

भारत सरकार Government of India  
रेल मंत्रालय Ministry of Railways  
रेलवे बोर्ड (Railway Board)

No. 2023/RS(G)/779/4 (E3423823)

नई दिल्ली New Delhi Dated: 12.08.2024

The General Managers, All Indian Railways/PUs, NF(C), CORE  
DG/RDSO/Lucknow, NAIR/Vadodara,  
PCAO, PLW/Patiala, COFMOW  
CAO, WPO/Patna, RWP/ Bela.

**Sub.: Eligibility criteria for turnkey contracts for furnishing of coaches**

**Ref:** Railway Board's letter No. 2023/RS(G)/779/4(E3423823) dated 19.06.2023.

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Vide letter under reference, Railway Board had issued instructions on Eligibility Criteria for Turnkey Contracts for furnishing of AC and Non-AC Railway passenger coaches, with or without supply of items, to be followed by three coaching PUs and ZRs.

2. The matter has further been examined in this office and **Revised Eligibility Criteria** for Turnkey Contracts for furnishing of AC and Non-AC Railway passenger coaches, with or without supply of items, to be followed by three coaching PUs and ZRs, is at **Annexure-A**. This circular supersedes earlier circular dated 19.06.2023 on the subject.

This is issued with the approval of MTRS.

Encl: As above

  
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All AMs, PEDs & Executive Directors of Railway Board

**Annexure A to Railway Board's letter No. 2023/RS(G)/779/4 dated 12.08.2024.**

**A. Eligibility for bulk/regular orders**

**1. Technical Eligibility**

**1.1 Requisite Quality Certifications**

The bidder shall have ISO 9001:2015 Certification valid as on date of bid closing. Copies of the Certification shall be provided.

**1.2 Proven Capability and Capacity**

- i. Bidder shall have successfully completed turnkey furnishing of either 20 % of the tendered quantity or 25 nos of Air Conditioned railway passenger coaches, whichever is lower, of gauge 610 mm and above with axle load of 5 tonnes and above for any public passenger railways of the world, in a single order within a period of previous three financial years and current financial year as on the date of bid closing.

Turnkey means single work including Paneling, Seat/Chair or Berths., AC ducting, Roofing, Flooring (i.e. Installation and Commissioning of Sound insulation board or Compreg board flooring or PVC flooring or Chequered sheet flooring.), Toilets and Electrical works (installation and commissioning of complete electrical wiring of coach OR installation and commissioning of all electrical fittings in the coach) on the stipulated coaches.

- ii. Successful completion shall mean completion of work as per the contract scope including quality checks. In case of Indian Railway, completion certificate by executive department of purchasing unit and in case of entities other than Indian Railway, certificate from purchaser shall be considered for successful completion.

**NOTE:**

If scope of the tender does not include any of the above activities (i.e. Paneling, Seat/Chair or Berths., AC ducting, Roofing, Flooring (i.e. Installation and Commissioning of Sound insulation board or Compreg board flooring or PVC flooring or Chequered sheet flooring.), Toilets and Electrical works (installation and commissioning of complete electrical wiring of coach OR installation and commissioning of all electrical fittings in the coach) on the stipulated coaches), those activities should be removed from the eligibility by the concerned contracting unit.

**2. Financial Eligibility**

- i. Firm's total gross revenue/turnover within a period of previous three Financial Years preceding the bid closing date must be minimum 100 % of the estimated tender value.
- ii. Copies of Audited Profit and Loss account and balance sheet should be provided. Where the same is not available for the latest financial year,



certificate of statutory Auditor stating that the same is not available should be enclosed. In such case, the bidder shall provide audited profit and loss account and balance sheet for 3 years preceeding the year for which the audited annual report is not being provided. These financial statements must be certified by a chartered accountant or any statutory auditor.

**3. Electrical Contractor License:** (This clause shall be included wherever applicable)

The bidder shall undertake in the bid to submit a valid class "A" Electrical contractor's License as applicable from the concerned statutory authority before start of execution of the work.

**OR**

The bidder shall provide an undertaking in the bid to submit a formal agreement with suitable Sub contractor, holding a valid class A" Electrical contractor's license as applicable from the concerned statutory authority, for executing electrical portion of work. The bidder shall submit a formal agreement duly notarized, legally enforceable in the court of law, between the bidder and sub-contractor for the Electrical component of work proposed to be executed by the sub-contractor, before start of execution of work

**4. Performance**

Out of the turnkey furnishing completed by the bidders during the last 5 financial years preceding the bid closing date, at least 10 coaches must be in successful operation for minimum 02 years after commissioning ending 30 days prior to bid closing date. The certificate for successful operation will be submitted from User Railway (in case of Indian Railway, the certificate shall be submitted from Head of Quality Unit of the contracting Production Unit).

**B. Eligibility for developmental orders**

**1. Technical Eligibility**

**1.1 Proven Capability and Capacity**

- i. Furnishing/building of at least 25 passenger transport vehicles (capacity more than 10 passengers) for rail/road/water/air ways on turnkey basis within a period of previous three financial years and current financial year as on the date of bid closing.

Turnkey means single work including Paneling, Seat/Chair or Berths., AC ducting, Roofing, Flooring (i.e. Installation and Commissioning of Sound insulation board or Compreg board flooring or PVC flooring or Chequered sheet flooring.), Toilets and Electrical works (installation and commissioning of complete electrical wiring of vehicle OR installation and commissioning of all electrical fittings in the vehicle) on the stipulated vehicles.

