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

Sub.: Registration of bidders from land border countries: Rule 144(xi) of GFR.
ii. DPIIT OM no. P-45021/184/2020-PP(BE-II)(E-46352) dated 21/10/2020.
iii. Railway Board letter No. 2020/RS(L)/709/2 (CRRC) dated 01/10/2020.

1.0 Railway Board vide letter at ref. i. provided a format for Railway Units to assess and submit the
demand/ supply scenario of the items for which the applications for registration, from vendors having
beneficial ownership in countries sharing land borders with India, are received.

2.0 Department for Promotion of Industry and Internal Trade, Ministry of Commerce and Industry (DPIIT),
vide OM (ref. ii) sought additional information on the applications. Consequently, Railway Board sought
the information form Railway Units, vide letters ref. iii and iv, for the two applications which had been
received till then.

3.0 DPIIT, vide OM (ref. v) has sought additional inputs on the applications.

4.0 Railway Units are, therefore, requested to provide the information as per format provided in Annexure I
and Annexure-II, whenever the comments of the Railway Unit are sought on request for registration by
a vendor. In case any case specific information is sought on a particular case, the same may be
provided in addition to the information called vide this letter.

5.0 Information in the required format, for applications already forwarded to Railway Units (M/s BYD India
Pvt. Ltd. and M/s CRRC Pioneer Electric India Pvt. Ltd.), also needs to be provided by all Railway
Units.

6.0 The information shall be provided both in pdf and word file formats on email id drsic@rb.railnet.gov.in.

This is issued with the approval of competent authority.

KANWALPREET
(Director Railway Stores/IC
Railway Board)

LIST FOR DISTRIBUTION

Directors of all CTIs,
CMDs /MDs of all Railway PSUs/ autonomous bodies/ societies,
PCMMs, PCEs, PFAs, PCMEs, PCEEs, PCSTEs, All Indian Railways & PUs, COFMOW, CORE, WPO/Patna and
RWP/Bela
Sr. Prof. (Material Management), NAIR, Vadodara, Executive Director (Stores), RDSO, Lucknow
Chief Commissioner, Railway Safety, Lucknow
Zonal Railway Training Institute, Sukadia Circle, Udaipur
Copy to: Genl. Secy., AIRF, & NFIR, Rail Bhavan; Secy. Genl., IRPOF, FROA, AIRPOA, Rail Bhavan.
Copy to: PSOs/Sr. PPSSs / PPSSs / PSSs to :
MR, MoS(R)
CRB&CEO, M(TRS), M(Infra.), M(OBD), M(F), SECY., DG (RHS), DG (RPF), DG(HR)
All AMs, PEDs & Executive Directors of Railway Board
Annexure I

Analysis of Demand/Supply scenario of items for which vendor has requested for registration.

<table>
<thead>
<tr>
<th>Information sought</th>
<th>Railways comments/information/details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Whether the Railway Unit is a consumer of goods/services/works provided by the applicant? If so, the details of the contracts placed during last five Financial years (including contracts under execution), performance of vendor including warranty obligations, any outstanding dispute, etc. In this regard specific reference to be made to the past performance indicated by the applicant in the application.</td>
<td></td>
</tr>
<tr>
<td>2. Provide demand/supply scenario for the items, for which registration have been sought, as also the necessity for such registration along with all related inputs.</td>
<td></td>
</tr>
<tr>
<td>3. What shall be the consequences, including financial and supply chain aspects, if the vendor is refused grant of registration? The comments can be item specific, i.e. in case the applicant supplies (or proposes to supply) many goods/services/works, consequences of refusal in each item or category of items may be given. Since registration can be granted for some items and denied for other, the information sought shall help in deciding category for recommending registration.</td>
<td></td>
</tr>
<tr>
<td>4. Any case of fraud or submission of false or forged documents, by the applicant or Indian agent acting on behalf of the applicant shall be highlighted.</td>
<td></td>
</tr>
<tr>
<td>5. Recommendation of the application with reasons.</td>
<td></td>
</tr>
<tr>
<td>6. Any other relevant information</td>
<td></td>
</tr>
</tbody>
</table>
# Annexure II

Comments of Railway Unit on following aspects relating to application for registration

<table>
<thead>
<tr>
<th>Information sought</th>
<th>Railways comments/information/details</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. If bidders, having beneficial ownership in countries which share land border with India, have been perpetually bagging the contracts for the items for which registration is being sought, the approximate percentage of cost difference between such bidders with the next best alternative?</td>
<td></td>
</tr>
<tr>
<td>b. Can the cost difference, referred in sub para (a) above, be offset in long term?</td>
<td></td>
</tr>
<tr>
<td>c. Is the next best foreign alternate willing to invest and ‘Make in India’?</td>
<td></td>
</tr>
<tr>
<td>d. Technology gap between the bidders having beneficial ownership in countries which share land border with India and other alternative(s)?</td>
<td></td>
</tr>
<tr>
<td>e. Market access to Indian Companies in countries sharing land border with India in the concerned sector.</td>
<td></td>
</tr>
<tr>
<td>f. Impact on pricing of related commodities/products produced locally because of participation of bidders having beneficial ownership in countries which share land border with India.</td>
<td></td>
</tr>
<tr>
<td>g. In case of product related registration, whether the product is allowed to be sold in the country of origin; what quality standard/certificate issued by relevant national authorities does the product have; what is the procedure/approval/registration which is required to be obtained before the product is sold in the country of origin.</td>
<td></td>
</tr>
<tr>
<td>h. Feedback/ experience of various procuring agencies in terms of installation, after sales services etc.</td>
<td></td>
</tr>
<tr>
<td>i. Whether the operation of bidder in other countries has come to adverse notice within that country?</td>
<td></td>
</tr>
<tr>
<td>j. Possible security threat from emergent technology.</td>
<td></td>
</tr>
</tbody>
</table>
OFFICE MEMORANDUM

Subject: Examination of applications for registration in terms of Department of Expenditure Order (Public Procurement No. 1) issued vide No. F.No.6/18/2019-PPD dated 23rd July, 2020 under Rule 144 (xi) GFR, 2017 – regarding.

