

EXPRESSION OF INTEREST

DOCUMENT FOR

IDENTIFICATION OF NEW TECHNOLOGIES IN EMERGING BUSINESS AREAS IN HEALTHCARE AND TECHNOLOGY PARTNERS

Eoi No: HLL/CHO/HCS/NT/2022-23/04 Dated 14-12-2022



HLL LIFECARE LIMITED

(A Govt. Of India Enterprise)

CIN : U25193KL1966GOI002621

HLL Bhavan, Poojappura,

Thiruvananthapuram -695012, Kerala, India

Tel: 0471 2354949, email:hcstenders@lifecarehll.com

www.lifecarehll.com

Notice Inviting Expression Of Interest (EOI) For IDENTIFICATION OF NEW TECHNOLOGIES IN EMERGING BUSINESS AREAS IN HEALTHCARE AND TECHNOLOGY PARTNERS

HLL Life care Limited, a Government of India Enterprise, invites Expression of Interest (EOI) from eligible firms for IDENTIFICATION OF NEW TECHNOLOGIES IN EMERGING BUSINESS AREAS IN HEALTHCARE AND TECHNOLOGY PARTNERS

EOI No	:	HLL/CHO/HCS/NT/2022-23/04 Dt: 14-12-2022
EOI PUBLISHING DATE	:	14.12.2022
Date & Place of Pre-bid meeting	:	21.12.2022 11.00 HRS HLL BHAVAN, Poojappura , Thiruvananthapuram
EOI DOCUMENT FEE	:	Rs. 5900 including GST
LAST DATE AND TIME FOR RECEIPT OF EOI	:	04.01.2023, 14.00 HRS
TIME AND DATE OF OPENING OF THE EOI	:	05.01.2023, 14.00 HRS
PLACE OF OPENING OF EOI	:	HLL LIFECARE LIMITED HLL BHAVAN,POOJAPPURA, TRIVANDRUM, KERALA- 695012 PHONE NO – 0471 2354949
ADDRESS FOR COMMUNICATION	:	DGM (HCS) HEALTHCARE SERVICES DIVISION HLL LIFECARE LIMITED, HLL BHAVAN, POOJAPPURA TRIVANDRUM, KERALA- 695012 PHONE NO – 0471 2354949
EMAIL ID	:	hcstenders@lifecarehll.com

**DGM (HCS)
HEALTHCARE SERVICES DIVISION**

DISCLAIMER

The information contained in this document is confidential in nature. The participants shall not share this information with any other party not connected with responding to this Tender Document. All information contained in this Expression of Interest (EOI) provided / clarified are in good interest and faith. This is not an agreement and is not an offer or invitation to enter into an agreement of any kind with any party.

The information contained in this Tender Document or subsequently provided to participants whether verbally or in writing by or on behalf of HLL Lifecare Limited (HLL) shall be subject to the terms and conditions set out in this Tender Document and any other terms and conditions subject to which such information is provided. 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 participants 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 EOIs are satisfied that the EOI document is complete in all respects. If a participant needs more information than what has been provided, the potential participant is solely responsible to seek the information required from HLL.

HLL reserves the right to provide such additional information at its sole discretion. In order to respond to the EOI, if required, and with the prior permission of HLL, each participant may conduct his own study and analysis, as may be necessary.

HLL Lifecare limited (HLL), Thiruvananthapuram reserves the right to reject any or all of the applications submitted in response to this EOI document at any stage without assigning any reasons whatsoever. HLL also reserves the right to withhold or withdraw the process at any stage with intimation to all who submitted the EOI Application.

HLL reserves the right to change/modify/amend any or all of the provisions of this EOI document. Such changes would be posted on the website of HLL (www.lifecarehll.com) and the CPP portal. Neither HLL nor their employees and associates will have any liability to any prospective respondent interested to apply or any other person under the law of contract, to the principles of restitution for unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document, any matter deemed to form part of this EOI document, the award of the Assignment, the information and any other information supplied by or on behalf of HLL or their employees and Participant or otherwise arising in any way from the selection process for the Assignment.

SECTION-1 INSTRUCTIONS TO PARTICIPANTS

1. COMPANY BACKGROUND

HLL Lifecare Limited (HLL) is a Government of India “Mini Ratna” Public Sector Enterprise, under the Ministry of Health and Family Welfare, Government of India. Over the years, HLL has grown to serve many new areas in the field of healthcare in India in addition to manufacturing of contraceptives, and medical products.

HLL’s purpose of business is “to be a globally respected organization focusing on inclusiveness by providing affordable and quality healthcare solutions through continuous innovations”. In its quest to become a comprehensive healthcare solutions provider, HLL had diversified into hospital products and healthcare services, while nurturing its core business of providing quality contraceptives.

Healthcare Services Division

The Healthcare Service Division (HCS) of HLL is setting up and operating High-end path lab facilities and imaging centres across the country partnering with various State Governments and Central Government Institutions. The purpose of this division is to make available the high end path lab diagnostic facilities and imaging facilities to poor and needy patients at a much affordable rates. At present, HCS division of HLL has its presence in seven states.

HINDLABS

Healthcare Services (HCS) Division of HLL Lifecare Limited provides Medical Diagnostic Services (Laboratory, Imaging, and Tele Radiology) and other facilities like Wellness Clinic/Polyclinic to partner institutions under the brand name “HINDLABS”. Our first center in association with CGHS started in February 2008 in New Delhi. Currently, HLL has over 225 Diagnostic labs, 4000 collection centers (Which includes PHC, RH, DH, SSH, RRH, WH & MH) and 50 medical imaging centres in various states and cities across India. In addition to those facilities, sample collection is being done through diagnostic labs from direct walk-in patients. We operate in Government Medical College Hospitals (GMCH) in Kerala. HLL is engaged in the NFDS (National Free Diagnostic Scheme), the projects under NHM in the States of Maharashtra and Assam for providing Free Medical diagnostic services to the patients in the Public Sector. In the State of UP, the NFDS is being implemented for the FREE-CT Scans to the beneficiaries in the State of UP. Through its various ventures, Healthcare Services Division targets market intervention to bring down the cost of various services and products to make them affordable for common man.

2. SCOPE OF EOI:

HLL Lifecare Limited invites Expression of Interest from eligible Business Associates/Technology partners for strategic alliance in emerging technologies within Healthcare segment. This is part of HLL's pursuit towards new business areas and to further strengthen the operational efficiency & process competencies. HLL LIFECARE LIMITED (here in after "HLL") intends to identify the latest technologies and emerging business segments in healthcare sector and empanel technology partners in such segments who are willing to associate with HLL in their future business plans.

Through this EOI, HLL would like to identify efficient solutions and potential business opportunities in healthcare with a clear understanding of the scope, approach and technical architecture & other conditions. As such, HLL scouting for effective alliances with tentative technology partners working in various field/new technologies areas to cross leverage respective strengths, for mutual business benefits. Post Selection of partners, HLL will formulate appropriate model of cooperation with selected partners (consortium, joint bid, OEM support etc.) in accordance with prevailing market scenario and business plan.

3. Prospective areas of cooperation

With the current advances in technology innovation, the field of medicine and healthcare is rapidly expanding and, as a result, many new areas of human health diagnostics, treatment and healthcare are emerging. Wireless technology is getting faster and 5G mobile technology allows the Internet of Medical Things (IoMT) to greatly improve patient care and more effectively prevent illness from developing. This recent boom in innovation leads to development of new technologies that could potentially change the entire spectrum of activities in healthcare sector. Broadly HLL would like to explore the opportunities and business options in following segments.

a) Artificial Intelligence (AI):

Adoption of Artificial intelligence (AI) in medical decision making is revolutionizing the entire healthcare industry. AI usage within the healthcare industry was estimated to grow exponentially. In 2020, the global AI in the healthcare market was valued at \$ 6.7 billion, and it is expected to grow at a CAGR of 41.8 % between 2021 and 2028. AI can be applied in multiple, diverse ways—in operations to identify high-risk patients and also to automate medication reminders and dosages. Machine learning is a type of artificial intelligence (AI) that uses collected data to “learn” in order to improve performance or become more accurate at predicting specific outcomes. Healthcare organizations utilize machine learning to search for cancer cells, make diagnoses, predict potential future health problems,

improve medical data record-keeping, or improve health outcomes while lowering healthcare costs.

b) Telemedicine / Teleradiology

Global Telehealth market is expected to rise from \$79.79 billion in 2020 to \$396.76 billion in 2027, according to forecasts. This number is 38 times higher than it was before the COVID 19. Telemedicine is a generalized term for the ways in which patients and healthcare providers can use technology to interact and deliver digital health solutions – from a distance. This could be over the phone, via Zoom calls, through email, or with text messages, all of which allow for long-distance care giving and consultation. Because there can be many ailments that don't require much more than getting some information over the phone or continuous care that just needs monitoring, telemedicine has changed the way we “go to the doctor”. It used to be that for any and everything, you had to call a doctor and make an appointment, or visit an ER or urgent care center, just to get patient care for even minor issues.

c) IoMT and Wearables In Healthcare

Internet of Medical Things (IoMT) is ushering to a new era of change in the healthcare industry by rethinking the interplay between people and devices in the delivery of healthcare solutions. The global IoMT market was worth \$44.5 billion in 2018, and by 2026, it is predicted to be worth \$254.2 billion. Investments in IoMT are already on the upswing, and the healthcare technology trend is expected to grow in the future years. IoMT devices bring regular consultations into people's homes, which is especially important for patients with limited mobility. Portable point-of-care devices are being used to run regular tests now and share the results remotely with a doctor. In addition, the development of wearable apps in healthcare has made health monitoring easier than in the past. Wearables such as watches, bands, and other accessories have made it easier to track health metrics. Thus, wide adoption of IoMT devices would be the easiest to predict among the health tech trends soon.

