mammoth 20,000 MW per annum capability for manufacturing of power generation equipment. With a widespread network of 16 manufacturing facilities, 2 repair units, 4 regional offices, 8 service centres, 3 active joint ventures, 15 regional marketing centres, and current project execution at more than 150 project sites across India and abroad, BHEL manufactures a wide range of high quality & reliable products adhering to national and international standards.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 185 GW. BHEL's equipment that account for about 60% of the country's total generation from thermal utility sets (coal based), stand a testimony to its valuable contribution towards nation building. BHEL's global competitiveness has established its footprint in all the inhabited continents with references in 83 countries.

The high level of quality & reliability of BHEL products is a testimony to its adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world including General Electric, Siemens AG, Mitsubishi Heavy Industries Ltd. etc., together with technologies developed in its own R&D centres. BHEL invests more than 2.5% of turnover on R&D and innovation.

BHEL has been designing and manufacturing rolling stock for rail and urban transportation. BHEL has also been manufacturing Motors, Power electronics and Controllers for various transportation applications at its various factories.

In transportation sector, BHEL is into the manufacture of complete electric and diesel electric locomotives and electrical assemblies/components including traction motors, traction transformers, power & auxiliary converters and controls, gear wheels etc. We are a regular supplier of propulsion equipment of ACEMU/MEMU. India's first air-conditioned ACEMU train operational in Mumbai is equipped with BHEL's electrics and propulsion system.

At our Jhansi plant, we manufacture complete Electric Locomotives upto 6000 HP rating for mainline application of Indian Railways, Diesel Electric Locomotives from 350 HP to 3250 BHP rating. Till date, we have supplied cumulatively more than 800 nos. of main line electric locomotives to Indian Railways and diesel electric locomotives for shunting operations to various industries.

Our Jhansi plant have an installed capacity of 75 nos. locomotives per year. At Jhansi, we have state-of-the-art facilities for manufacturing, fabrication and testing of bogies, loco shells, under frames and other mechanical components of locomotives. We have recently developed India's first state-of-the-art WAG7 Electric Locomotive with regenerative capabilities. We have also developed India's first Traction Motor for 9000HP Electric Locomotives.

Among electrical propulsion equipment, we manufacture and supply traction motors, traction transformers, power converters(IGBT) & controls, auxiliary converters(IGBT) and vehicle control units for electric locomotives, diesel electric locomotives, EMUs, DEMUs & and metros trains of Indian Railways. Our current manufacturing range includes complete solution for ACEMU/MEMU, IGBT based 3-phase drive equipment upto 9000HP rating. BHEL has also been in the forefront of



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providing maintenance and spares/replacement support to Indian Railways for their locomotive fleet. We have full-fledged service department located at major centres in the country.

We are establishing state-of-the-art design, engineering and manufacturing facility at BHEL, which is presently under progress at Bhopal Unit. The upcoming facilities shall be able to cater requirement of Stainless Steel Coaches for EMUs for urban transportation and Trainsets for semi high-speed Rail transportation.

**More details about the entire range of BHEL's products and operations can be obtained by visiting our web site [www.bhel.com](http://www.bhel.com).**



