



Expression of Interest (EOI)

EOI No.: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020

Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal

Issued by:

West Bengal Electronics Industry Development Corporation Limited (WBEIDC),
(A Govt. of West Bengal Undertaking)
Webel Bhavan, Block-EP & GP, Sector-V,
Salt Lake, Bidhan Nagar,
Kolkata: -700091

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Expression of Interest

(EOI)No.: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020

A. Background

The world's fastest growing industry, Electronics System Design and Manufacturing (ESDM) industry has the power to transform lives, businesses and economies across the globe. The global electronics market is estimated to be over USD 2 Trillion. Asia Pacific was the largest region in the global electrical and electronics manufacturing market, accounting for 41% of the market in 2018. According to the "Global Electronic Components Market 2020 Research Report," the global market for electronic components is predicted to grow at a compound annual growth rate (CAGR) of about 4.8% from 2020 to 2025.

India is one of the biggest and fastest-growing digital markets in the world. The ESDM sector in India has witnessed exponential growth in the past five years and Indian market for electronic goods is growing at a CAGR of about 27% and is expected to reach USD 400 billion by 2025. In the COVID-19 pandemic scenario, India has projected a more resilient and diversified economy to fight the crisis and projected as a major attractive destination. Amongst the emerging economies, India has been one of the frontrunners in terms of economic growth and development for more than a decade.

West Bengal being the gateway of South-East Asia has the potential to emerge as global hub for the ESDM sector with its high domestic consumption rate, low human resource cost and flexible policy initiative for the entrepreneurs and start-ups. West Bengal Electronics Industry Development Corporation Limited (WBEIDC Limited), under the aegis of Department of IT & Electronics, Government of West Bengal is trying to promote IT, ITeS and Electronic industry in West Bengal.

WBEIDC has set up Electronic Parks, an exclusive industrial park for the electronic manufacturers setting up operations in the state. These parks are envisaged to support formation of dedicated manufacturing clusters for electronic devices and sub-components in West Bengal with state-of-art infrastructure and facilities to meet the regulatory standards and compliances in the sector.

With a 70 acre electronic park at Naihati and a 60 acre electronic park at Falta along with a 10.7 acre hardware park in Sonarpur, West Bengal strives to become a hub for the sector through the creation of an integrated ecosystem to facilitate business, stimulate innovation and R&D, develop new technologies, prototyping and commercialization activities and abundance of skilled manpower.

In addition to the above WEBEL has 17 numbers of operational IT Parks where dedicated spaces of around 10K square feet at each location.

To attract investors, design and implementation of an appropriate promotional strategy is the need of the hour. In view of the above, WBEIDC Limited invites EOI from reputed organizations across the globe having varied experience and credentials to engage as a cluster partner for investment in Electronics & Hardware Parks in West Bengal. Submission of EOI should be through electronic bidding process. The timelines for the EoI are mentioned in Table 1 below.

Table 1: Description of the work and timelines

1.	EOI No. & Date	WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020
2.	Brief description of Job	Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal
3.	Tender issuing entity	West Bengal Electronics Industry Development Corporation(WBEIDC) Limited
4.	Tender Document Money (Rs) [Nonrefundable]	Rs 500/= (Five Hundred Only) In form Demand Draft Drawn In Favour of WBEIDC LTD payable at KOLKATA
5.	Earnest Money Deposit (EMD) (Rs) [Refundable]	Rs 15000/= (Fifteen Thousand only) In form Demand Draft Drawn In Favour of WBEIDC LTD payable at KOLKATA
6.	Date of uploading EOI	07.08.2020
7.	Documents download start date (Online)	07.08.2020
8.	Last Date and Time of sending queries	14.08.2020 4:00 PM
9.	Pre Bid Date, Time and Link for joining the Online meeting	19.08.2020 12:00 PM https://teams.microsoft.com/l/meetup-join/19%3ameeting_N2MoOGQxYzQtMDMyZiooZDAzLWJmNmQtZTM5ZjliYWE5NjIy%40thread.v2/o?context=%7b%22Tid%22%3a%22c4061aa3-c121-4077-a58f-ef5d38111fc1%22%2c%22Oid%22%3a%221b1f979c-e371-44ce-aa50-bee68233e677%22%7d
10.	Last date & time of Bid Submission	02.09.2020 12:PM