The undersigned is directed to refer the applications forwarded so far to Nodal Ministry/concerned organization for purpose of its examination in terms of DoE Order dated 23.07.2020 and state that while providing demand/ supply scenario for the items for which registration have been sought, comments/inputs on the following points may be provided to this Department:

a. If bidders, having beneficial ownership in countries which share land border with India, have been perpetually bagging the contracts for the items for which registration is being sought, the approximate percentage of cost difference between such bidders with the next best alternative?
b. Can the cost difference, referred in sub para (a) above, be offset in long term?
c. Is the next best foreign alternate willing to invest and ‘Make in India’?
d. Technology gap between the bidders having beneficial ownership in countries which share land border with India and other alternative(s)?
e. Market access to Indian Companies in countries sharing land border with India in the concerned sector.
f. Impact on pricing of related commodities/products produced locally because of participation of bidders having beneficial ownership in countries which share land border with India.
g. In case of product related registration, whether the product is allowed to be sold in the country of origin; what quality standard/certificate issued by relevant national authorities does the product have; what is the procedure/approval/registration which is required to be obtained before the product is sold in the country of origin.
h. Feedback/ experience of various procuring agencies in terms of installation, after sales services etc.
i. Whether the operation of bidder in other countries has come to adverse notice within that country?
j. Possible security threat from emergent technology.

The aforesaid details may please be provided in pdf and MS Word formats.

2. This OM supersede the earlier instructions issued on the subject vide this Office OM of even number dated 29.09.2020, copy enclosed.

3. This issues with the approval of competent authority.

Encl: As above

(D.V.S.P. Varma)
Under Secretary to Govt. of India
Email: dvsp.varma@nic.in

To

1. Secretary, Ministry of Health & Family Welfare, Medical Device & Diagnostic Division Email: secyhfw@nic.in [Kind Attn: Shri Rajesh Bhushan]
2. DG, CSIR cum Secretary, Department of Scientific and Industrial Research Email: dgcsir@csir.res.in [Kind Attn: Dr. Shekhar C Mande]
3. Secretary, Ministry of Coal, Email: secy.moc@nic.in [Kind Attn: Shri Anil Kumar Jain]
4. Executive Director, Railway Board, Rail Bhawan Email: edrsg@rb.railnet@gov.in [Kind Attn: Shri M.K. Gupta]
5. Additional Secretary, Ministry of Steel, Email: rasikachaube@nic.in [Kind Attn: Ms. Rasika Chaube]
6. Joint Secretary, Ministry of Home Affairs, Email: jsp2@mha.gov.in [Kind Attn: Shri Sudhesh Kumar Sahai]
7. Joint Secretary, Department of Heavy Industries, Email: jssl-dhi@gov.in [Kind Attn: Ms. Sukriti Lekhi]
8. OSD (UT), Ministry of Housing & Urban Affairs, Email: osdut-moud@nic.in [Kind Attn: Shri Jaideep]
9. Chief Engineer (R&D Division), Ministry of Power, Email: cerndcea@gmail.com, [Kind Attn: Shri Ashok Kumar Rajput]
10. Joint Secretary, Ministry of Petroleum and Natural Gas, Email: rohit.mathur@nic.in [Kind Attn: Shri Rohit Mathur]
11. Joint Secretary, Ministry of New and Renewable Energy, Email: amitesh.ks@gov.in [Kind Attn: Shri Amitesh Kr. Sinha]
12. Joint Secretary, Ministry of Power Email: tanmay.kumar-rj@gov.in [Kind Attn: Shri Tanmay Kumar]
13. Joint Secretary, Department of Pharmaceuticals, Email: js.pharma@nic.in [Kind Attn: Shri Navdeep Rinwa]
14. Joint Secretary, Department of Defence Production, Email: jajus@gov.in [Kind Attn: Shri Sanjay Jaju]
15. Joint Secretary, Ministry of Civil Aviation, Safdarganj Airport, Email: rubina.ali@nic.in [Kind Attn: Ms Rubina Ali]
16. Joint Secretary, Ministry of Electronics & Information Technology, Email: saurabh.gaur@meity.gov.in [Kind Attn: Shri Saurabh Gaur]

Copy to:
1. Foreign Secretary, Ministry of External Affairs, South Block, New Delhi Email: psfs@mea.gov.in
2. Joint Secretary, Ministry of Home Affairs, Email: jsws-mha@gov.in [Kind Attn: Ms Punya Salila Srivastava]
3. Director, Ministry of External Affairs, Email: dir-edandstates@mea.gov.in [Kind Attn: Mr Md. Noor Rahman Sheikh]
4. PPS to Joint Secretary (MKN), DPIIT
5. Director (RG), DPIIT