### 3.0 PURPOSE

- 3.1 The Ministry of Railways' Railway Board is engaged in the development of Indian railways and as part of this endeavor, they have invited separate bids for Manufacturing and Maintenance of i) 1200 Nos. 9000HP Electric Locomotives and ii) 800Nos. 12000HP Electric Locomotives, upgradation of the Government Manufacturing Units & Maintenance Depots in India.
- 3.2 Railway Board's tender is for Manufacturing and Maintenance of 1200 Nos. 9000HP Electric Locomotives and 800Nos. 12000HP Electric Locomotives, upgradation of the Government Manufacturing Units & Maintenance Depots in India. The selected parties shall manufacture 1200 nos. 9000HP Electric Locomotives equipped with IGBT based propulsion system, at Government Rolling Stock Workshop, Dahod, Western Railway whereas 800Nos. 12000HP Electric Locomotives equipped with IGBT based propulsion system shall have to be manufactured at Banaras Locomotive Works, Varanasi, and supply the same over a period of about 11 years (9000HP) and 10 years (12000HP) and undertake comprehensive maintenance thereof for a period of about 35 years.
- 3.3 The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested Party/Parties who are eligible to be the lead bidder as per Railway Board's tender/s and are willing to work in consortium as Lead Member with BHEL for RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 for Manufacturing and Maintenance of 1200 Nos. 9000HP Electric Locomotives and/or RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5 for Manufacturing and/ or Maintenance of 800Nos. 12000HP Electric Locomotives, upgradation of the Government Manufacturing Units & Maintenance Depots in India.
- 3.4 As per the requirements of the Railway Board tenders, the Lead Member of the Consortium (including its Associates) shall have designed, produced railway locomotives of 4,000 horsepower or higher and manufactured the same employing IGBT based Propulsion System from self or other entity.
- 3.5 For reference and further details, complete tender document can be downloaded from INDIAN RAILWAY's e-procurement website IREPS. Respondents are encouraged to go through RAILWAY BOARD's referred tender document to understand the requirement of Govt. This EOI is further governed by the corrigendum or addendum to RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 for Manufacturing and Maintenance of 1200 Nos. 9000HP Electric Locomotives and RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5 for Manufacturing and/ or Maintenance of 800Nos. 12000HP Electric Locomotives. Applicants are requested to visit Railway Board IREPS website regularly to get any update on any corrigendum/pre-bid clarifications in detail.
- 3.6 BHEL can enter into Strategic tie-ups and finalize partnership with one or more respondents depending upon the nature of response received. Further, any strategic tie-up and finalization of partnerships shall be held based on detailed discussions on techno-commercial matters and other terms with prospective applicants.
- 3.7 In the next stage, BHEL shall enter into MoU (Exclusive for the tender) with the finalized partner(s). Subsequently, BHEL would sign the Consortium Agreement in line with the tender guidelines. Also the selected party/parties, after entering into a mutually exclusive agreement with BHEL, cannot quote directly or enter into any kind of joint arrangement with any other party for this tender, in line with Bid documents of RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 and RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5.



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*Transportation Business and Systems Group*

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- 3.8 It is envisaged that BHEL along with the consortium partner(s) shall jointly work towards preparation and submission of bid against this tender and shall jointly execute the works after award of contract.
- 3.9 The project cash flow sharing, terms of payment, schedule of payments and other financial obligations among BHEL and party/parties shall be in line with specific terms of the Consortium Agreement at a later stage, in line with RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 and RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5.





#### 4.0 INSTRUCTION TO RESPONDENTS/APPLICANTS:

4.1 **Interested party may respond this EOI as per Annexure -1** (along with supporting documents for criteria as applicable) by Post / e-mail so as to reach us on or before 8<sup>th</sup> July 2022 at the following address:

Addl. General Manager - TBSG  
Bharat Heavy Electricals Limited  
Industry sector  
Integrated Office Complex,  
Lodhi Road-New Delhi -110003,  
**India.**  
Email: [pramodk@bhel.in](mailto:pramodk@bhel.in); [ani@bhel.in](mailto:ani@bhel.in),  
Phone: +91 11 41793 338 / 433;  
Mobile: +91-9871800410 / +91-9810911884

- 4.2 The details submitted by the respondent(s) shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Such clarifications/additional information must be provided within 2 days of BHEL request.
- 4.3 The EOI process involves seeking willingness of interested party/parties and selecting party/parties amongst all who make an application in response to this EOI.
- 4.4 Selection of Consortium member would be done as per Broad Scope mentioned in the subject tender based on evaluation as per Annexure-2.
- 4.5 Any applicant from a country which shares a land border with India will be eligible to participate in this EOI only if the applicant is registered with the Competent Authority as mentioned in the Office Memorandum of Ministry of Finance(GoI), DoE F No.6/18/2019-PPD dtd 23.07.2020 the extant Government rules and orders.
- 4.6 Any applicant barred by the Central/ State Government, or any entity controlled by it, from participating in any project, will not be eligible to participate in this EOI.
- 4.7 Any request for further information or clarification on the EOI document may be submitted to above address within 07 days from date of issue of EOI.
- 4.8 Response to EOI is to be submitted in English only. Supporting documents, as required, should also be in English language. In case, documents are available in languages other than English, the Applicant shall necessarily provide duly authenticated translated version of the same in English.
- 4.9 Duly authorized representative of the respondent(s) shall sign on each page of the document. Response to EOI should be prepared in such a way so as to provide a straight forward, concise description of respondent's capabilities.
- 4.10 Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any response and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 4.11 BHEL reserves the right to verify all statements, information and documents submitted by the respondent(s) in response to the EOI. Any such verification or lack of such verification by





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BHEL shall not relieve the respondent of his obligations or liabilities hereunder nor will it affect any rights of BHEL.