11.	Date & time of Techno-Commercial Bid Opening	04.09.2020 at 3:00 PM
12.	Date & time of Financial Bid Opening	To be notified later on
13.	WBEIDCL Contact Person	Shri Sujoy Adhikary Deputy Manager (IDM-P)- sujoy.adhikary@webel-india.com-7044070484

All enquiries from the bidders relating to this Bid Document must be submitted to Office of WBEIDC Ltd by 14- 08-2020 within 4:00 P.M. These queries should also be emailed to sujoy.adhikary@webel-india.com

B. Instruction to Bidders

- a. Intending bidders may download the EOI document directly from the website <https://webel.in>. There will be no cost for EOI document.
- b. For any queries regarding this EOI, please contact with Shri Sujoy Adhikary Deputy Manager (IDM-P)-sujoy.adhikary@webel-india.com-7044070484 on or before last date of submission of queries. No queries will be entertained after this timeframe.
- c. Instruction to submit no. of parts in the bid Interested Bidders are required to submit their proposals in 1 sealed envelope(s) as per the instructions given below.
- d. Preparation of Tender shall be submitted in accordance with the following instructions:
 - i) Tenders shall be submitted in the prescribed forms. All signatures shall be in longhand. Where there is conflict between the words and the figures, the figure shall govern.
 - ii) All notations must be in ink or type written. No erasing or overwriting will be permitted. Mistakes may be crossed out and corrections typed or written with ink adjacent thereto and must be initialed in ink by the person or persons signing the tender.
 - iii) Tenders shall not contain any recapitulation of the work to be done. Alternative proposals will not be considered unless called for. No written, oral, electronic, telegraphic or telephonic proposals for modifications will be acceptable.
 - iv) Tenders shall be delivered to the office as notified on or before the date and time set for the opening of tenders in the Notice Inviting Tender. The packet of documents including the tender shall be enclosed in sealed envelope having the title of the work and the name of the bidder.
 - v) Tenders subject to any conditions or stipulations imposed by the bidder are liable to be rejected.
 - vi) Each and every page of the tender document must be signed with date and company seal by the bidder. This is required to show that the bidder had accepted all the terms and conditions mentioned in this tender document.
- e. Instruction to mark the Techno-Commercial bid envelope. The firm shall seal and mark the Techno Commercial Bid in one envelope super scribed with words: - "Techno Commercial Bid for "Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal"." EOI No.: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020 "& "Do Not Open Before 04-

- 09-2020 3:00 PM". This envelope will also contain the EMD and Tender Document Fees (if the tender document is downloaded from the website) in a separate small envelope inside it.
- f. Instruction to mark the Financial bid envelope The firm shall seal and mark the Financial bid as per Annexure- VI in one envelope super-scribed with words:- "Financial for "Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal". "EOI No.: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020 ".
- g. Instruction to mark the both Techno-Commercial and Financial bid envelope All the envelopes shall be sealed in a covering envelope super scribed with words Techno Commercial Bid & Price Bid for "Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal" " EOI No.: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020 " & "Do Not Open Before 04-09-2020 3:00 PM".
- h. The sealed envelope containing the sealed Techno Commercial Bid and Financial Bid should be addressed to the General Manager (Commercial), WBEIDC Limited, Block-EP & GP, Sector –V, Salt Lake, Kolkata -700 091, through post / speed post / Courier or dropped personally within the stipulated time in the tender box kept with WBEIDC. No other mode of delivery shall be accepted. WBEIDC Ltd will not be responsible for any postal delay. Late submission of Bid will not be accepted.
- i. Submission of EOI response will be done as per time schedule stated in this document.
- j. Limited tendering will be done among the qualified bidders evaluated by the EOI evaluation committee of WBEIDC. The decision of the committee will be final and absolute in this aspect. The list of qualified bidders will be displayed in the website <https://webel.in> and notified to each successful bidder.
- k. For any queries regarding this EOI, please contact with Shri Sujoy Adhikary Deputy Manager (IDM-P)-sujoy.adhikary@webel-india.com-7044070484. For other terms and conditions, please contact with Shri Sujoy Adhikary Deputy Manager (IDM-P)-sujoy.adhikary@webel-india.com-7044070484 on or before last date of submission of queries. No queries will be entertained after this timeframe.