d) Virtual reality in healthcare

In 2020 the global AR and VR in the healthcare market was \$2.076 Billion and is predicted to grow to \$42.84 Billion in 2028 at a CAGR of 39.98%. This technology is extremely helpful for training and surgery simulation, patient treatment and care. VR allows healthcare professionals, students, and patients to interact in simulated, non-invasive environments for education, rehabilitation, healthcare monitoring, and pain management. In one study of low back pain and fibromyalgia, VR was shown to reduce discomfort by more than 30%, and the World Health Organization predicts that by 2030, as mental illness will be the leading burden

of disease around the world, virtual reality, artificial intelligence, and other technologies will help “to create new effective care models in the wider context of creating positive lifestyle changes, and prevention of, education about and support for individuals” affected by – and in need of – mental health care.

e) Augmented reality in healthcare

Augmented reality and machine learning are taking some of the load that was traditionally allocated to overworked clinical staff. Symptom checker chatbots used to check symptoms and answer simple questions can alleviate bottlenecks in triage systems. Artificial intelligence programs are double-checking physician conclusions and providing likely alternate diagnoses. Augmented reality and virtual reality will also assist with the growth in the remote monitoring of patients.

f) 3D Bioprinting:

Another technological innovation for the healthcare space is 3D bioprinting. The global bioprinting market could have investments of almost USD 1.8 billion by 2027. With the help of DNA analysis, bio-printing can regenerate and replace several body parts, bones, and tissue. Recently, a research team developed a method to 3D-print living skin and blood vessels. This is a great breakthrough for skin grafts for burn victims. 3D-print prosthetics are also a boon for patients with missing limbs.

g) Blockchain:

The global blockchain technology in the healthcare market is expected to develop at a compound annual growth rate of 21.70% from 2021 to 2028. This technology is expected to completely transform the collection and storage of medical history. Not only it would be easier to store information and access it through blockchain, but security threats would also be minimized. It would allow doctors to access the entire medical history of a patient, including any genetic illnesses and allergies, allowing them to customize treatment to provide the best possible care.

h) Robotics:

Robots were used medically for the first time in 1985. Since then, their role has expanded in this sector. The revenue generated in this segment is valued at USD 2.08 billion in 2021. Robots are mostly used in surgeries and to some extent in procedures such as laparoscopy, neurosurgery, orthopedic surgery, emergency response, and minimally invasive operations. The technology also has wearables such as robotic prostheses or exoskeletons that help with mobility issues in those suffering from missing or paralyzed limbs. Additionally, robotics are deployed for mundane tasks like restocking, disinfecting, cleaning, etc. Robots also gaining

popularity as companions for the elderly or child patients.

i) Nanotechnology:

Nanotechnology for the healthcare space has been under development for a long time now. It studies molecular structure to develop precise devices and medicines. Some of developments using nanotechnology include nanorobots and nanomedicines. In 2018, an electronic pill was developed using nanotechnology; the pill can be controlled after release in the patient's body to relay diagnostic details or to release drugs in a specific section of the body. Currently, the technology is used to make smart patches that can monitor wounds and stimulate rapid healing. Most of this application is still under research.

j) Track and trace solution for Pharmaceutical Products & Manpower

One of the major issues faced by The pharmaceutical industry is Counterfeit drugs due to lack of traceability Solutions which can authenticate pharmaceutical products with end to end traceability have big potential with respect to India market. These solutions can monitor product flows, location, supply chain insights including dates and Expiry. Government is also very keen on implementation of track and trace solution to tackle the menace of illegal drugs.

Similarly Track and Trace solutions can be used in manpower related applications also. Workforce tracking system helps business managers and entrepreneurs to oversee their mobile workforce round the clock. Having access to real-time reports about employee locations helps to make more efficient decisions and enhance the business productivity. Also manpower tracking solution facilitates dispatch management and field service operations.

k) New Technologies in Clinical laboratory Segment

Laboratories involved in new Technology research, having recognition of Department of Science and Industrial Research are invited for a feasible collaboration with HLL. Prospective participants should have products that could have scaled up for commercial purposes.

l) Point of Care Device with Integrated Care Systems

Post covid-19; the pandemic has pushed health systems towards delivery of the care close to where people live and out-of-hospital care environment (e.g., primary care, home and community care, etc.). Consequently, the Point of Care Device (POCD) systems have become a necessary measure for carrying on-spot routine health-checks close to where people live, including the remote, rural, semi urban communities. Further these POCD systems will provide interconnectivity between the communities and the care provider for timely advice with subsequent referral for detailed investigation. Thus, strengthening public health system with health actions in evaluating the impact of disease burden with comparable results.

Apart from the above, participants are encouraged to put forward offers with respect to any other potential Business areas/ opportunities / products/ services. HLL will examine the same for operational commercial viability similar to the above offers from above sectors.

Selection of business segment and specific technology shall be decided based on market potential and requirement of HLL. This EOI does not guarantee any confirmation of any procurement of services as it solely depends on the principal organization.

3.2 Combined Obligations of HLL and technology partner

- Formulation of Business plan
- Market surveys and analysis
- The complete Strategic Design, Planning and execution of the Project
- Technology transfer
- Obtain the regulatory compliances in the name of HLL / Consortium /JV
- Maintain the quality standards and the SOP's as decided and agreed at the commencement of the Project
- Business development in public and private sectors.
- Routine Reports and Coordination with all stakeholders.

4. SELECTION PROCESS

- a) New area of business will be finalised based on the HLL's policies and business plans and accordingly a panel of Technology partners will be formed
- b) EOIs received will be scrutinising to analyse the conformance to qualification criteria and a technology partner will be selected for the each segment.
- c) The tentative strategic partners, who meets the terms and conditions of this EOI shall be evaluated and selected as per the criteria detailed in clause no.5
- d) HLL will enter in to a Memorandum of understanding with the Technology partner/ Business Associate after finalisation of EOI and further negotiations.
- e) HLL, if required, may form consortium/joint venture for execution of project. Business Associate will be responsible for end to end implementation of project in association with HLL.
- f) HLL will have the right to reject proposals if they are found to be unacceptable

5. EVALUATION CRITERIA AND OTHER TERMS & CONDITIONS

5.A ELIGIBLE PARTICIPANTS

(MSEs and startups are eligible for statutory exemptions as per statutory guidelines and norms.)

a.	The participants in the EOI should be an entity which could be a Sole Proprietorship/ Partnership Co/ LLP/ Private Ltd / Public Ltd by shares.
b.	The participant must be absolute owner of the proposed solution / product being offered. Necessary documentation supporting the same including licenses, patents etc in this regard has to be submitted.
c.	The firm who has been de-recognized/debarred/banned/blacklisted by any State Government / Central Govt. Organization /State Medical Corporations/ Director Health Services and or convicted by any court of law can't participate in this EOI during the period of de-recognition / debarment/ Banned/blacklisted.

d.	The firm/directors shall not have any criminal record or should not have been convicted by any court of law in India or abroad. Parties shall give a declaration to this effect.
e.	The firm or the owner should declare all the pending legal disputes' whether official or personal.

5 B. EVALUATION CRITERIA

Eligible participants as per clause no. 5.A above (with satisfactory submission of documents as per clause no.7), will be asked to do a presentation/demonstration before the evaluation committee as detailed in sl no.1 below. Those who secure 35 marks during presentation (against Sl no.1 of Table-1 below) will be shortlisted and finalized for further negotiations. In case of receipt of is more than one offer for same technology/solution Quality cost based system (QCBS) method of selection will be applied on case to case basis .

QCBS method

Technical comparison of the bidders will be done and marks will be awarded as per the criteria detailed below in Table-1. Bidders must secure minimum of 65 marks to qualify the technical evaluation. (Startups and MSEs will get exemptions as per statutory norms).

Sl No.	Description	Marks	Remarks/Documents for Submission in EOI
1	Evaluation of Business plan, Project report, Presentation and demonstration of product and organization capabilities		A comprehensive project report has to be submitted which will be analyzed for operational, commercial viabilities and policy conformations. Live presentation and Demonstration of the proposed solution(s), to inter alia include respective methodologies/ architecture involved, technology proposed, credentials of the participant, patents, licenses, registrations, compliances, certifications, conformance to the standards, validations, references, past performance .
	Technical novelty, precision, meticulousness, impact and handiness of the Product/ Service / technology proposed	15	
	Commercial potency and viability of the proposal - Detailed business plan and Roadmap for the next Ten years	15	
	Patents and Validations secured for the product. Licenses and registrations with appropriate statutory bodies.	10	

	Credentials of the participant – implementation of quality management systems, Process improvement systems and conformance to standards. Experience of executing projects in collaboration with/ funded by government institutions	10	Additionally, Participant’s credentials and proposed solutions technical and commercial features are to be illustrated and established through presentation of a case study.
2	Average Turn Over for last three financial years (in Rs.)		
	Up to 5 Crores	5	Firm turnover is defined as the average turnover from facility management services over the last 3 financial years (FYs 2019-20, 2020-21, 2021-22). Chartered Accountant verified / audited turnover statements to be furnished as proof for the same
	5 crores to 25 crores	8	
	More than 25 crores	10	
3	Trail runs done for systematic evaluation and validation of the product/solution in real-time environment		
	1 to 3 trial runs	5	Detailed study reports with endorsement from the organization where trail run was conducted.
	More than 3 trial runs	10	
4	References received from Clients (Central/State Government or government agencies) for the participant/ the proposed solution		
	Up to three references	5	Relevant certificate/ document from the issuing authority
	4-5 references	8	
	More than 5 references	10	
5	CMMi LEVEL Certification		
	CMMi Level 3	5	Copy of certificate issued by CMMi in the name of participant is to be submitted. Certificate must be valid as on date of EOI submission.
	CMMi Level 5	10	
6	Proposed solution’s adherence to Ayushman Bharat Digital Mission (ABDM) guidelines & Integration with ABDM sandbox		
	Completion of integration till Milestone1 (M1)	5	Certification from NHA / specific mail communication mentioning the firm’s solution is ABDM integrated in the sandbox environment.
	Completion of integration till Milestone2 (M2)	8	
	Completion of integration till Milestone3 (M3)	10	

The participant’s Approach & Methodology presentation (technical) shall cover all details including (but not limited to) the following.