- 4.12 The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.
- 4.13 All costs incurred for participation in the EOI shall be borne by the respondent(s).
- 4.14 Applicant may be a natural person, private entity, government-owned entity with a formal intent to enter into an agreement to form a Consortium.



Annexure B

**EXPRESSION OF INTEREST LETTER**

(To be submitted on the letter head of the party submitting the EOI)

To,

The Addl. General Manager  
Transportation Business & Systems Group,  
Bharat Heavy Electricals Limited – Industry Sector  
Integrated Office Complex-Lodhi Road,  
New Delhi-110 003

Subject: EOI for STRATEGIC TIE-UPS WITH CONSORTIUM PARTNER FOR RAILWAY BOARD  
RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 for 9000HP Electric Locomotives and/ or  
RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5 for 12000HP Electric Locomotives

With reference to your EOI document dated 24<sup>th</sup> Jun'2022, we have examined the EOI document and understood its contents and hereby submit our Application for consortium partnership with BHEL for the aforesaid project.

1. We acknowledge that BHEL will be relying on the information provided in the Application and the documents accompanying such Application for pre-qualification of the Applicants for the aforesaid project, and we certify that all information provided in the Application and in Annexure I to II is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.
2. We confirm to make available to BHEL, within the stipulated time, any additional information it may find necessary or require to supplement or authenticate the pre-qualification statement.
3. We confirm that we meet the Qualification requirement/s mentioned for the Lead Member of the consortium in Railway Board's subject e-tender(s).
4. We certify that the technology and design for the projects for which experience is claimed is our own (including Associate as defined in e-tender/s) technology.
5. We agree and undertake to abide by all the terms and conditions of the EOI document.

In witness thereof, I/ we submit this application under and in accordance with the terms of the EOI document.

Yours faithfully,

(Signature, name and designation of the Authorised Signatory

Name and seal of the Applicant)

Date:

Place:



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**Annexure-1**

**Information to be submitted by Applicant**

1. Name of the Company:
2. Legal status of the Company:
3. Brief description of the Company including details of its business groups/subsidiaries/affiliates:
4. Date of Incorporation:
5. Full address including Telephone / Mobile nos. / Fax nos./Email ID:  
Registered Office:  
Head Office:  
Address for communication:  
Contact Details:  
Office Address in India, if any:
6. PAN & GST No.:
7. Documents to be enclosed:
  - i. Filled up Annexure -2 along with all applicable documents considered relevant to meet and support evaluation criteria indicated in Applicant's Response Column of Annexure 2.
  - ii. Copies of Audited profit and loss account and balance sheet for last 5 years.

(Sign & Company Seal)  
Authorized signatory



**Annexure-2**

**Table-1**

<b>Criteria</b>		<b>Applicant's Response</b>	
<b>Technical Criteria</b>		<b>Meeting the criteria</b> Yes / No*	<b>Documentary evidence:</b> <i>Enclosed / To be submitted later</i>
<b>1.0</b>	<b>Locomotive Design and Manufacturing Capabilities</b>		
1.1	The Applicant (including its Associates) shall have designed, produced railway locomotives/ Train Sets of 4,000 horsepower or higher and manufactured the same employing its own IGBT based Propulsion System or from other entity as part of Eligible Projects. The Applicant who has procured the design from a third party (not being an Associate) shall not be eligible hereunder.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.2	The Applicant (including its Associates) shall have executed at least one Eligible Project in any other 1 (one) country.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.3	Technical Capacity: For demonstrating technical capacity and experience (the "Technical Capacity"), the Applicant shall, over the past 7 (seven) financial years preceding the Bid Due Date, have: i. Designed, produced and supplied the railway locomotives, employing Propulsion Systems comprising Eligible Projects; and/ or ii. Designed, produced and supplied the Train Sets, employing Propulsion Systems, comprising Eligible Projects; such that the total horse power of the above supplies exceeds 1,800,000 (one million and eight hundred thousand) horse power (i.e. the " <b>Threshold Technical Capacity</b> ") for the case in which the Applicant has designed, produced and supplied the railway locomotives/Train Sets employing Propulsion Systems comprising Eligible Projects. Procedure to calculate the Threshold Technical Capacity is described below in Note at page no 14.	Yes <input type="checkbox"/> No <input type="checkbox"/>	