EOI response should contain:

- ✓ This EOI document, with all pages signed by the authorized signatory
- ✓ Covering letter (as per Annexure-I)
- ✓ General information of the bidder (as per Annexure-II)
- ✓ Financial capabilities of the bidder (as per Annexure-III)
- ✓ Credentials of the bidder along with relevant work orders, agreements and completion certificates
- ✓ Declaration of non-blacklisting (as per Annexure-IV)
- ✓ The details of the project executed (as per Annexure-V)
- ✓ The percentage of Success Fee (as per Annexure-VI) as Financial Bid

- ✓ Work Order copies along with job completion certificates from the customers duly attested.
- ✓ Understanding and write-up on scope of work and approach and methodology to be adopted.
- ✓ Tender Document fees and Earnest Money Deposit (EMD) in form of Demand Draft.
- ✓ Valid scanned copies of the following documents:
 - Certificate of Incorporation,
 - Power of Attorney establishing the authorized signatory (mandatory for partnership firms)
 - Audited Balance Sheets and Profit & Loss Statements for the Financial Years 2016-2017, 2017-2018 and 2018-2019

C. Eligibility Criteria

The bidder must possess the requisite prior experience, financial strength and capability in providing the services necessary to meet the requirements as described in the EOI document. The Bidder is required to meet all eligibility criteria mentioned below in order to qualify.

#	Basic Requirement	Specific Requirements	Documents Required to be submitted
1	Presence	The bidder (from India or abroad) should have National/International presence	Declaration from authorized signatory regarding the clause of presence/Certificate of Incorporation
2	Average Annual Income	The firm must have been a profit-making organization for the last three financial years (FY 2016-2017, 2017-2018 and 2018-2019)	Extracts from the Balance sheet and Profit & Loss/Certificate from the statutory auditor or Chartered Accountant/Self-Certification by Managing Director or equivalent authorized signatory of the firm

#	Basic Requirement	Specific Requirements	Documents Required to be submitted
3	Annual Sales Turnover	Average annual turnover of not less than Rs. 25 Crore each in last three financial years (FY 2016-2017, 2017-2018 and 2018-2019) from strategy consulting services.	<ul style="list-style-type: none"> • Audited Financial Accounts & certificates from the statutory auditor / Chartered Accountant • Profit and Loss statement duly signed by statutory auditor
4	Consulting Experience	Experience in similar kind of projects at least 3(three) in India & abroad as Lead consultant/Consultant/Knowledge Partner for large globally renowned technology hubs/Government/ State Governments or their agencies involving strategy consulting assignments/ Business Regulatory Reform/ Investment Promotion Program Management(ongoing/ completed) in last 5 years. Value of each of the assignment must be greater than INR 5 Crores.	<ul style="list-style-type: none"> • For completed projects: Work Order and Completion Certificate issued by the client and Self-declaration by competent authority of the firm Or • For ongoing projects: Work Order and satisfactory certification from client <p>Self-declaration by competent authority of the firm</p>
5	Approach & Methodology	The bidder must submit proposed approach & methodology for promotional activities for fascinating investment in electronic & hardware parks in the State	Detailed approach & methodology for undertaking the assignments
6	Legal Requirement	The responding firm must not be blacklisted by any Government Department, Ministry or Agency in any country for breach of ethical conduct or fraudulent practices during the last two years.	The bidder has to provide self- declaration in the company's letter head (as per Annexure-IV)

#	Basic Requirement	Specific Requirements	Documents Required to be submitted
7	Legal Requirement	<ul style="list-style-type: none"> • Bidder must be a consulting firm • The bidder should have existence in India for last three (3) years at the end of 31st March 2020. • The bidder should be into the business of strategy consulting services for the last five (5) years at the end of 31st March 2020. • The bidder shall be solvent at the date of bidding 	<ul style="list-style-type: none"> • Certificates of incorporation for Company/ Partnership Deed / Proprietorship firm self-declaration • Certificate from Statutory auditor / Chartered Accountant for existence of firm for last five years along with last three years balance sheet. • Certificate from Statutory auditor/ Chartered Accountant for strategy consulting business for last five years • Certificate from Statutory auditor / Chartered Accountant for Solvency declaration/ Certificate from nationalized banks
8	Power of Attorney	<ul style="list-style-type: none"> • The bidder shall submit the Power of Attorney of Authorization for signing the bid in Rs.100.00 Non Judicial Stamp Paper. 	<ul style="list-style-type: none"> • Scanned copy of Power of Attorney needs to be uploaded
9	Other Legal Documents	<ul style="list-style-type: none"> • Trade License • GST Certificate • Income Tax Return (Latest 3 years) • Copy of PAN 	<ul style="list-style-type: none"> • Copy of the valid documents

