

भारत सरकार GOVERNMENT OF INDIA
रेल मंत्रालय MINISTRY OF RAILWAYS
(रेलवे बोर्ड/ RAILWAY BOARD)

No. RS(M)/2011/EPS/01 Pt.

Dated: 18.10.2019

The General Manager, All Indian Railways/PUs, NF(C), CORE
The DG/RDSO/Lucknow & DG/NAIR/Vadodara,
CAOs, DMW/Patiala, WPO/Patna, COFMOW/NDLS, RWP/Bela

Sub.: Guidelines for Electronic Reverse Auction.

**Ref.: Railway Board letter No. 2017/Trans/01/Policy/Pt-S dated
28/03/2018.**

Railway Board had issued instructions for implementation of e-Reverse Auction vide above referred letter. References have been received by Railway Board regarding need to review the elimination process, highlighting the need to have more competitive initial price offers.

The matter has been deliberated and following amendments to the existing policy are issued:

Para No.	Existing	Amended
2.2 a Note ii	In case of Stores tenders, selection of vendors for Reverse Auction for developmental ordering: All bids found Qualified for Developmental Order shall participate in Reverse Auction for developmental orders	In case of Stores tenders, selection of vendors for Reverse Auction for developmental ordering: Offers Qualified for Development Order, with initial price offer lower than the highest initial price offer of a vendor Qualified for Bulk Order and selected for Reverse Auction after elimination, shall be allowed to participate in RA.
2.2 a Note iii	MSE Criteria (Not applicable for Works): All MSEs (Micro & Small Enterprises) found Qualified for Bulk Orders/Award of Contract but could not be selected for Reverse Auction as per criteria stipulated in para 2.2 a. above, but are within the range of 15% of lowest Initial Price Bid shall be permitted to participate in the Reverse Auction, irrespective of their inter se ranking on the basis of Initial Price Bid. Such MSEs shall be over and above the number of vendors selected for Reverse Auction, as per para 2.2 a. In case of Stores tenders, lowest initial price bid shall mean lowest initial price bid of vendor qualified for bulk order.	MSE Criteria (Not applicable for Works): All MSEs (Micro & Small Enterprises) found Qualified for Bulk/Development Orders/Award of Contract but could not be selected for Reverse Auction as per criteria stipulated in para 2.2 (a) and 2.2 (a) Note (ii) above, but are within the range of 15% of lowest Initial Price Offer of the bidder qualified for bulk order shall be permitted to participate in the Reverse Auction, irrespective of their inter-se ranking on the basis of Initial Price Offer. Such MSEs shall be over and above the number of vendors selected for Reverse Auction, as per para 2.2 (a) and 2.2 (a) Note (ii) above. In case of Stores tenders, lowest initial price bid shall mean lowest initial price bid of vendor qualified for bulk order. However, in case all the bidders qualifying for bulk as well as for