- Understanding of the Project
- Solution Architecture, Design, Scalability
- Project Management Methodology
- Solution components and Output
- Human Resources Deployment Plan and Delivery Timeline
- Training Methodology
- Adoption strategy
- Rollout Strategy
- Handholding strategy
- Location wise onboarding and support
- SLA management strategy
- Strategy for achieving outcomes
- Risk Mitigation Plan
- O&M Methodology

On Case to case basis whenever requirement arises, financial offers will be invited from the technically qualified firms against the specific technology for which they are qualified. Final selection will be done based on the weight-age as detailed below.

Sl.No	Overall Criteria	Weightage
1	Technical-Commercial Evaluation	70%
2	Price Bid Evaluation	30%

Detailed description of QCBS method with illustration is given at Annexure- 6.

- HLL may appoint a committee for scrutiny of the technical and commercial offers submitted by participants.
- HLL may reject all proposals if they are found to be unresponsive or unsuitable if they represent major deficiencies in complying with the requirements.

5.C General Terms and Conditions

a.	While the Expression of Interest has been prepared in good faith, HLL does not make any commitment or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statement or omission herein, or the accuracy, completeness or reliability of information contained herein, and shall
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	incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this request, even if any loss or damage is caused by any act or omission on its part.
b.	The process of inviting EOI is for ascertaining various options available to HLL. After evaluation / examination of the offers, HLL may at its sole discretion decide further course of action.
c.	The selected technology partners have to abide by all the rules made herein and as amended from time to time during the tenure of the MoU/Agreement entered with them.
d.	EOI participants are requested to keep the information and details of EOI strictly confidential.
e.	HLL shall not be responsible for any expense incurred by Parties in connection with the preparation and delivery of their Eoi and other expenses.
f.	Eligible participants are requested to submit the Tender processing fee online on or before the due date as mentioned in the EOI. The Participants who failed to submit the tender fee before the submission deadline will be considered as technically non responsive
g.	HLL reserves right to add or remove technology partners for each segments any time at their discretion
h.	HLL reserves the right to reject any or all the Expressions of Interest without assigning any reason thereof.
i.	HLL reserves the right to deal with the proposal in any manner without assigning any reasons for the same. The decision of HLL in this regard shall be final.
j.	The Participants to indemnify HLL from any claims / penalties / statutory charges, liquidated damages, with legal expenses etc as charged by the customer.

6. SUBMISSION OF EOIs

The Interested participant shall submit their EOI online only through the Government eProcurement portal (URL: <https://etenders.gov.in/e procure/app>) as per the procedure laid down for e-submission as detailed in the web site. For e tenders, the Interested participant shall download from the portal. The participant shall fill up the documents and submit the same online using their Digital Signature Certificate. On successful submission of EOIs, a system generated receipt can be downloaded by the Participant for future reference. Copies of all certificates and documents shall be uploaded while submitting the tender online.

The tender is invited in 2Envelope system from the registered and eligible firms at CPP Portal.

a) Envelope - I (Tender Fee):

Tender fee (Non-refundable) as per the tender conditions shall be paid separately, thru RTGS/NEFT transfer in the following HLL A/c details:

Account No	:	00630330000563
IFSC Code	:	HDFC0000063
Bank Name	:	HDFC BANK
Branch Name	:	Vazhuthacaud

Document of the above transactions completed successfully by the Participant, shall be uploaded separately while submitting the EOIs online.

NOTE

b) Envelope -II(Technical EOI):

Technical EOI should contain dully filled, signed and scanned soft copy documents as mentioned in Instructions to Participants - Documents to be submitted along with the EOI (clause -7).

Note:-

1. HLL Lifecare Limited reserves the right to verify the credential submitted by the agency at any stage (before or after the award the work). If at any stage, any information / documents submitted by the applicant is found to be incorrect / false or have some discrepancy which disqualifies the firm then HLL shall take the following action:
 - a) The agency shall be liable for debarment from tendering in HLL Lifecare Limited, apart from any other appropriate contractual /legal action.
2. On demand of the Tender Inviting Authority, this whole set of certificates and documents shall be send to the Tender Inviting Authority's office address (as given in the NIT) by registered post/Speed post of India Post in such a way that it shall be delivered to the Tender Inviting Authority before the deadline mentioned. The Tender Inviting Authority reserves the right to reject any EOI, for which the above details are not received before the deadline.
3. The Tender Inviting Authority shall not be responsible for any failure, malfunction or breakdown of the electronic system while downloading or uploading the documents by the Participant during the e-procurement process.

7. DOCUMENTS TO BE SUBMITTED ALONG WITH THE EOI:

- Signed copy of Eoi Document (**all pages of EOI documents to be signed & stamped**) by the Participant as token of acceptance of the Terms & Conditions.

- EOI document processing fee Payment details
- EOI form as per Annexure-1
- Participants profile including
 - Background, legal status, number of staff, turnover and years in business etc.
 - The Core Competencies/ Core Area of working of the Organizations.
 - Experience in India, and/or other key markets.
- Comprehensive project report including business plan and road map for next 10 years
- Comprehensive Product dossier detailing all technical details along with copies of licences, patents and other documents regarding ownership.
- Details of minimum three References from central/state Government or government agencies.
- Details of trial runs of the product/solution in real-time environment.
- Copy of certificate of incorporation/partnership deed , GST registration certificate and PAN card / Exemption certificate from Income Tax Department
- Financial documents including Turnover Certificate, Audited balance sheet and Profit and Loss statement for last three financial years from Chartered Accountant
- Power of attorney for signatory of EOI in Rs.200 stamp paper duly notarized
- ANNEXURE-2 - SELF DECLARATION – COMPLIANCE TO RULE 144 (XI) OF GFR 2017
- ANNEXURE-3 - SELF DECLARATION – MAKE IN INDIA PREFERENCE
- Signed Integrity pact Agreement As per Annexure-4
- Bid security Declaration as per Annexure-5
- Declaration regarding pending legal disputes
- Declaration stating that firm is not de-recognized/debarred/banned/blacklisted by any State Government / Central Govt. Organization /State Medical Corporations/ Director Health Services and or convicted by any court of law non conviction in any illegal activities
- All the documents as required under clause no. 5.B, Evaluation criteria of section-1, Instructions to Participants.

8. GENERAL INSTRUCTIONS TO PARTICIPANTS:

8.1 This EOI is an e-Tender and is being published online in Government eProcurement portal, <https://etenders.gov.in/eprocure/app>

8.2 EOI documents can be downloaded free of cost from the Central Public Procurement Portal of Government of India (e-portal). All Corrigendum/extension regarding this e-EOI shall be uploaded on this website i.e. <https://etenders.gov.in/eprocure/app>.

- 8.3 The EOI and its corrigendum/extension will also be published in our company website, URL address: <http://www.lifecarehll.com/tender>.
- 8.4 The EOI process is done online only at Government eProcurement portal (URL address: <https://etenders.gov.in/eprocure/app>). Aspiring Participants may download and go through the EOI document.
- 8.5 All EOI documents are to be submitted online only and in the designated cover(s)/envelope(s) on the Government eProcurement website. EOIs/bids shall be accepted only through online mode on the Government eProcurement website and no manual submission of the same shall be entertained. Late EOIs will not be accepted.
- 8.6 The complete EOI process is online. Participants should be in possession of valid Digital Signature Certificate (DSC) of class II or above for online submission of EOIs. Prior to participation DSC need to be registered on the website mentioned above. If the envelope is not digitally signed & encrypted the Purchaser shall not accept such open EOIs for evaluation purpose and shall be treated as non-responsive and shall be rejected.
- 8.7 Participants are advised to go through “Bidder Manual Kit”, “System Settings” & “FAQ” links available on the login page of the e-Tender portal for guidelines, procedures & system requirements. In case of any technical difficulty, Participants may contact the help desk numbers & email ids mentioned at the e-tender portal.
- 8.8 Participants are advised to visit CPPP website <https://etenders.gov.in> regularly to keep themselves updated, for any changes/modifications/any corrigendum in the EOI Enquiry Document.
- 8.9 The Participants are required to submit soft copies of their EOIs electronically on the CPP Portal, using valid Digital Signature Certificates. The instructions given below are meant to assist the Participants in registering on the CPP Portal, prepare their EOIs in accordance with the requirements and submitting their EOIs online on the Government eProcurement Portal.
- 8.10 Registration
- a) Participants are required to register in the Government e-procurement portal, obtain ‘Login ID’ & ‘Password’ and go through the instructions available in the Home page after log in to the CPP Portal (URL:

- <https://etenders.gov.in/eprocure/app>), by clicking on the link “Online bidder Enrolment” on the CPP Portal which is free of charge.
- b) As part of the enrolment process, the Participants will be required to choose a unique user name and assign a password for their accounts.
 - c) Participants are advised to register their valid email address and mobile numbers as part of the registration process. These would be used for any communication from the CPP Portal.
 - d) They should also obtain Digital Signature Certificate (DSC) in parallel which is essentially required for submission of their application. The process normally takes 03 days’ time. The Participants are required to have Class II or above digital certificate or above with both signing and encryption from the authorized digital signature Issuance Company. Please refer online portal i.e. - <https://etenders.gov.in/eprocure/app> for more details.
 - e) Upon enrolment, the Participants will be required to register their valid Digital Signature Certificate (Class II or above Certificates with signing key usage) issued by any Certifying Authority recognized by CCA India (e.g. Sify /nCode / eMudhra etc.), with their profile.
 - f) Participant then logs in to the site through the secured log-in by entering their user ID/password and the password of the DSC / e-Token.
 - g) The Participant intending to participate in the EOI is required to register in the e-tenders portal using his/her Login ID and attach his/her valid Digital Signature Certificate (DSC) to his/her unique Login ID. He/She have to submit the relevant information as asked for about the firm/contractor. The Participants, who submit their EOIs for this EOI after digitally signing using their Digital Signature Certificate (DSC), accept that they have clearly understood and agreed the terms and conditions including all the Forms/Annexure of this EOI.
 - h) Only those Participants having a valid and active registration, on the date of EOI submission, shall submit EOIs online on the e-procurement portal.
 - i) Only one valid DSC should be registered by a Participant. Please note that the Participants are responsible to ensure that they do not lend their DSC’s to others which may lead to misuse.
 - j) Ineligible Participant or Participants who do not possess valid & active registration, on the date of EOI submission, are strictly advised to refrain themselves from participating in this EOI.

8.11 Searching for EOI Documents

- a) There are various search options built in the CPP Portal, to facilitate Participants to search active EOIs by several parameters. These parameters could include EOI ID, Organization Name, Form of Contract, Location, Date, Value etc. There is also an option of advanced search for EOIs, wherein the Participants may combine a number of search parameters such as Organization
- b) Once the Participants have selected the EOIs they are interested in, they may download the required documents/EOI schedules. These EOIs can be moved to the respective 'My Tenders' folder. This would enable the CPP Portal to intimate the Participants through SMS/ e-mail in case there is any corrigendum issued to the EOI document.
- c) The Participant should make a note of the unique EOI ID assigned to each EOI, in case they want to obtain any clarification/help from the Helpdesk

8.12 Preparation of EOI

- a) Participant should take into account any corrigendum published on the EOI document before submitting their EOIs.
- b) Before the deadline for submission of EOIs, the Tender Inviting Authority may modify the EOI document by issuing addenda.
- c) Any addendum thus issued shall be a part of the EOI documents which will be published in the e-tender website. The Tender Inviting Authority will not be responsible for the prospective Participants not viewing the website in time.
- d) If the addendum thus published does involves major changes in the scope of work, the Tender Inviting Authority may at his own discretion, extend the deadline for submission of EOIs for a suitable period to enable prospective Participants to take reasonable time for EOI preparation taking into account the addendum published.
- e) Please go through the EOI document carefully to understand the documents required to be submitted as part of the EOI. Please note the number of covers in which the EOI documents have to be submitted, the number of documents - including the names and content of each of the document that need to be submitted. Any deviations from these may lead to rejection of the EOI.
- f) Participant, in advance, should get ready the EOI documents to be submitted as indicated in the EOI document / schedule and generally, they can be in PDF / XLS

/ RAR /DWF/JPG formats. EOI documents may be scanned with 100 dpi with black and white option which helps in reducing size of the scanned document.

- g) To avoid the time and effort required in uploading the same set of standard documents which are required to be submitted as a part of every EOI, a provision of uploading such standard documents (e.g. PAN card copy, annual reports, auditor certificates etc.) has been provided to the Participants. Participants can use “My Space” or “Other Important Documents” area available to them to upload such documents. These documents may be directly submitted from the “My Space” area while submitting a EOI, and need not be uploaded again and again. This will lead to a reduction in the time required for EOI submission process.
- h) Note: My Documents space is only a repository given to the Participants to ease the uploading process. If Participant has uploaded his Documents in My Documents space, this does not automatically ensure these Documents being part of Technical EOI.

8.13 More information useful for submitting online EOIs on the CPP Portal may be obtained at <https://etenders.gov.in/eprocure/app>

8.14 EOI participants are required to upload the digitally signed file of scanned documents. EOI documents may be scanned with 100 dpi with black and white option which helps in reducing size of the scanned document. Uploading application in location other than specified above shall not be considered. Hard copy of application shall not be entertained.

8.15 Any queries relating to the process of online EOI submission or queries relating to CPP Portal in general may be directed to the 24x7 CPP Portal Helpdesk. The 24x7 Help Desk details are as below: -

8.16 For any technical related queries please call at 24 x 7 Help Desk Number:
0120-4001 062, 0120-4001 002, 0120-4001 005, 0120-6277 787

Note:- International Participants are requested to prefix +91 as country code

E-Mail Support: For any Issues or Clarifications relating to the published EOIs, Participants are requested to contact the respective EOI Inviting Authority

Technical - support-eproc@nic.in, Policy Related - cppp-doe@nic.in

8.17 Participants are requested to kindly mention the URL of the portal and EOI ID in the subject while emailing any issue along with the contact details.

8.18 Any queries relating to the EOI document and the terms and conditions contained therein should be addressed to the EOI Inviting Authority for a EOI or the relevant contact person indicated in the EOI. Address for communication and place of opening of EOIs:

Deputy General Manager (HCS)
Healthcare Services Division
HLL Lifecare Limited
HLL Bhavan, Poojappura, Thiruvananthapuram - 695012,
Kerala, India
Tel: +91 4712354949 , Email – hcstenders@lifecarehll.com

8.19 The EOIs shall be opened online at the Office of the Deputy General Manager (HCS) in the presence of the Participants/their authorized representatives who wish to attend at the above address. If the EOI opening date happens to be on a holiday or non-working day due to any other valid reason, the EOI opening process will be done on the next working day at same time and place.

8.20 More details can be had from the Office of the Deputy General Manager (HCS) during working hours. The EOI Inviting Authority shall not be responsible for any failure, malfunction or breakdown of the electronic system while downloading or uploading the documents by the Participant during the e-procurement process.

8.21 A firm/Participant shall submit only one EOI in the same EOI process. A Participant (either as a firm or as an individual or as a partner of a firm) who submits or participates in more than one EOI will cause all the proposals in which the Participant has participated to be disqualified.

8.22 Online EOI Process:

The EOI process shall consist of the following stages:

- i. Downloading of EOI document: EOI document will be available for free download on Government e-procurement portal (URL: <https://etenders.gov.in/eprocure/app>).
- ii. Pre-bid meeting: 21.12.2022 at 11.00 hrs at the office of Deputy General Manager (HCS), HLL Lifecare Limited, HLL Bhavan, Poojappura, Thiruvananthapuram - 695012, Kerala, India. Interested parties may attend the meeting through online. Online link will be published as a corrigendum later.

- iii. Publishing of Corrigendum: All corrigenda shall be published on Government e-procurement portal (URL: <https://etenders.gov.in/eprocure/app>) and HLL website (URL address: <http://www.lifecarehll.com/tender>) and shall not be available elsewhere.
- iv. EOI submission: Participants have to submit their EOIs along with supporting documents to support their eligibility, as required in this EOI document on Government e-procurement portal. No manual submission of EOI is allowed and manual EOIs shall not be accepted under any circumstances.
- v. Opening of EOI : The EOIs will be opened, evaluated and finalized as per the eligibility and technical qualifications. All documents in support of technical qualifications shall be submitted (online). Failure to submit the documents online will attract disqualification.

8.23 EOI Processing Fees:

EOI Document fee (Non-refundable) as per the EOI conditions shall be paid separately, thru RTGS/NEFT transfer in the following HLL A/c details:

Account No	:	00630330000563
IFSC Code	:	HDFC0000063
Bank Name	:	HDFC BANK
Branch Name	:	Vazhuthacaud

Document of the above transactions (UTR NUMBER and DATE OF UTR) completed successfully by the Participant, shall be uploaded at the locations separately while submitting the EOIs online.

Note: Any transaction charges levied while using any of the above modes of payment has to be borne by the Participant. The supplier / contractor's EOI will be evaluated only if payment is effective on the date and time of EOI opening

8.24 HLL Lifecare Limited reserves to themselves the right of accepting the whole or any part of the EOI and Participant shall be bound to perform the same at his quoted rates.

8.25 In case, it is found during the evaluation or at any time before placing of PO or after its execution and during the period of subsistence thereof, that one or more of the eligibility conditions have not been met by the Participant or the applicant has made material misrepresentation or has given any materially incorrect or false information, appropriate legal/penal etc., action shall be taken by HLL Lifecare as deemed fit.