#	Basic Requirement	Specific Requirements	Documents Required to be submitted
		<ul style="list-style-type: none">Articles of Association/ Company Registration(depending on company type)	

In addition to the aforesaid eligibility criteria, the bidder needs to respond to the following as mandatory of its response to the EOI:

1. Agency Summary
 - a. Agency ownership
 - b. Agency history
 - c. Agency locations
2. A detailed explanation of the agency's involvement in technology which covers the following (but not limited to)
 - a. Stages of investment in the technology companies, value added to the startups and ROI gained
 - b. Current organization structure of the agency
 - c. Number of General Partners(GP) and Limited Partners(LP) in the agency , including their names
 - d. Presence of the agency in India
 - e. Approach and Methodology for execution of the agency's action plan to recoup the investment

Note: Jurisdiction of the engagement would be limited only to courts in Kolkata.

D. Project Timeline

The duration of the assignment is for 1 year from the date of signing of MoU which is subject to renewal for another 1 year based on the evaluation of the performance of the bidder in each year.

The bidder will be evaluated at the end of each year based on the following criteria:

- i. Minimum three (3) Startups / Firms to start their operation from EMC clusters, WBEIDC Hardware Parks and Bengal Silicon Valley Hub per year
- ii. Minimum five (5) MoUs with potential investors each year
- iii. Minimum five (5) MoUs with start-up working in the ESDM sector each year
- iv. At least ten (10) new promotional events such as webinars, interactive sessions, industry summits etc.

E. Payment Terms

The successful bidder will get a percentage of value of land as Success Fee after successful signing of the Allotment Agreement/ Lease Deed/Payment thereof between investor & WBEIDC i.e. after successful allotment of land to eligible investors. Success fee will not be paid for the investors only approaching WBEIDC through Cluster Partner. All promotional expenses will be borne by the cluster partner. The bidder has to submit the Success Fee percentage along with the EoI as per the format mentioned in the Annexure-VI. This success fee will be valid till the validity of the contract.

F. General Terms & Conditions

i. Schedule of the EOI Document

- a. The EOI response must be received by WBEIDC before the scheduled time.
- b. Beyond scheduled submission time no response will be accepted by WBEIDC and returned unopened to the Bidder.
- c. WBEIDC shall not be responsible for any delay or non-receipt of the EOI response. No further correspondence on the subject will be entertained
- d. The EOI Response submitted by fax, e-mail etc. shall not be considered. No correspondence will be entertained on this matter
- e. WBEIDC reserves the right to modify and amend any of the above-stipulated condition/criteria depending upon project priorities vis-à-vis urgent commitments.

ii. Clarification regarding EOI document

A prospective Bidder requiring any clarification about the EOI document and scope of work may contact the concerned person through e-mail/ letter as mentioned above.

No queries from the vendors will be entertained after the date & time mentioned in this document. After opening of EOI responses, if tender committee feels, they may ask for supporting documents in respect of the claim of the bidder and the bidder has to submit supporting document as well as written clarifications required by the committee within three days.

iii. Language of EOI

The EOI response submitted by the bidder should be in English language only. All the documents relating to the EOI (including brochures) supplied by the firm should also be in English, and the correspondence between the Bidder & WBEIDC will be in English language only.

iv. Formats and Signing of EOI

The original EOI shall be neatly typed and shall be signed by an authorized signatory/signatories on behalf of the Bidder. The authorization shall be provided by written Power of Attorney accompanying the EOI. The person or persons signing the EOI shall initial all pages of the EOI, except for unamended printed literature. The EOI shall contain no interlineations, erasure or overwriting. In order to correct errors made by the Bidder, all corrections shall be done & initialed with date by the authorized signatory after striking out the original words completely.