**NOTE:**

If scope of the tender does not include any of the above activities (i.e. Paneling, Seat/Chair or Berths., AC ducting, Roofing, Flooring (i.e. Installation and Commissioning of Sound insulation board or Compreg board flooring or PVC flooring or Chequered sheet flooring.), Toilets and Electrical works (installation and commissioning of complete electrical wiring of vehicle OR installation and commissioning of all electrical fittings in the vehicle) on the stipulated vehicles), those activities should be removed from the eligibility by the concerned contracting unit.

## **2. Financial Eligibility**

- i. Firm's total gross revenue/turnover within a period of previous three Financial Years preceding the bid closing date must be minimum 20 % of the estimated tender value.
  - ii. Copies of Audited Profit and Loss account and balance sheet should be provided. Where the same is not available for the latest financial year, certificate of statutory Auditor stating that the same is not available should be enclosed. In such case, the bidder shall provide audited profit and loss account and balance sheet for 3 years preceding the year for which the audited annual report is not being provided. These financial statements must be certified by a chartered accountant or any statutory auditor.
3. Clauses on Requisite Quality Certification and Electrical Contractor License, applicable for bulk/regular orders, shall also be applicable.

## **C. Eligibility for Trial orders**

### **1. Technical Eligibility**

Trial order upto 5% of the NPQ subject to a maximum of 25 coaches may be given to firms who satisfy either of the following eligibility criteria:

- i. Firm who have successfully carried out supply and installation activities of any one of the following items on minimum 25 passenger transport vehicles (capacity more than 10 passengers) for rail/road/water/air ways within a period of previous three financial years and current financial year as on the date of bid closing:
  - a. Paneling
  - b. Seat/Chair or Berths
  - c. AC ducting
  - d. Roofing
  - e. Flooring (i.e. Installation and Commissioning of Sound insulation board or Compreg board flooring or PVC flooring or Chequered sheet flooring.)
  - f. Toilets



- g. Electrical works (installation and commissioning of complete electrical wiring of vehicle OR installation and commissioning of all electrical fittings in the vehicle) on the stipulated vehicles),

**OR**

- ii. Firms who have successfully supplied any one of the following items for 400 coach sets on Indian Railway during the last three financial years and current Financial Year as on date of bid closing:
  - a. Seats/Berth or Chairs;
  - b. FRP Ceiling panel or FRP Sidewall panel
  - c. AC Ducting
  - d. FRP Lavatory Module
  - e. Honeycomb partition frame

## **2. Financial Eligibility**

- i. Firm's total gross revenue/turnover within a period of previous three Financial Years preceding the bid closing date must be minimum 20 % of the estimated tender value.
- ii. Copies of Audited Profit and Loss account and balance sheet should be provided. Where the same is not available for the latest financial year, certificate of statutory Auditor stating that the same is not available should be enclosed. In such case, the bidder shall provide audited profit and loss account and balance sheet for 3 years preceding the year for which the audited annual report is not being provided. These financial statements must be certified by a chartered accountant or any statutory auditor.

## **3. Clauses on Requisite Quality Certification and Electrical Contractor License, applicable for bulk/regular orders, shall also be applicable.**

- D.** Documents to establish eligibility should be submitted by bidder along with the bid.
- E.** For Turnkey Contracts for furnishing of Non-AC Railway passenger coaches, experience of non- AC coaches shall also be considered in above criteria.

## **F. Joint Venture/ Consortium**

Joint Venture/ Consortium (JV; for clarity it is reiterated that the term JV includes consortium) is permitted to participate in tenders for turnkey contracts. A JV shall be eligible for an order (bulk, developmental or trial) as per the level of eligibility criteria satisfied by it. The eligibility criteria, wherever indicated below in percentages, shall be taken as percentage of the eligibility criteria for bulk or developmental or trial order.

- i. Technical Eligibility Criteria:
  - a. The technical eligibility shall be satisfied by the JV in its own name & style. The JV in its own name and style should have requisite quality certifications.
- or**
- b. JV should jointly satisfy the technical eligibility criteria. Lead member of the

JV should satisfy atleast 60% of the technical eligibility criteria. Other (non-lead) members of the JV shall meet the criteria of atleast trial order.

Note: Turnkey contract experience of a Member in an earlier JV shall be reckoned only to the extent of the concerned member's share in that JV.

ii. Financial Eligibility Criteria:

The JV shall satisfy the requirement of financial eligibility.

The arithmetic sum of individual member's gross revenue/ turnover for all the members shall be taken towards financial eligibility of JV.

iii. Electrical contractor License requirement:

Atleast one of the JV member, who shall be executing the electrical component of the contract, shall have requisite license.

iv. Performance (only for bulk/ regular order).

The arithmetic sum of individual "performance" of all the members shall be taken as JV's "performance" to satisfy this requirement.

Note: Performance by a member in an earlier JV shall be reckoned only to the extent of the concerned member's share in that JV.

v. Eligibility for a JV to participate in the tender:

a. The JV shall not have more than three members.

b. Lead member shall be an Indian entity and shall have more than 51% participation in the JV.

c. The lead member shall execute at least 51% of work (in monetary value terms).

d. No member of the JV shall have less than 20% participation in the JV.

e. A member of JV shall not be permitted to participate either in individual capacity or as a member of another JV in the same tender.

f. The constitution of the JV shall not normally be allowed to be modified after submission of the bid by the JV, except when modification becomes inevitable due to succession laws etc., provided further that there is no change in qualification of minimum eligibility criteria by JV after change of composition. However, the Lead Member shall continue to be the Lead Member of the JV. Failure to observe this requirement would render the offer invalid.

**NOTE: The PU/ ZR shall build in necessary safeguards, especially related to JV, in the tender conditions.**

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