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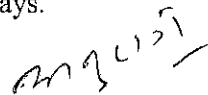
		developmental order (before applying elimination criteria) are within MSE category, this clause shall not apply.
2.2 a Note iv	Make in India criteria: All bidders eligible for benefits under Public Procurement (Preference to Make in India) Order – 2017, found qualified for Bulk Order/Award of Contract and are within the specified range of price preferences of lowest Initial Price Bid shall be permitted to participate in the Reverse Auction, irrespective of their inter-se ranking on the basis of Initial Price Bid. Such bidders shall be over and above the number of vendors selected for Reverse Auction, as per para 2.2 a.	Make in India criteria: All bidders eligible for benefits under Public Procurement (Preference to Make in India) Order – 2017, found qualified for Bulk/Developmental Order/Award of Contract and are within the specified range of price preference, under the Make in India Policy, of lowest Initial Price offer of the vendor qualified for bulk order shall be permitted to participate in the Reverse Auction, irrespective of their inter-se ranking on the basis of Initial Price offer. Such bidders shall be over and above the number of vendors selected for Reverse Auction, as per para 2.2 (a) and 2.2 (a) Note (ii) above. However, if all the bids qualified for bulk order as well as for developmental order (before applying elimination criteria) also qualify under “Make in India Order, 2017” criteria, this clause shall not apply.
2.3 (ii)	Reverse Auction among bids categorised as Qualified for Developmental Order and Qualified for Bulk Order shall be conducted concurrently on IREPS/Suitable Platform in Stores tenders. Bidders shall only be able to see the auction screens relevant to them for each category. Purchaser shall be permitted to see all the auction screens for both categories on line.	Reverse Auction among bidders categorised as Qualified for Developmental Order and Qualified for Bulk Order shall be conducted concurrently on IREPS/Suitable Platform in Stores tenders. Qualified Bidders shall be able to see both the auction screens i.e. auction screen of Reverse Auction amongst bidders qualified for bulk order and auction screen of Reverse Auction amongst bidders qualified for developmental order. However, bidders shall only be permitted to bid on the respective screens relevant to them as per their qualification. Purchaser shall not be permitted to see any of the auction screens. Purchaser should only be intimated on website about the status of Reverse Auction, i.e. when the auction will start/ had started, whether the auction is live or whether the auction has closed.
2.5	After obtaining the final bids of the Reverse Auction, tenders shall be finalised as per existing policy (including price preference to MSEs and Make in India Order, 2017, (wherever applicable) and in case of Stores tenders, procedures based on the eligibility and quantity	After obtaining the final price offers through Reverse Auction, the lowest bid of only those bidders who had participated in the Reverse Auction shall be tabulated and considered for ordering. The offers of bidders which were eliminated from Reverse Auction in terms of Para 2.2 shall be tabulated separately and shall not be considered for any ordering. All the

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distribution criteria, as pre-defined in the tender document. All the relevant policies of Government of India at the relevant time shall be applicable.	relevant policies of Government of India at the relevant time shall be applicable.
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This is issued with the concurrence of Finance Directorate of Ministry of Railways.


(Anurag Grover)
Dy. Dir. Rly Stores (G)
Railway Board

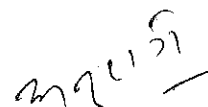
1. PFAs, All Indian Railways & Production Units
2. The ADAI (Railways), New Delhi
3. The Directors of Audit, All Indian Railways


for Financial Commissioner / Railways

No. RS(M)/2011/EPS/01 Pt.

Dated: 18.10.2019

1. The PCMMs, PCEs, PCMEs, PCEEs, PCSTEs, All Indian Railways & PUs, RCF/RBL/NDLS, COFMOW, CORE, WPO and RWP/Bela
2. The Directors –
 - a) Indian Railways Institute of Sig. Engg. & Telecom, Secunderabad
 - b) Indian Railways Institute of Mech. & Elec. Engg., Jamalpur
 - c) Indian Railways Institute of Elect. Engg., Nasik
 - d) Indian Railways Institute of Civil Engg., Pune
 - e) Indian Railways Institute of Traffic Management, Lucknow
3. Sr. Prof. (Materials Management), NAIR, Vadodara
4. MD, CRIS, Chanakya Puri, New Delhi
5. MD, RITES, RITES Bhawan, Sector-29, Gurugram
6. Director, Iron & Steel, 3, Koila Ghat Street, Kolkata
7. Executive Director (Stores), RDSO, Manak Nagar, Lucknow
8. Chief Commissioner of Railway Safety, Lucknow
9. Zonal Railway Training Institute, Sukadia Circle, Udaipur


(Anurag Grover)
Dy. Dir. Rly Stores (G)
Railway Board

Copy to :- PSOs / Sr. PPSs / PPS / PS to

1. MR, MoS(R)
2. CRB, FC, ME, MMM, MTR, MRS, MS, MST MT, SECY., DG/RHS, DG/RPF
3. All AMs and PEDs & All Executive Directors of Railway Board
4. DDF(S)I