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<b>Criteria</b>		<b>Applicant's Response</b>	
<b>Technical Criteria</b>		<b>Meeting the criteria</b> Yes / No*	<b>Documentary evidence:</b> <i>Enclosed / To be submitted later</i>
1.4	Provided that at least one third of the Threshold Technical Capacity shall be from Eligible Projects which were supplied at least 4 (four) years prior to the Bid Due Date. Provided further that the Threshold Technical Capacity shall include at-least 10 (ten) railway locomotives from Eligible Projects in Category 1 specified in ' <b>Notes</b> ' below. In case of Eligible Projects where part supplies of railway locomotives/Train Sets were made prior to the aforesaid period of 7 (seven) financial years preceding the Bid Due Date and balance supplies were made in the aforesaid period, only those railway locomotives/ Train Sets which were supplied in the aforesaid period of 7 (seven) financial years preceding the Bid Due Date shall be considered for computation of Eligible Projects hereunder.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.5	The applicant agrees to be the Lead Bidder in the consortium with BHEL for the tender.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.6	For a project to qualify as an Eligible Project under Categories 1, 2, 3 and 4, the Applicant should have produced the railway locomotives/Train Sets employing IGBT based Propulsion System	Yes <input type="checkbox"/> No <input type="checkbox"/>	
2	Willingness to be the Lead Bidder in the Consortium along with BHEL as partner in RAILWAY BOARD e-tender No. 2022-ELECTDEV-440-2 for 9000HP Electric Locomotives	Yes <input type="checkbox"/> No <input type="checkbox"/>	
3	Willingness to be the Lead Bidder in the Consortium along with BHEL as partner in RAILWAY BOARD e-Tender No. 2022-ELECTDEV-440-5 for 12000HP Electric Locomotives	Yes <input type="checkbox"/> No <input type="checkbox"/>	
4	The net worth of applicant is positive at the end of last Financial Year		

\*Note: Eligible Projects - the following categories of experience would qualify as Technical Capacity and eligible experience (the "Eligible Experience") in relation to eligible projects:

**Category 1:**

Supply of 5 (five) railway locomotives of at least 6,000 (six thousand) horse power each, employing IGBT based technology, to a single purchaser; and/or



Supply of only IGBT based propulsion system for 5 (five) railway locomotives of at least 6000 (six thousand) horse power each, to a single purchaser.

**Category 2:**

Supply of 2 (two) Train Sets of at least 6,000 (six thousand) horse power each, employing IGBT based technology, to a single purchaser; and/or

Supply of only IGBT based propulsion system for 2 (two) Train Sets of at least 6000 (six thousand) horse power each, to a single purchaser.

**Category 3:**

Supply of 5 (five) railway locomotives of at least 4,000 (four thousand) horse power each, employing IGBT based technology, to a single purchaser; and/or

Supply of only IGBT based propulsion system for 5 (five) railway locomotives of at least 4000 (four thousand) horse power each, to a single purchaser

**Category 4:**

Supply of 2 (two) Train Sets of at least 4,000 (four thousand) horse power each, employing IGBT based technology, to a single purchaser; and/or

Supply of only IGBT based propulsion system for 2 (two) Train Sets of at least 4000 (four thousand) horse power each, to a single purchaser.

Applicant's experience shall be measured and stated in terms of a score (the "Experience Score"). The Experience Score shall be computed as one point for each railway locomotive or Train Set included in an Eligible Project and then multiplied by the applicable factor below. The Experience Score shall be accounted only for supply of railway locomotives/Train Sets and shall not be accounted for Supply of IGBT based propulsion system. In case the Bidder has experience across different categories, the score for each category would be computed as above and then aggregated to arrive at its Experience Score.

Categories	Factor
Category 1	1.25
Category 2	1.00
Category 3	0.75
Category 4	0.25

The Experience Score determined in respect of an Eligible Project situated in a developed country which is a member of OECD shall be further multiplied by a factor of 0.5 (zero point five) and the product thereof shall be the Experience Score for such Eligible Project

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