G. Special Terms & Conditions

1. Preparation of EOI

EOI shall be submitted in accordance with the following instructions:

- i. EOI shall be submitted in the prescribed forms. All signatures shall be in longhand. Where there is conflict between the words and the figures, the amount in words shall govern.
- ii. All notations must be in ink or typed. No erasures or overwriting will be permitted. Mistakes may be crossed out and corrections typed or written with ink adjacent thereto and must be initialed in ink by the person or persons signing the EOI.
- iii. EOIs shall not contain any recapitulation of the work to be done. Alternative EOIs will not be considered unless called for. No written, oral, electronic, telegraphic or telephonic EOIs for modifications will be acceptable.
- iv. EOIs shall be uploaded to the website as notified on or before the date and time set for the opening of EOIs in the Instruction to Bidder section.
- v. EOIs subject to any conditions or stipulations imposed by the bidder are liable to be rejected.
- vi. Each and every page of the EOI document must be signed with date and company seal by the bidder. This is required to show that the bidder has accepted all the terms and conditions mentioned in this EOI document.

2. Opening of EOI

The EOIs shall be opened at the time set forth in the document. Bidders or their authorized representatives are invited to be present and to put their signatures on the records of EOI opening as each EOI is opened.

3. Acceptance of EOI

The acceptance of the EOI will rest with the accepting authority who is not bound to accept any EOI and reserves the right to reject in part or in full any or all EOI(s) received without assigning any reason thereof.

H. Terms of Reference

a. Objective

In the post COVID era, countries will work towards becoming self-sufficient in manufacturing sector and at the same time will be in lookout for more stable outshore partners with resilient supply chains. This has opened many doors for the Indian manufacturing industry as many countries is looking for a suitable destination in the APAC region for diversification. West Bengal is striving to become an epicenter of this revolution in ESDM sector and project itself as well-equipped state for the challenge.

The main objective of this EOI is to empanel organization (s)/ firm(s) who will design and implement strategies for promoting the electronic & hardware parks across the state of West Bengal. This assignment has been envisioned to attract established electronic manufacturing companies as well as startups to invest in West Bengal and avail the state-of-art infrastructure, R&D facilities, flexible policies and incentives, strategic location in terms of connectivity to neighboring developing countries and abundance of skilled/semi-skilled manpower. The broad objective of the assignment is to promote West Bengal as a prefer investment destination for ESDM sector in the country.

The objectives are delineated below:-

- a) To develop the investment promotion strategy, programme and action plan for ESDM sector in West Bengal
- b) To recommend reforms in the policy, institutional and business regulatory framework of the state
- c) To support the implementation of policy reforms and initiatives of the DoIT&E and WBEIDCL.
- d) To track investors, investments and facilitate MoUs with the investors
- e) To undertake appropriate institutional strengthening in order to develop in house capabilities of WBEIDCL in this sector.

b. Scope of Work

WBEIDC Limited envisages to partner with interested agencies/firms working in the strategic consulting domain in order to function as cluster partner to bring investment vis-à-vis

potential investors and start-ups to invest in ESDM sector in West Bengal and start their business operations in the state-of-the-art electronics and hardware parks in West Bengal.

The responsibilities of the selected firm are mentioned below (but not limited to):

- a) The selected firm will have to develop the investment promotion strategy, programme and action plan for ESDM sector in West Bengal on short, medium and long-term basis based on a comprehensive assessment of the existing scenario of ESDM sector in the State
- b) The selected firm will identify, attract, approach and invite potential investors and start-ups from various states and countries to start their operations in West Bengal and will also have to facilitate MoUs with the investors. Further, they must identify target investor segment based on the different locations across the state.

I. Annexures

a. Annexure I: Covering Letter for submission of EOI

(To be submitted on the letterhead of the bidder)

(Date)

To,

General Manager (Commercial),

WBEIDC, Webel Bhavan, Block-EP & GP, Sector-V,

Salt Lake, Bidhan Nagar, Kolkata:-700091

Ref: WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020

Sub: Submission of EOI for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”

Dear Sir/Madam,

We have examined the EOI document, we, the undersigned, herewith submit our EOI in response to your EOI no. _____ dated _____ for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”, in full conformity with the said EOI document.