- 8.26 Conditional EOIs and EOIs not uploaded with appropriate/desired documents may be rejected out rightly and decision of HLL Lifecare Limited in this regard shall be final and binding.
- 8.27 HLL Lifecare Limited Ltd. reserves the right to verify the claims made by the Participants and to carry out the capability assessment of the Participants and the HLL Lifecare Limited's decision shall be final in this regard.
- 8.28 HLL Lifecare Limited Ltd reserves the right to amend or withdraw any of the terms and conditions contained in the EOI document including scope of work or reject any or all EOIs without giving any notice or assigning any reasons.
- 8.29 Submission Process:
For submission of EOIs, all interested Participants have to register online as explained above in this document. After registration, Participants shall submit their EOI online on Government e-procurement portal (URL: <https://etenders.gov.in/eprocure/app>).
- 8.30 Note:- It is necessary to click on "Freeze bid" link / icon to complete the process of EOI submission otherwise the EOI will not get submitted online and the same shall not be available for viewing/ opening during EOI opening process.

9. CLARIFICATION OF OFFERS

- 9.1 To assist in the examination, evaluation, and comparison of EOIs, the EOI Inviting Authority may ask the Participant for required clarification on the information submitted with the EOI. The request for clarification and the response shall be in writing or by e-mail.
- 9.2 No Participant shall contact the EOI Inviting Authority on any matter relating to the submitted EOI from the time of the EOI opening to the time the contract is awarded. If the Participant wishes to bring additional information to the notice of the EOI Inviting Authority, he shall do so in writing.

10. EXAMINATION OF EOI AND DETERMINATION OF RESPONSES

- 10.1 During the EOI opening, the EOI Inviting Authority will determine for each EOI whether it meets the required eligibility as specified in the note inviting EOI.
- 10.2 A substantially responsive EOI is one which conforms to all the terms, conditions, and

requirements of the EOI documents, without any deviation or reservation only will be considered.

- 10.3 Non submission of legible or required documents or evidences may render the EOI non-responsive.
- 10.4 Participant can witness the principal activities and view the documents/summary reports for that particular work by logging on to the portal with his DSC from anywhere.

11. DEADLINE FOR SUBMISSION OF THE EOI FOR INTERESTED PARTICIPANTS

- 11.1 EOI shall be received only online on or before the date and time as notified in EOI.
- 11.2 The Tender Inviting Authority, in exceptional circumstances and at its own discretion, may extend the last date for submission of EOIs, in which case all rights and obligations previously subject to the original date will then be subject to the new date of submission. The Participant will not be able to submit his EOI after expiry of the date and time of submission of EOI (server time).
- 11.3 **Modification, Resubmission and Withdrawal of EOIs**
Resubmission or modification of EOI by the Participants for any number of times before the date and time of submission is allowed. Resubmission of EOI shall require uploading of all documents including price EOI afresh.
- 11.4. If the Participant fails to submit his modified EOIs within the pre-defined time of receipt, the system shall consider only the last EOI submitted.
- 11.5. The Participant can withdraw his/her EOI before the date and time of receipt of the EOI. The system shall not allow any withdrawal after the date and time of submission.

12. EOI OPENING AND EVALUATION

EOIs of Interested Participants shall be opened on the specified date & time, by the EOI inviting authority or his authorized representative in the presence of Participants or their designated representatives who choose to attend.

13. EOI Opening Process

Opening of EOIs shall be carried out in the same order as it is occurring in invitation of EOIs or as in order of receipt of EOIs in the portal. The Participants & guest users can view the summary of opening of EOIs from any system. Participants may be present during the EOI opening at the opening location if they so desire.

Envelope - I: Envelope- I Opening date shall be as mentioned in EOI inviting Document. (Envelope – I shall contain scanned copy of Tender Fees).

Envelope - II: Opening date shall be as mentioned in EOI inviting document. The intimation regarding acceptance / rejection of their EOIs will be intimated to the contractors/firms through e-tendering portal.

If any clarification is needed from Participant about the deficiency in his uploaded documents in Envelope- I, he will be asked to provide it through CPP portal. The Participant shall upload the requisite clarification/documents within time specified by HLL Lifecare Limited, failing which tender will be liable for rejection. In extraordinary circumstances the Participants may be requested to submit the deficient documents intimated through the e-tendering portal additionally by e-mail (As mentioned in the NIT)

In the event of the specified date of EOI opening being declared a holiday for HLL, the EOIs will be opened at the same time on the next working day.

14. CONFIDENTIALITY

- 14.1 Information relating to the examination, clarification, evaluation, and comparison of EOIs and recommendations for the award of a contract shall not be disclosed to Participants or any other persons not officially concerned with such process until the award has been announced in favour of the successful Participant.
- 14.2 Any effort by a Participant to influence the Purchaser during processing of EOIs, evaluation, EOI comparison or award decisions shall be treated as Corrupt & Fraudulent Practices and may result in the rejection of the Participants' EOI.

15. EOI VALIDITY

- 15.1 EOI shall remain valid for the period of 5 years from the date of opening of EOI. EOI valid for a shorter period shall be rejected by HLL as non-responsive.
- 15.2 In exceptional circumstances, prior to expiry of the original EOI validity period, the Tendering Authority may request the Participants to extend the period of validity for a specified additional period. The request and the responses thereto shall be made in writing or by email. A Participant may refuse the request without forfeiting its EOI security (if applicable). A Participant agreeing to the request will not be required or permitted to modify its EOI, but will be required to extend the validity of its bid (if applicable) for the period of the extension.

16. Deleted

17. EOI PROCESSING FEE

- 17.1 For e-tenders, Interested Participants shall remit the Tender fee using the payment options as mentioned in the e-tender in Government eProcurement portal only.
- 17.2 Any EOI not accompanied by the Processing Fee as notified, shall be rejected as nonresponsive.
- 17.3 EOI Processing Fee remitted will not be refunded.

18. ALTERATIONS AND ADDITIONS

- 18.1 The EOI shall contain no alterations or additions, except those to comply with instructions, or as necessary to correct errors made by the Participant, in which case such corrections shall be initialled by the person or persons signing the EOI.
- 18.2 The Interested Participant shall not attach any conditions of his own to the EOI.

19. Post Selection Process :

- 19.1 The technology partner will be selected as per the process detailed in this EOI document same will be informed to the participant through a Notification of Engagement.
- 19.2 The EOI Inviting Authority reserves the right to accept or reject any EOI and to cancel the EOI process and reject all EOIs at any time prior to the finalisation, without thereby incurring any liability to the affected Participant or Participants.
- 19.3 After selection, further terms will be negotiated and upon mutually agreed terms an MoU will be entered for further cooperation.
- 19.4 Notification of Engagement/MoU will be cancelled by HLL if, selected participant :
 - a. has failed to execute a contract or as executed it unsatisfactorily; or
 - b. in case of bankruptcy or for activities detrimental to the interest of HLL or
 - c. persistently violates any important conditions of the contract; or
 - d. fails to abide by the conditions of MoU; or
 - e. is found to have given false particulars at the time of EOI; or
 - f. has indulged in any type of forgery or falsification of records; or
 - g. is declared or is in the process of being declared bankrupt, insolvent, wound up, dissolved or partitioned; or
 - h. persistently violates the labour regulations and rules, or
 - i. is involved in complaints of serious nature received from other departments which prima facie appear to be true.
 - j. Default in settlement of tax dues like income tax, Contract tax, sales tax, octroi, duties, GST, any statutory compliance etc.
 - k. Ceases to fulfill eligibility criteria based on which enlistment is considered.
 - l. If the party is debarred / blacklisted / banned by any of the authorities / organization / companies.

20. CONFLICT OF INTEREST.

The selected Strategic Partners shall not engage in activities that are in conflict with interest of the client (HLL) under the assignment and they would not engage in any contract that would be in conflict of interest with their current obligations. The selected Strategic Partner that has a business of family relationship with such members of HLL staff who are directly or indirectly involved in this assignment will not be awarded the assignment.

21. TERMINATION

Agreement or selection will be terminated on completion of period mentioned in the agreement and upon completion of all obligations by the parties. HLL reserves the right to terminate/ cancel the Notification of award/ agreement at any time for any reason without any liability on HLL. HLL may, without prejudice to any other remedy for breach of contract, by written notice of default sent to the supplier, terminate the Contract in whole or part; if the Strategic partner fails to perform any obligation(s) under the EOI document or further agreements. In such event the Strategic partner will be liable for all the consequent losses to HLL.

22. COURT JURISDICTION:

In the event of any dispute arising out of this agreement, the parties agree that the courts of Thiruvananthapuram, Kerala alone will have exclusive jurisdiction.

23. INDEMNITY

The Interested Participant shall indemnify, defend and hold harmless Government of India and HLL, its Affiliates, officers, directors, employees, agents, and their respective successors and assigns, from and against any and all loss, damage, claim, injury, cost or expenses (including without limitation reasonable attorney's fees), incurred in connection with third Party claims of any kind that arise out of or are attributable to (i) Manufacturer's/Participants/service providers breach of any of its warranties, representations, covenants or obligations set forth herein or (ii) the negligent act or omission of the Manufacturer /Participants.(iii) any product/service liability claim arising from the gross negligence or bad faith of, or intentional misconduct or intentional breach of this Contract by Participant or its affiliate.

24. HLL'S RIGHT TO ACCEPT OR REJECT ANY OR ALL EOIs

24.1 HLL reserves the right to accept or reject any EOI, and to annul the EOI process and reject all EOIs at any time prior to award Contract award, without thereby

- incurring any liability to the affected Participant or Participants.
- 24.2 HLL does not bind itself to accept any EOI and reserves the right to reject any or all EOIs at any point of time prior to the issuance of the Notice of award/Letter of intent/Purchase order without reason whatsoever.
- 24.3 HLL reserves the right to resort to retendering without providing any reasons whatsoever. The purchaser shall not incur any liability on account of such rejection. The purchaser reserves the right to modify any terms, conditions or specifications for submission of offer and to obtain revised EOIs from the Participants due to such changes, if any.
- 24.4 Canvassing of any kind will be a disqualification and the purchaser may decide to cancel the Participant from further processing.
- 24.5 HLL reserves the right to accept or reject any EOI and annul the EOI process and reject all EOIs at any time prior to award of contract without thereby incurring any liability to the affected Participant or Participants or any obligation to inform the affected Participant or Participants of the ground for the purchaser's action.

25. GOVERNING LANGUAGE

The contract shall be written in English language. English language version of the Contract shall govern its interpretation. All correspondence and documents pertaining to the Contract which are exchanged by the parties shall be written in the same language.

26. TERMINATION

HLL reserve right to terminate/ cancel the Notification of award/ Letter of Indent/ Purchase order at any time for any reason without any liability on HLL.

27. INTEGRITY PACT

Pre-Contract Integrity Pact and Independent External Monitor

The Integrity pact annexed shall be part and parcel of this document, and has to be signed by Participant(s) at the pre-tendering stage itself, as a pre EOI obligation and should be submitted along with the financial and technical EOIs. All the Participants are bound to comply with the Integrity Pact clauses. EOIs submitted without signing Integrity Pact will be ab initio rejected without assigning any reason.

The Integrity pact annexed shall be part and parcel of this document, and has to be signed by Participant(s) at the pre-tendering stage itself, as a pre-bid obligation and should be submitted along with the financial and technical EOIs. All the Participants are bound to comply with the Integrity Pact clauses. EOIs submitted without signing Integrity Pact will be ab initio rejected without assigning any reason.

The email id of the Independent External Monitor for HLL is given below.

Email id: iemhll@lifecarehll.com

28. RESTRICTIONS UNDER RULE 144 (XI) OF GFR 2017 FOR PARTICIPANTS FROM A COUNTRY SHARING LAND BORDER WITH INDIA.

Any Participant from a country which shares a land border with India will be eligible to bid in this tender only if the Participant is registered with Competent Authority, as per order no F.No.6/18/2019-PPD dated 23-July-2020 (Rule 144 (xi) of GFR) inclusive of the latest amendments issued by Ministry of Finance, GOI at Appendix of this EOI document. The Participant must comply with all provisions mentioned in this order. A self-declaration (as per format provided in Annexure 2) with respect to this order must be submitted.

29. PROVISIONS OF PUBLIC PROCUREMENT (PREFERENCE TO MAKE IN INDIA) ORDER 2017

MSME - Statutory exemptions as per relevant guidelines shall be applicable for MSE vendors. However, the preferences with respect to MSME shall not be applicable who are only involved the trading of the product under the scope of this tender.

PPP MII - Preferences for Make in India products / services shall be applicable in line with Government Order No.P-45021/12/2017PP (BE-II), 2017 (published by Department for Promotion of Industry and Internal Trade) inclusive of the latest amendments. Self-declaration to be submitted to claim MAKE IN INDIA preference as per Annexure 3.

ANNEXURE-1
EOI FORM

Ref:

Date:

To,

Deputy General Manager (HCS)

HLL Lifecare Limited,

HLL Bhavan, Poojappura,

Thiruvananthapuram -695012 Kerala, India

Tel: +0471 2354949

Website – www.lifecarehll.com

Dear Sir,

Expression Of Interest (Eoi) For IDENTIFICATION OF NEW TECHNOLOGIES IN EMERGING BUSINESS AREAS IN HEALTHCARE AND TECHNOLOGY PARTNERS

EOI No.

Having examined the EOI inviting Document, including Addenda Nos. [insert numbers], the receipt of which is hereby acknowledged, we, the undersigned, offer our services in full conformity with the EOI Documents.

We undertake that in case our EOI is accepted, we shall Commence work and shall make all reasonable endeavour to achieve contract acceptance.

We agree to abide by this EOI, which, in accordance with consists of this letter, letter of authorization, documents establishing conformity, and Attachments through [specify: the number of attachments] to this EOI Form, up to the period mentioned in the EOI document EOIs and it shall remain binding upon us and may be accepted by you at any time before the expiration of that period.

We declare that our EOI is firm and shall not be subject to any variation for the entire period of the assignment. In case a formal final Contract is not prepared and executed between us, this EOI, together with your written acceptance of the EOI and your notification of award, shall constitute a binding contract between us. We understand that you are not bound to accept all or any EOI you may receive.

We, the Participant shall indemnify, defend and hold harmless Government of India, HLL, its Affiliates, officers, directors, employees, agents, and their respective successors and assigns, from and against any and all loss, damage, claim, injury, cost or expenses

(including without limitation reasonable attorney's fees), incurred in connection with third Party claims of any kind that arise out of or are attributable to (i) Manufacturer's/Participants breach of any of its warranties, representations, covenants or obligations set forth herein or (ii) the negligent act or omission of the Manufacturer/Participants. (iii) any service/product liability claim arising from the gross negligence or bad faith of, or intentional misconduct or intentional breach of this Contract by Participant or any affiliate.

We agree to all terms and conditions of the EOI Document and subsequent amendments.

Dated this [insert: number] day of [insert: month], [insert: year].

Signature.....

Name.....

Full Address with contact person Name, Phone number and Email

Designation and Common Seal...

ANNEXURE-2

SELF DECLARATION – COMPLIANCE TO RULE 144 (XI) OF GFR 2017

We,

.....
.....
.....

(Include name and address of the Participant)

Hereby declare that we are eligible to EOI for the tender:

.....

(Include tender number and date)

As per the eligibility stipulated by Government Order no F.No.6/18/2019-PPD dated 23-July-2020 inclusive of the latest amendments regarding insertion of rule 144(Xi) in the General Financial Rules (GFR) 2017, issued by Ministry of Finance, Government of India.

We are aware that any Participant indenting to participate in this tender who is from a country which shares a land border with India will be eligible to EOI in this tender only if the Participant is registered with Competent Authority as per the GO.

Date:

Signature of the Participant:

Place:

Name with seal:

Designation:

Address:

ANNEXURE-3

SELF DECLARATION – MAKE IN INDIA PREFERENCE

In line with Government Public Procurement Order No. P-45021/2/2017-BE-II dt. 15.06.2017, as amended from time to time and as applicable on the date of submission of tender, we hereby certify that we M/s _____ (supplier name) are local supplier meeting the requirement of minimum Local content (50%) as defined in above orders for the material against Tender No _____ Details of location at which local value addition will be made is as follows: ----- We also understand, false declarations will be in breach of the Code of Integrity under Rule 175(1)(i)(h) of the General Financial Rule for which for which a Participant or its successors can be debarred for up two years as per Rule 151 (iii) of the General Financial Rules along with such other actions as may be permissible under law.

Seal and Signature of Authorized Signatory

ANNEXURE-4

INTEGRITY PACT

All bidders are bound to comply with the integrity pact clauses. Bids submitted without signing the integrity pact will be rejected without assigning any reason.

HLL Lifecare Limited.

Division :

EOI No:

INTEGRITY PACT

This Pre-Contract Integrity Pact (herein after called the Integrity Pact) is made on _____ day of the month of _____

Between

HLL Lifecare Ltd. a Government of India Enterprise with registered office at HLL Bhavan, Poojappura, Thiruvananthapuram 695 012, Kerala, India. (Hereinafter called "HLL", which expression shall mean and include, unless the context otherwise requires, his successors in office and assigns) of the First Party.

And

M/s _____ with office atrepresented by Shri _____, Designation..... (hereinafter called the "Bidder/Seller"/Contractor/Agent which expression shall mean and include, unless the context otherwise requires, his successors and permitted assigns) of the Second Party.

Both HLL and Bidder referred above are jointly referred to as the Parties.

Preamble

HLL intends to award, under laid down organizational procedures, Purchase orders / contract/s against Tender /Work Order /Purchase Order No. HLL desires full compliance with all relevant laws and regulations, and the principles of economic use of resources, and of fairness and transparency in its relations with its Bidder/s and Contractor/s.

NOW, THEREFORE,

To avoid all forms of corruption by following a system that is fair, transparent and free from any influence/prejudiced dealings prior to, during and subsequent to the currency of the contract to be entered into with a view to:-

1. Enable HLL to obtain the desired materials/ stores/equipment/ work/ project done at a competitive price in conformity with the defined specifications by avoiding the high cost and the distortionary impact of corruption on public procurement; and
2. Enable the Bidder to abstain from bribing or indulging in any corrupt practice in order to secure the contract by providing assurance to them that their competitors will also abstain from bribing and other corrupt practices and HLL will commit to prevent corruption, in any form, by its officials by following transparent procedures. The parties hereto hereby agree to enter into this Integrity Pact and agree as follows:

Clause.1. Commitments of HLL

1.1 HLL undertakes that HLL and/or its Associates (i.e. employees, agents, consultants, advisors, etc.) will not demand, take a promise for or accept, directly or through intermediaries, any bribe, consideration, gift, reward, favour or any material or immaterial benefit or any other advantage from the bidder, either for themselves or for any person, organization or third party related to the contract in exchange for an advantage in the bidding process, bid evaluation, contracting or implementation process related to the contract.

1.2 HLL will, during the tender process / pre-contract stage, treat all BIDDERS with equity and reason, and will provide to all BIDDERS the same information and will not provide any such information or additional information, which is confidential in any manner, to any particular BIDDER which could afford an advantage to that particular BIDDER in comparison to other BIDDERS in relation to tendering process or during the contract execution.

1.3 All the officials of HLL will report to IEM, any attempted or completed breaches of the above commitments as well as any substantial suspicion of such a breach.

1.4 HLL will exclude from the process all known prejudiced persons and persons who would be known to have a connection or nexus with the prospective bidder.

1.5 If the BIDDER reports to HLL with full and verifiable facts any misconduct on the part of HLL's Associates (i.e. employees, agents, consultants, advisors, etc.) and the same is prima facie found to be correct by HLL, necessary disciplinary proceedings, or any other action as deemed fit, including criminal proceedings may be initiated by HLL. Further, such an Associate may be debarred from further dealings related to the contract process. In such a case, while an enquiry is being conducted by HLL the proceedings under the contract would not be stalled.

Clause 2. Commitments of BIDDERS/ CONTRACTORS

2. The BIDDER commits itself to take all measures necessary to prevent corrupt practices, unfair means and illegal activities during any stage of its bid or during any pre-contract or post-contract stage in order to secure the contract or in furtherance to secure it and in particular commit itself to the following:-

2.1 The BIDDER will not offer, directly or indirectly (i.e. employees, agents, consultants, advisors, etc.) any bribe, gift, consideration, reward, favour, any material or immaterial benefit or other advantage, commission, fees, brokerage or inducement to any official of HLL, connected directly or indirectly with the bidding process, or to any person, organization or third party related to the contract in exchange for any advantage in the bidding, evaluation, contracting and implementation of the contract.

2.2 The BIDDER further undertakes that it has not given, offered or promised to give, directly or indirectly any bribe, gift, consideration, reward, favour, any material or immaterial benefit or other advantage, commission, fees, brokerage or inducement to any official of HLL or otherwise in procuring the contract or forbearing to do or having done any act in relation to obtaining or execution of the contract or any other contract with the Government for showing or forbearing to show favour or disfavor to any person in relation to the contract or any other contract with the Government.

2.3 The BIDDER will not engage in collusion, price fixing, cartelization, etc. with other counterparty(s).

2.4 The counterparty will not pass to any third party any confidential information entrusted to it, unless duly authorized by HLL.

2.5 The counterparty will promote and observe ethical practices within its Organization and its affiliates.

2.6 BIDDER shall disclose the name and address of agents and representatives and Indian BIDDERS shall disclose their foreign principals or associates.

2.7 The counterparty will not make any false or misleading allegations against HLL or its Associates.

2.8 BIDDERS shall disclose the payments to be made by them to agents/brokers or any other intermediary, in connection with this bid/contract.

2.9 The BIDDER further confirms and declares to HLL that the BIDDER is the original manufacture/integrator/authorized government sponsored export entity of the defense stores and has not engaged any individual or firm or company whether Indian or foreign to intercede, facilitate or in any way to recommend to HLL or any of its functionaries,

whether officially or unofficially to award the contract to the BIDDER, nor has any amount been paid, promised or intended to be paid to any such individual, firm or company in respect of any such intercession, facilitation or recommendation.

2.10 The BIDDER while presenting the bid or during pre-contract negotiations or before signing the contract, shall disclose any payments he has made, is committed to or intends to make to officials of HLL or their family members, agents, brokers or any other intermediaries in connection with the contract and the details of services agreed upon for such payments.

2.11 The BIDDER will not accept any advantage in exchange for any corrupt practice, unfair means and illegal activities.

2.12 The BIDDER commits to refrain from giving any complaint directly or through any other manner without supporting it with full and verifiable facts.

2.13 If the BIDDER or any employee of the BIDDER or any person acting on behalf of the BIDDER, either directly or indirectly, is a relative of any of the officers of HLL, or alternatively, if any relative of an officer of HLL has financial interest/stake in the BIDDER's firm, the same shall be disclosed by the BIDDER at the time of filing of tender. The term 'relative' for this purpose would be as defined in Section 6 of the Companies Act 1956.

2.14 The BIDDER shall not lend to or borrow any money from or enter into any monetary dealings or transactions, directly or indirectly, with any employee of HLL.

2.15 The BIDDER will not collude with other parties interested in the contract to impair the transparency, fairness and progress of the bidding process, bid evaluation, contracting and implementation of the contract, and will not enter into any undisclosed agreement or understanding with other Bidders, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of bids or any other actions to restrict competitiveness or to introduce cartelization in the bidding process.

2.16 The BIDDER will not commit any offence under the relevant Indian Penal Code, 1860 or Prevention of Corruption Act, 1988; further the Bidder(s)/ Contractor(s) will not use improperly, for purposes of competition or personal gain, or pass on to others, any information or document provided by the HLL as part of the business relationship, regarding plans, technical proposals and business details, including information contained or transmitted electronically. The BIDDER also undertakes to exercise due and adequate care lest any such information is divulged.

2.17 The BIDDER will not instigate third persons to commit offences outlined above or be an accessory to such offences.

2.18 The Bidder(s)/Contractors(s) of foreign origin shall disclose the name and address of the Agents/representatives in India, if any. Similarly the Bidder(s)/Contractors(s) of Indian Nationality shall furnish the name and address of the foreign Principal(s), if any.

2.19 The Bidder(s) shall not approach the courts while representing the matters to IEM and the Bidder(s) will await their decision in the matter.

Clause.3. Previous contravention and Disqualification from tender process and exclusion from future contracts

3.1 The BIDDER declares that no previous contravention occurred in the last three years immediately before signing of this Integrity Pact, with any other company in any country in respect of any corrupt practices envisaged hereunder or with any Public Sector Enterprise in India or any Government Department in India that could justify BIDDER's exclusion from the tender process

3.2 The BIDDER agrees that if it makes incorrect statement on this subject, BIDDER can be disqualified from the tender process or the contract, if already awarded, can be terminated for such reason. If BIDDER before award or during execution has committed a contravention through a violation of Clause 2, above or in any other form such as to put his reliability or credibility in question, t HLL is entitled to disqualify the BIDDER from the tender process.

Clause.4. Equal treatment of all Bidders / Contractors / Subcontractors

4.1 The Bidder(s)/ Contractor(s) undertake(s) to demand from his Subcontractors a commitment in conformity with this Integrity Pact.

4.2 HLL will enter into agreements with identical conditions as this one with all Bidders and Contractors.

4.3 HLL will disqualify from the tender process all bidders who do not sign this Pact or violate its provisions.

Clause.5. Consequences of Violation / Breach

5.1 Any breach of the aforesaid provision by the BIDDER or any one employed by it or acting on its behalf (whether with or without the knowledge of the BIDDER) shall entitle HLL to take all or any one of the following action, wherever required:-

- i. To immediately call off the pre-contract negotiations without assigning any reason or giving any compensation to the BIDDER. However, the proceedings with the other BIDDER(s) would continue.
- ii. If BIDDER commits violation of Integrity Pact Policy during bidding process, he shall be liable to compensate HLL by way of liquidated damages amounting to a sum equivalent to 5% to the value of the offer or the amount equivalent to Earnest Money Deposit/Bid Security, whichever is higher.
- iii. In case of violation of the Integrity Pact after award of the contract, HLL will be entitled to terminate the contract. HLL shall also be entitled to recover from the contractor liquidated damages equivalent to 10% of the contract value or the amount equivalent to security deposit/ performance guarantee, whichever is higher.
- iv. To immediately cancel the contract, if already signed, without giving any compensation to the BIDDER.
- v. To recover all sums already paid by HLL, and in case of an Indian BIDDER with interest thereon at 2% higher than the prevailing Prime Lending Rate of State Bank of India, while in case of a BIDDER from a country other than India with interest thereon at 2% higher than the LIBOR. If any outstanding payment is due to the BIDDER from HLL in connection with any other contract for any other stores, such outstanding payment could also be utilized to recover the aforesaid amount.
- vi. To encash the advance bank guarantee and performance guarantee /warranty bond, if furnished by the BIDDER, in order to recover the payments already made by HLL, along with interest.
- vii. To cancel all or any other contract with the BIDDER. The BIDDER shall be liable to pay compensation for any loss or damage to HLL resulting from such cancellation/recession and HLL shall be entitled to deduct the amount so payable from the money(s) due to the BIDDER.
- viii. To debar the BIDDER from participating in future bidding processes of HLL for a minimum period of five (5) years, which may be further extended at the discretion of HLL or until Independent External Monitors is satisfied that the Counterparty will not commit any future violation.
- ix. To recover all sums paid in violation of this Pact by BIDDER(s) to any middleman or agent or broker with a view to securing the contract.
- x. In cases where irrevocable Letters of credit have been received in respect of any contract signed by HLL with the BIDDER, the same shall not be opened.

xi. Forfeiture of performance guarantee in case of a decision by HLL to forfeit the same without assigning any reason for imposing sanction for violation of the pact.

5.2 HLL will be entitled to all or any of the actions mentioned in para 5.1(i) to (x) of this pact also on the commission by the BIDDER or any one employed by it or acting on its behalf (whether with or without the knowledge of the BIDDER), of an offence as defined in Chapter IX of the Indian Penal Code, 1860 or Prevention of Corruption Act, 1988 or any other statute enacted for prevention of corruption.

5.3 The decision of HLL to the effect that a breach of the provisions of this Pact has been committed by the BIDDER shall be final and conclusive on the BIDDER. However, the BIDDER can approach the Independent External Monitor(s) appointed for the purposes of this Pact.

Clause.6. Fall Clause

The BIDDER undertakes that it has not supplied/is not supplying similar product/systems or subsystems OR providing similar services at a price / charge lower than that offered in the present bid in respect of any other Ministry/Department of the Government of India or PSU and if it is found any stage that similar product/systems or sub systems was supplied by the BIDDER to any to the Ministry/Department of the Government of India or a PSU at a lower price, then that very price, with due allowance for elapsed time will be applicable to the present case and the difference in the cost would be refunded by the BIDDER to HLL, if the contract has already been concluded.

Clause .7. Independent External Monitor(s)

7.1 HLL has appointed Shri Ashok Kumar Mangotra IAS (Retd.) as Independent External Monitor(s) (hereinafter referred to as IEM(s)) for this Pact in consultation with the Central Vigilance Commission. Contact details of IEM is as below:

Shri Ashok Kumar Mangotra IAS (Retd.)

Ex-Secretary to Government of India

Office: HLL Lifecare Limited, HLL Bhavan, Poojappura, Thiruvananthapuram 695 012,
Kerala

Email: iemhll@lifecarehll.com

7.2 The responsibility of the IEM(s) shall be to review independently and objectively, whether and to what extent the parties comply with the obligations under this Pact.

7.3 The IEM(s) shall not be subject to instructions by the representatives of the parties and perform their functions neutrally and independently.

7.4 Both the parties accept that the IEM(s) have the right to access all the documents relating to the project/ procurement, including minutes of meetings.

7.5 As soon as the IEM(s) notices, or has reason to believe, a violation of this pact, he will so inform the CEO/CMD.

7.6 The BIDDER(S) accepts that the IEM(s) have the right to access without restriction to all project documentation of HLL including that provided by the BIDDER. The BIDDER will also grant the IEM(s), upon his request and demonstration of a valid interest, unrestricted and unconditional access to his project documentation. The same is applicable to subcontractors engaged by the BIDDER. The IEM(s) shall be under contractual obligation to treat the information and documents of the BIDDER/ Subcontractor(s) with confidentiality.

7.7 HLL will provide to the IEM(s) sufficient information about all meetings among the parties related to the Project provided such meeting could have an impact on the contractual relation between the parties. The parties will offer to the IEM(s) option to participate in such meetings.

7.8 The IEM(s) will submit a written report to the CEO/CMD of HLL within 8 to 10 weeks from the date of reference or intimation to him by HLL/BIDDER and, should consent arise, submit proposals for correcting problematic situations.

Clause.8.Criminal charges against violating Bidder(s)/ Contractor(s)/ Subcontractor(s)

If HLL obtains knowledge of conduct of a Bidder, Contractor or Subcontractor, or of an employee or a representative or an associate of a Bidder, Contractor or Subcontractor which constitutes corruption, or if HLL has substantive suspicion in this regard, HLL will inform the same to the Chief Vigilance Officer.

Clause.9. Facilitation of Investigation

In case of any allegation of violation of any provisions of this Pact or payment of commission, HLL or its agencies shall be entitled to examine all the documents, including

the Books of Accounts of the BIDDER and the BIDDER shall provide necessary information and documents in English and shall extend all possible help for the purpose of such examination.

Clause.10. Law and Place of Jurisdiction

Both the Parties agree that this Pact is subject to Indian Law. The place of performance and hence this Pact shall be subject to Thiruvananthapuram Jurisdiction.

Clause.11. Other legal Actions

The actions stipulated in the Integrity Pact are without prejudice to any other legal action that may follow in accordance with the provisions of the extant law in force relating to any civil or criminal proceedings.

Clause.12. Validity and Duration of the Agreement

This Pact begins when both parties have legally signed it. It expires for the Contractor/Successful bidder 12 months after the last payment under the contract or the complete execution of the contract to the satisfaction of the both HLL and the BIDDER /Seller, including warranty period, whichever is later, and for all other Bidders/unsuccessful bidders 6 months after the contract has been awarded.

If any claim is made / lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged / determined by Chairman and Managing Director of HLL.

Clause. 13. Other provisions

13.1 Changes and supplements as well as termination notices need to be made in writing. Both the Parties declare that no side agreements have been made to this Integrity Pact.

13.1 If the Contractor is a partnership or a consortium, this agreement must be signed by all partners or consortium members.

13.1 Should one or several provisions of this agreement turn out to be invalid, the remainder of this agreement remains valid. In this case, the parties will strive to come to an agreement to their original intentions

INWITNESS THEREOF the parties have signed and executed this pact at the place and date first above mentioned in the presents of following witnesses:

HLL Lifecare Ltd.

Bidder

Witness

Witness

1.....

1.....

2.....

2.....

ANNEXURE-5

(On company letter head)

BID SECURITY DECLARATION

I, _____(Name & Designation) and authorized representative of
M/s. _____(company name and registered address) do hereby
declare as stated below:

- We will not withdraw or modify our bid(s) against HLL Lifecare Ltd. [HLL] EOI No.....dated.....;
- In the event of us withdrawing the EOI/bid(s) mentioned above, HLL will have absolute right to suspend us from participating in future tender(s) published by HLL for a period of Three year(s); and
- We hereby waive off our right to dispute any such decision of HLL to suspend us in the manner mentioned above.

Signed and sealed on this....day of(month),..... (Year)

For _____(company name)

Name
Designation

(Seal)

ANNEXURE- 6

Quality Cost Based System (QCBS)

Each EOI will be scrutinized and evaluated against the parameters mentioned under Table-1 of clause no. 5.B, Evaluation criteria and the total marks scored will be the respective technical score.

$$St = 100 \times T/Tm$$

Where St is the technical score, Tm is the highest marks scored and T is the marks obtained by the proposal under consideration

As and when required, bidders will be asked to submit financial offers and Financial score (Sf) of other bidders will be calculated on the basis of the following formula:

$$Sf = 100 \times Fm/F$$

Where Sf is the financial score, Fm is the lowest price and F the price of the proposal under consideration. *(In case of selection is for H1 bidder this will be modified accordingly)*

Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (TP = the weight given to the Technical Proposal; FP = the weight given to the Financial Proposal; TP + FP = 1).

The weights given to the technical and Financial Proposals are:

$$TP= 0.70 \text{ and } FP= 0.30$$

Total score of the bidding party will be determined based on the following formula:

$$S= St \times TP\% + Sf \times FP\%$$

The bidder achieving the highest total score will be considered for placement of order.

Illustration of QCBS ranking methodology is given below.

STAGE1: TECHNICAL BIDS EVALUATION

Bidder details	Technical Mark
Bidder1	92
Bidder2	85
Bidder3	55
Bidder4	75

Highest marks scored by Bidder 1 (92 marks) which will be **Tm**

STAGE 2: CONVERSION OF TECHNICAL MARKS TO TECHNICAL SCORE

Bidder details	Technical Score $St = 100 \times T / Tm$
Bidder1	$100 \times 92/92 = 100$
Bidder2	$100 \times 85/92 = 92.39$
Bidder3	$100 \times 55/92 = 59.78$
Bidder4	$100 \times 75/92 = 81.52$

STAGE3: FINANCIAL BID EVALUATION*

Bidder details	Financial Bid
Bidder1	1,30,000
Bidder2	1,20,000
Bidder 3	1,10,000
Bidder4	1,00,000

Lowest price quoted by Bidder 4 (**Fm**)

STAGE 4: CONVERSION OF FINANCIAL BID AMOUNT TO SCORE

Bidder Details	Financial Bid Amount	Financial Score $Sf = 100 \times Fm / F$
Bidder1	1,30,000	$100000/130000 \times 100 = 76.92$
Bidder2	1,20,000	$100000/120000 \times 100 = 83.33$
Bidder3	1,10,000	$100000/110000 \times 100 = 90.90$
Bidder4	1,00,000	100

CONSOLIDATED TECHNICAL & FINANCIAL SCORE

Bidder Details	Technical Score	Financial Score
Bidder1	100	76.92
Bidder2	92.39	83.33
Bidder3	59.78	90.90
Bidder4	81.52	100

STAGE 5: COMBINED TECHNICAL AND FINANCIAL SCORE (CTFS) WITH WEIGHTAGE 70:30

Bidder Details	Applying weights for the Technical Score & Financial Score	CTFS	Rank of the Bidder
Bidder1	$100*(70/100)+ 76.92*(30/100)$	93.07 (70+23.7)	L1
Bidder2	$92.39*(70/100) +83.33*(30/100)$	89.67 (64.67+ 24.99)	L2
Bidder3	$59.78*(70/100) +90.90*(30/100)$	69.12 (41.85+27.27)	L4
Bidder4	$81.52*(70/100) +100*(30/100)$	87.06 (57.06+30)	L3

**Presentation is shown for selection on basis of lowest financial quote. If selection is on basis of highest financial quote then this will be accordingly modified.*