- i. We have read the provisions of the EOI document and confirm that these are acceptable to us. We further declare that additional conditions, variations, deviations, if any, found in our EOI shall not be given effect to.
- ii. We agree to abide by this EOI, consisting of this letter, the detailed response to the EOI and all attachments, for a period of 180 days from the date of submission of the bid.
- iii. We would like to declare that we are not involved in any major litigation that may have an impact of affecting or compromising the delivery of services as required under this assignment and we are not under a declaration of ineligibility for corrupt or fraudulent practices
- iv. We would like to declare that there is no conflict of interest in the services that we will be providing under the terms and conditions of this EOI.
- v. We hereby declare that all the information and statements made in this EOI are true and accept that any misrepresentation contained in it may lead to our disqualification.
- vi. We understand you are not bound to shortlist / accept any EOI you receive

Sincerely,

Signature of Authorized Signatory and Seal of the bidder

Name:

Designation:

Date:

b. Annexure II: Details of the Responding Bidder

1.	Name of the company	
2.	Official address	
3.	Phone No. And Fax No.	
4.	Corporate Headquarters Address	
5.	Phone No. And Fax No.	
6.	Web Site Address	
7.	Details of Company's Registration (Please enclose copy of the company registration document)	
8.	Name of Registration Authority	
9.	Registration Number and Year of Registration	
10.	Company's Revenue for last 3 years (Year wise)	
11.	Company's net worth for the last year	

c. Annexure III: Financial Capability of the firm

FINANCIAL CAPABILITY

(EOI No. **WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020**)

FINANCIAL INFORMATION

Sl.	Name of the Bidder	Turnover (Rs/Lakh)		
		2016-17	2017-18	2018-19
1				

d. Annexure IV: Declaration for not being blacklisted

Self-declaration for not being blacklisted by any Government Entity

(To be submitted on the Letterhead of the responding firm)

(Date)

To,

General Manager (Commercial),

West Bengal Electronics Industry Development Corporation Limited (WBEIDC),

Webel Bhavan, Block-EP & GP, Sector-V,

Salt Lake, Bidhan Nagar, Kolkata:-700091

Ref: EOI for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”, Ref: EOI No. WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020

Sub: Submission of EOI for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”

Dear Sir/Madam,

In response to the above mentioned EOII/We, _____, as _____
<Designation> of M/s _____, hereby declare that we are having unblemished past record and are not declared blacklisted or ineligible to participate for bidding by any State/Central Government, Semi-Government or PSU.

Sincerely,

Signature of Authorized Signatory and Seal of the bidder

Name:

Designation:

Date:

e. Annexure V: Details of Projects undertaken

Assignment Name:		
Location in India:		Duration of Assignment:
Name of Client:		Total Project Value:
Address of the Client:		Value of the services provided by the bidder:
Start date:	Completion date:	No. of person-months of the assignment:
Narrative description of Project:		
Description of actual services provided:		

f. Annexure VI: Financial Proposal Submission Form

(To be submitted on the Letterhead of the responding firm)

(Date)

To,

General Manager (Commercial),

West Bengal Electronics Industry Development Corporation Limited (WBEIDC),

WebelBhavan, Block-EP & GP, Sector-V,

Salt Lake, Bidhan Nagar, Kolkata:-700091

Ref:EOI for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”, Ref: EOI No WEBEL/EOT/COM/20-21/00021 Dated: 07.08.2020

Sub: Submission of EOI for “Engagement of a Cluster Partner for identification & selection of investors in Electronics & Hardware Parks in West Bengal”

Dear Sir,

The undersigned, as authorized, offers to provide the services for identification & selection of investors for investment in Electronics & Hardware Parks in West Bengal in accordance with your Expression of Interest. Our Financial Proposal in form of Success Fees in terms of the percentage of the value of land transacted following the selling of land on lease hold basis in Electronics & Hardware Parks in West Bengal is given below. The taxes as applicable shall be payable extra.

The quoted Success Fee in terms of the percentage of value of the land with the eligible investors through consultancy% (Percentage) (in figures and words)
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The success fee shall be paid directly by the WBEIDC Ltd. on the basis of the above percentage of value of the land agreed with the selected eligible investors through the Cluster Partner, after signing of the Allotment Agreement/ Lease Deed between Parties and on receipt of due lease premium by WBEIDC. The taxes as applicable shall be payable extra.

Our Financial Proposal shall be binding upon as subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the Proposal i.e. 90 days from the last date of submission of the Proposal. We are in consequence to your freedom to accept/ reject any or all the applications without signing any reason

Sincerely,

Signature of Authorized Signatory and Seal of the bidder

Name:

Designation:

Date: