

Existing vis-à-vis modified provisions of Integrated MM Manual

Para No.	Existing Provisions	Modified Provisions
8.3	Electronic Reverse auction	Electronic Reverse auction
8.3.1	Electronic reverse auction is an online real-time procurement technique utilized by the procuring entity to select the successful submission, which involves the presentation by suppliers or contractors of successively lowered bids during a scheduled period of time and the automatic evaluation of bids;	Electronic reverse auction is an online real-time procurement technique utilized by the procuring entity to select the successful submission, which involves the presentation by suppliers or contractors of successively lowered bids during a scheduled period of time and the automatic evaluation of bids;
8.3.2	The reverse auction process can be used to replace any price bid evaluation procedure to determine L-1 like the comparison of sealed price bids	The reverse auction process can be used to replace any price bid evaluation procedure to determine L-1 like the comparison of sealed price bids.
8.3.3	<p>Applicability: Procurement by means of an electronic reverse auction should be engaged under following conditions:</p> <p>a. Procurement of common goods and services, which are those where performance and quality characteristics can explicitly be defined beforehand in the bidding documents using widely-known and unambiguous market specifications. Services whose characteristics are largely intangible, whose</p>	<p>Applicability: <u>In all the tenders which are proposed to be processed under Reverse Auction, it should be clearly specified in the BEC that ONGC reserves right to go for Reverse Auction process or may finalize the tender without Reverse Auction, if required. However, the decision to conduct Reverse Auction or not will be conveyed to short-listed bidders prior to opening of price bid.</u> Procurement by means of an electronic reverse auction should be engaged under following conditions:</p> <p>a. Procurement of common goods and services, which are those where performance and quality characteristics can explicitly be defined beforehand in the bidding documents using widely-known and unambiguous market specifications. Services</p>

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	<p>progress tends to have a degree of unpredictability, and their inputs and outputs typically vary from project to project (and therefore are hard to define beforehand) will not be considered a common service.</p> <p>b. There is a competitive market of suppliers or contractors anticipated to be qualified to participate in the electronic reverse auction, such that effective competition is ensured;</p> <p>c. The tenders for items covered at a) & b) above shall have a provision for conducting reverse auction. However, after techno commercial evaluation, if number of technically & commercially acceptable offers are less than 04(Four) for any item then no reverse auction may be conducted for such items. Reverse auction shall be conducted for the remaining items. Accordingly the decision to conduct reverse auction shall be communicated to shortlisted bidders prior to opening of price bid.</p>	<p>whose characteristics are largely intangible, whose progress tends to have a degree of unpredictability, and their inputs and outputs typically vary from project to project (and therefore are hard to define beforehand) will not be considered a common service.</p> <p>b. There is a competitive market of suppliers or contractors anticipated to be qualified to participate in the electronic reverse auction, such that effective competition is ensured;</p> <p>c. The tenders for items covered at a) & b) above shall have a provision for conducting reverse auction. However, after techno commercial evaluation, if number of technically & commercially acceptable offers are less than 04(Four) for any item (where evaluation is done separately) then no reverse auction may be conducted for such items <u>(but the Work centers shall take appropriate decision regarding conducting offline price negotiation, if required, for such items as per provisions under para-14.2 of MM manual).</u> Reverse auction shall be conducted for the remaining items. Accordingly the decision to conduct reverse auction shall be communicated to shortlisted bidders prior to opening of price bid.</p>
8.3.4	<p>Operation: The event will be conducted through ONGC's online bidding software (SAP SRM), designed to streamline bid negotiations into a real-time bidding event. The price bids of shortlisted bidders shall be</p>	<p>Operation: The event will be conducted through ONGC's online bidding software (SAP SRM), designed to streamline bid negotiations into a real-time bidding event. The price bids of shortlisted bidders shall be</p>

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	opened on the same day as the reverse auction event is to be conducted. The lowest evaluated price shall be starting price for the reverse auction.	opened on the same day as the reverse auction event is to be conducted.
8.3.4.1	No provisions existing	<u>The applicable exchange rate for conversion and the customs duty to be loaded for each item (for foreign bidder) and basis of evaluation for domestic bidders (Ex-Works or FOR Destination) shall be conveyed by ONGC to the concerned bidders prior to commencement of Reverse auction.</u>
8.3.4.2	No provisions existing	<u>The price bid data shall be tabulated immediately after opening of price bid in SRM and evaluated prices shall be worked out in the sample calculation sheet based on evaluation methodology of BEC and shall be signed by the Tender Committee members. After tabulation of the priced bid data, the dealing officer in presence of the Tender Committee shall confirm the evaluated prices with respective short listed bidders and feed in system the lowest evaluated price further decremented by 0.5% as ceiling price.</u>
8.3.5	<p>During the auction:</p> <ul style="list-style-type: none"> a. All bidders shall have an equal and continuous opportunity to present their bids; b. There shall be automatic evaluation of all bids in accordance with the criteria, procedure and formula provided to suppliers or contractors ; c. Each bidder shall receive, instantaneously and on a continuous basis during the auction, sufficient 	<p>During the auction:</p> <ul style="list-style-type: none"> a. All bidders shall have an equal and continuous opportunity to present their bids; b. There shall be automatic evaluation of all bids in accordance with the criteria, procedure and formula provided to suppliers or contractors ; c. Each bidder shall receive, instantaneously and on a continuous basis during the auction, sufficient

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	<p>information allowing it to determine the standing of its bid vis-à-vis other bids;</p> <p>d. There shall be no communication between the procuring entity and the bidders or among the bidders, other than as provided for in subparagraphs (a) and (c) of this paragraph.</p> <p>e. Minimum bid decrement of bidders will be determined before auction to be 0.25-1% of the starting reserve price of the reverse auction</p>	<p>information allowing it to determine the standing of its bid vis-à-vis other bids;</p> <p>d. There shall be no communication between the procuring entity and the bidders or among the bidders, other than as provided for in subparagraphs (a) and (c) of this paragraph.</p> <p>e. Minimum bid decrement of bidders will be 0.5% of the last price entered by respective bidder.</p>
8.3.5.1	No provisions existing	<p><u>Features of the online event:</u></p> <p>(i) <u>The bidding direction of this event is downward. Bidders cannot raise their bid once the event has opened and they have submitted a bid.</u></p> <p>(ii) <u>Bidders must bid for the complete quantity of each item as quoted in SRM bid. The prices should be quoted as per the sample calculation sheet provided in the bidding document.</u></p> <p>(iii) <u>Bidders only see their own numeric rank (in 'Rank only' format) or the lowest bid and their own numeric rank (in 'Rank with L1 price' format). At no point of time will any bidder see the names of other bidders, or the prices of bidders other than the lowest bid.</u></p> <p>(iv) <u>The lowest evaluated price (of short listed bidders based on their price bids submitted initially in</u></p>

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		<p><u>SRM) further decremented by 0.5 % (minimum decremental value in the RA) shall be the Ceiling price or the maximum permitted starting bid in reverse auction for all bidders.</u></p> <p>(v) <u>A bidder will not be able to see the rank for a lot until the bidder submits an initial bid.</u></p>
8.3.6	<p>The procuring entity shall not disclose the identity of any bidder during the auction. No mobile phone, alternate network connection or any other communication device other than the identified official landline number (to be communicated to the bidders) shall be allowed in the reverse auction room. Also till the reverse auction is over no member of the team conducting RA shall be allowed to leave the room.</p>	<p>The procuring entity shall not disclose the identity of any bidder during the auction. No mobile phone, alternate network connection or any other communication device other than the identified official landline number (to be communicated to the bidders) shall be allowed in the reverse auction room. <u>The identified numbers of ONGC for this purpose should be intimated to the bidders well in advance. Similarly, the telephone numbers of bidders for the authorized interaction with bidders should be obtained through 'Bidders' Response Sheet'.</u> Also till the reverse auction is over no member of the team conducting RA shall be allowed to leave the room.</p>
8.3.7	<p>The process of Reverse Auction shall initially be held for a period of 30 minutes. In the event of a bid received in the last 3 minutes resulting in change of prevailing L 1 price, the period of auction shall get extended automatically by 5 minutes from the time of submission of such bid. This process shall continue till no change in L-1 price takes place in last 3 minutes. The process of reverse auction shall automatically close thereafter.</p>	<p><u>All line items in auction are open to bidding at the same time, but the auction shall close for one line item after the other.</u></p> <p>This process shall initially be held for a period of 30 minutes. In the event of a bid received in the last 3 minutes resulting in change of prevailing L1 price of the first line item, the period of auction shall get extended automatically by 5 minutes <u>(for "rank with L-1 price" option) and 10 minutes (for "rank only" option) from the time of submission of such bid. This process shall continue till no change in L-1 price of the first line item takes place in last 3 minutes. Then the auction</u></p>

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		<p><u>will close for the first line item and auction for the remaining items will continue for a further period of 10 minutes. In the event of a bid received in the last 3 minutes resulting in change of prevailing L1 price of the second line item, automatic extension shall be effected in similar fashion as explained above for the first line item.</u></p> <p><u>The process shall continue in a cascading way for all remaining line items</u></p> <p><u>All bidders, regardless of their previous position, can submit their bid during the extension period also.</u></p> <p>The process of reverse auction shall automatically close thereafter.</p>
8.3.8	<p>The procuring entity shall suspend or terminate the auction in the case of failures in its communication system that put at risk the proper conduct of the auction or for other reasons stipulated in the rules for the conduct of the auction. The procuring entity shall not disclose the identity of any bidder in the case of suspension or termination of the auction.</p>	<p><u>Bidders at their own interest should ensure uninterrupted internet connectivity at their end during the Reverse Auction with necessary backups to take care of any connectivity problem. However, in case of failure in connectivity of any of the bidders, the Reverse Auction time will be extended once against request of each bidder, if the request is received within the auction time. Such extensions shall each be of 10 minutes and no more than one request for such extension from each bidder shall be entertained in an Auction. TC will be empowered to extend the RA time. The extension of auction time shall be communicated to all the bidders through system broadcast message and also intimated telephonically to the bidders who are disconnected from Reverse Auction at that point of time.</u></p> <p><u>In case no conclusion can be drawn from RA from</u></p>

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		<p><u>best bid history or where Reverse Auction is inconclusive on account of system malfunctioning or break in internet connectivity at ONGC SYSTEM end, RA shall be re-conducted. In such scenarios, the dealing offer shall obtain the status from the SRM team of Project ICE and thereafter TC shall put up recommendations to CPA for approval to conduct the RA again.</u></p> <p>The procuring entity can suspend or pause the reverse auction, if required. In such eventuality the duration of the auction shall be extended by ONGC for the period for which auction was under pause/suspension.</p>
8.3.9	No provisions exist	<p><u>Types of Auction:</u></p> <p><u>(i) 'Rank with L-1 Price' bid format:</u></p> <p><u>In "Rank with L-1 Price" bid format, during the process of Reverse Auction, the short-listed bidders shall be able to see only the current lowest price and their respective ranks/position during the online bidding process in the system, based on which they may reduce their prices. This type of auction shall be adopted in those tenders where neither any purchase nor any price preference is applicable.</u></p> <p><u>(ii) "Rank Only" bid format:</u></p> <p><u>In "Rank Only" bid format, during the process of Reverse Auction, the short-listed bidders shall be able to see only their respective ranks/position during the</u></p>

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		<u>online bidding process in the system, based on which they may reduce their prices. This type of auction shall be adopted in case of tenders, where purchase preference (for MSEs) is applicable, so as to take care of purchase preference at the end of the Reverse Auction.</u>
8.3.10	No provisions exist	<u>TC will decide on choice of the option i.e. “Rank with L-1 price” or “Rank Only” at the time of short-listing of the bidders depending on the bidders at that stage who are eligible for purchase preference.</u>
8.3.11	No provisions exist	<u>Purchase Preference:</u> <u>Under purchase preference eligible bidder whose quoted price is not lowest get an opportunity to match L-1 price if their quoted price falls within the stated percentage difference from the lowest quote. If the bidder matches the prices, he gets the order otherwise the original L-1 bidder gets the order. In Reverse Auction, if the L-1 price is seen by all the bidders, it is apprehended that the bidders eligible for purchase preference can position their prices always within the purchase preference range which would be an unintended advantage. Hence, to facilitate purchase preference in a fair and transparent manner, the Reverse Auction shall be held in “Rank Only” format, if any of the short-listed bidders are eligible for purchase preference. After conclusion of Reverse Auction, if any of the eligible bidder for purchase preference falls within the specified limits for purchase preference, such bidder will get opportunity to match with L-1 price.</u>

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8.3.12	No provisions exist	<u>TC members shall remain on the spot till the completion of the Reverse Auction process.</u>
8.3.13	No provisions exist	<u>Apart from the participating bidders, the RA shall be visible while in progress to ONGC only through one user login. i.e. user login of Dealing Purchase officer who shall display the RA to TC members. The identity of the bidders shall not be disclosed to Tender Committee and the dealing officer. Even the prices of bidders shall not be visible to the dealing officer and the Tender Committee at the time of Reverse Auction in case of "Rank Only" bidding.</u>
8.3.14	No provisions exist	<u>In case of a tie during auction i.e. two bidders entering same lowest price, the bidder who enters the prices first in the system would be taken as L-1 and the other bidder would see their ranking as L-2.</u>
8.3.15	No provisions exist	<u>On completion of Reverse Auction, the history of Reverse Auction shall be signed by the dealing officer and TC members. In case of non-availability of TC members due to any contingency, they should nominate suitable officers to represent them to witness the Reverse Auction. However, TC members would sign the proceedings afterwards.</u>
8.3.16	No provisions exist	<u>After completion of online event of Reverse Auction within 24 hrs, the bidders would re-submit breakup of their final quoted evaluated price as per relevant appendix of sample calculation sheet so as to enable ONGC to award the purchase order/contract. Bids of those bidders who fail to provide cost break-up sheet or adhere to prices quoted during the online event will be <u>rejected</u> and the bid bond / EMD of such bidder shall be</u>

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		<u>forfeited. However, in such case of break up, the prices of any of the items shall not be increased above the prices submitted in SRM.</u>
8.3.17	No provisions exist	<u>For the purpose of e-procurement and Reverse Auction, the dealing officer is the executive handling the case and carries out all actions like publishing the tender in e-tender portal, uploading ceiling prices for Reverse Auction and carries out all activities connected with processing of the case both in manual & e-procurement modes.</u>
8.3.18	No provisions exist	<u>In case of no response from any bidder in reverse auction, the original evaluated L-1 price will be considered for further action.</u>
8.3.19	No provisions exist	<u>The case shall be processed further for award or otherwise based on L-1 prices received at the end of Reverse Auction. Price reasonability will still need to be established even though the bidding process is through Reverse Auction and ONGC will reserve the right to negotiate with L-1 bidder as per Guidelines.</u>
8.3.21	No provisions exist	<u>The Reverse Auction shall be implemented first on pilot scale in five high value tenders of Corporate MM and based on the outcome of these five cases, PMC in consultation with Corporate MM shall put up their recommendation to EPC for further extending reverse auction to other tenders in ONGC.</u>
8.3.22	No provisions exist	With the assistance of ICE team, training for vendors shall be facilitated to meet: a. Online help documentation for bidder registration to SRM portal including process of

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		<p>obtaining digital certification.</p> <p>b. Training to all eligible/interested bidders, if required, on the Reverse Auction process prior to conduct of Reverse Auction.</p>
8.3.23	No provisions exist	<u>The due date and time for price bid opening and conducting the event of Reverse Auction should be intimated well in advance to the bidders, through the System.</u>
8.3.24	No provisions exist	<u>For the cases to be processed under RA, the CPA will be with reference to sanction value or the original evaluated value of L-1 bidder before the RA process, whichever is higher.</u>
8.3.25	No provisions exist	<p><u>Dispensation from e-RA:</u></p> <p><u>After invitation of tender, depending upon the response of the bidders during pre-bid conference (if applicable), if it is felt that it would not be feasible to go for RA process in the tender, then in that case approval for dispensation from RA process would have to be obtained from the CPA giving detailed reasons as to why RA cannot be adopted. Concerned Director shall have full powers in such cases.</u></p>
8.3.26	No provisions exist	<u>Cases pertaining to purchase on single tender basis from OEM/OES/PAC basis and tenders for LSTK contracts shall be exempted from RA process.</u>
12.24.1	Tenders are to be opened at 15.00 Hrs. (1700 hrs in Mumbai & Uran) on the day they are due to be opened. Unless good and sufficient reasons exist (which must be recorded on the file) all bids (both techno-commercial and price bids), including bids for	Tenders are to be opened at 15.00 Hrs. (1700 hrs in Mumbai & Uran) on the day they are due to be opened. Unless good and sufficient reasons exist (which must be recorded on the file) all bids (both techno-commercial and price bids), including bids for

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	service contracts, estimated to cost Rs.1.00 Lakh and above, must as a rule be opened in the presence of bidders / authorized representatives of bidders.	service contracts, estimated to cost Rs.1.00 Lakh and above, <u>except for price bids of tenders with provision for Reverse Auction</u> must as a rule be opened in the presence of bidders / authorized representatives of bidders.

Statement showing existing vis-à-vis modified provisions in Annexure-I (Instructions to Bidders) of standard Booklets ONGC/MM/01 and ONGC/MM/02 for tenders invited under e-procurement mode with e-reverse option

<u>Clause No.</u>	<u>Existing Provisions</u>	<u>Modified Provisions</u>
<u>6.1 in BL/01 & 02</u>	<p><u>The goods required,..... the bidding documents include:</u></p> <p><u>ANNEXURE I : Instructions to Bidders with following Appendices</u> <u>Appendix -1</u> <u>.....</u> <u>Appendix 9 : Bidders Response sheet.</u> <u>.....</u></p>	<p><u>The goods required,..... the bidding documents include:</u></p> <p><u>ANNEXURE I : Instructions to Bidders with following Appendices</u> <u>Appendix -1</u> <u>.....</u> <u>Appendix 9 : Bidders Response sheet.</u> <u>.....</u> <u>Appendix 13: (Applicable in e-tenders with reverse auction) Sample Sheet to calculate total evaluated price for participating in on-line reverse auction based on prices entered in item data tab of the bid. (To be supplied by ONGC separately for each tender)</u> <u>.....</u></p>
<u>29.1 & 27.1 in BL/01 & 02 respectively</u>	<p><u>The bidder will not be able to edit or add any document to his bid once the bid is 'submitted' in SRM by the bidder. In case the bidder desires to modify his bid after submission, prior to submission deadline, provided his offline request to return the bid (along with vendor number and Bid number) with reasons is received at least one day prior to scheduled date of submission, may be considered. However, it would be the responsibility of the bidder to ensure timely re-</u></p>	<p><u>The duly completed bid with no system error message can be 'submitted' in e-procurement portal any time before the submission deadline is reached. The bidder shall also be permitted to make changes in his bid and re-submit the same in e-procurement portal till the submission dead line. The final submitted version of bid only shall be considered by ONGC.</u></p>

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	<u>submission of his bid within the submission deadline and no extension of tender submission deadline shall be entertained on account of such bid return.</u>	
<u>32.3 & 30.3 in BL/01 & 02 respectively</u>	<u>No provisions exist</u>	<p><u>The opening of Price bids and reverse Auction: (Applicable in e-tenders with reverse auction)</u></p> <p><u>ONGC reserves right to go for Reverse Auction process or may finalize the tender without Reverse Auction, if required. However, the decision to conduct Reverse Auction or not will be conveyed to short-listed bidders prior to opening of price bid. Reverse Auction shall be conducted on the specific date and time to be conveyed by ONGC to short listed bidders as detailed at clause ----- (i.e. clause 50 in BL/01 & 46 in BL/02).</u></p> <p><u>The opening of price bids of short listed bidders shall be conducted on the day specified for conducting reverse auction without the presence of bidders' representatives.</u></p>

	<u>Following Provisions incorporated as 50 & 46 in Annexure-I of BL/01 & 02 respectively and subsequent para Nos. renumbered.</u>
<u>50 & 46 in Annexure-I of BL/01 & 02 respectively</u>	<u>Electronic Reverse auction</u>
<u>50.1 & 46.1 in Annexure-I of BL/01 & 02 respectively</u>	<u>Electronic reverse auction is an online real-time procurement technique utilized by the procuring entity to select the successful submission, which involves the presentation by suppliers or contractors of successively lowered bids during a scheduled period of time and the automatic evaluation of bids;</u>
<u>50.2 & 46.2 in Annexure-I of BL/01 & 02 respectively</u>	<u>The due date and time for price bid opening and conducting the event of Reverse auction shall be intimated well in advance to the bidders, through the System.</u>
<u>50.3 & 46.3 in Annexure-I of BL/01 & 02 respectively</u>	<u>The event will be conducted through ONGC's online bidding software (SAP SRM), designed to streamline bid negotiations into a real-time bidding event. The price bids of shortlisted bidders shall be opened on the same day as the reverse auction event is to be conducted.</u>
<u>50.4 & 46.4 in Annexure-I of BL/01 &</u>	<u>The applicable exchange rate for conversion and the customs duty to be loaded for each item (for foreign bidder) and basis of evaluation for domestic bidders (Ex-Works or FOR Destination) shall be conveyed by ONGC to the concerned bidders prior to commencement of Reverse auction.</u>

<u>02</u> <u>respectively</u>	
<u>50.5 & 46.5</u> <u>in</u> <u>Annexure-I</u> <u>of BL/01 &</u> <u>02</u> <u>respectively</u>	<p><u>The price bid data shall be tabulated immediately after opening of price bid in SRM and evaluated prices shall be worked out in the sample calculation sheet based on evaluation methodology of BEC and shall be signed by the Tender Committee members. After tabulation of the priced bid data, the dealing officer in presence of the Tender Committee shall confirm the evaluated prices with respective short listed bidders and feed the lowest evaluated price further decremented by 0.5% as ceiling price for respective bidders during Reverse Auction process.</u></p> <p><u>During the auction:</u> <u>All bidders shall have an equal and continuous opportunity to present their bids;</u> <u>There shall be automatic evaluation of all bids in accordance with the criteria, procedure and formula provided to suppliers or contractors ;</u> <u>Each bidder shall receive, instantaneously and on a continuous basis during the auction, sufficient information allowing it to determine the standing of its bid vis-à-vis L-1 bid;</u> <u>There shall be no communication between the procuring entity and the bidders or among the bidders, other than as provided for in subparagraphs (a) and (c) of this paragraph.</u> <u>Minimum bid decrement of bidders will be 0.5% of the last price entered by respective bidder.</u></p>
<u>50.6 & 46.6</u> <u>in</u> <u>Annexure-I</u> <u>of BL/01 &</u> <u>02</u> <u>respectively</u>	<p><u>Features of the online event:</u></p> <p><u>The bidding direction of this event is downward. Bidders cannot raise their bid once the event has opened and they have submitted a bid.</u></p> <p><u>Bidders must bid for the complete quantity of each item as quoted in SRM bid. The prices should be quoted as per the sample calculation sheet provided in the bidding document.</u></p> <p><u>Bidders only see their own numeric rank (in 'Rank only' format) or the lowest bid and their own numeric rank (in 'Rank with L1 price' format). At no point of time will any bidder see the names of other bidders, or the prices of bidders other than the lowest bid.</u></p>

	<p><u>The lowest evaluated price (of short listed bidders based on their price bids submitted initially in SRM) further decremented by 0.5% (minimum decrement value in the RA) shall be the Ceiling price or the maximum permitted starting bid in reverse auction for all bidders.</u></p> <p><u>A bidder will not be able to see the rank for a lot until the bidder submits an initial bid.</u></p>
50.7 & 46.7 in Annexure-I of BL/01 & 02 respectively	<p><u>ONGC shall not disclose the identity of any bidder during the auction. No mobile phone, alternate network connection or any other communication device other than the identified official landline number (to be communicated to the bidders) shall be allowed in the reverse auction room. The identified numbers of ONGC for this purpose should be intimated to the bidders well in advance. Similarly, the telephone numbers of bidders for the authorized interaction with bidders should be obtained through 'Bidders' Response Sheet'. Also till the reverse auction is over no member of the team conducting RA shall be allowed to leave the room.</u></p>
50.8 & 46.8 in Annexure-I of BL/01 & 02 respectively	<p><u>All line items in auction are open to bidding at the same time, but the auction shall close for one line item after the other.</u></p> <p><u>This process shall initially be held for a period of 30 minutes. In the event of a bid received in the last 3 minutes resulting in change of prevailing L1 price of the first line item, the period of auction shall get extended automatically by 5 minutes (for "rank with L-1 price" option) and 10 minutes (for "rank only" option) from the time of submission of such bid. This process shall continue till no change in L-1 price of the first line item takes place in last 3 minutes. Then the auction will close for the first line item and auction for the remaining items will continue for a further period of 10 minutes. In the event of a bid received in the last 3 minutes resulting in change of prevailing L1 price of the second line item, automatic extension shall be effected in similar fashion as explained above for the first line item.</u></p> <p><u>The process shall continue in a cascading way for all remaining line items</u></p> <p><u>All bidders, regardless of their previous position, can submit their bid during the extension period also.</u></p> <p><u>The process of reverse auction shall automatically close thereafter.</u></p>
50.9 & 46.29in	<p><u>Bidders at their own interest should ensure uninterrupted internet connectivity at their end during the Reverse Auction with necessary backups to take care of any connectivity problem. However, in case of failure in</u></p>

<u>Annexure-I of BL/01 & 02 respectively</u>	<u>connectivity of any of the bidders, the Reverse Auction time will be extended once against request of each bidder, if the request is received within the auction time. Such extensions shall each be of 10 minutes and no more than one request for such extension from each bidder shall be entertained in an Auction. The extension of auction time shall be communicated to all the bidders through system broadcast message and also intimated telephonically to the bidders who are disconnected from Reverse Auction at that point of time.</u>
<u>50.10 & 46.10 in Annexure-I of BL/01 & 02 respectively</u>	<u>In case no conclusion can be drawn from RA from best bid history or where Reverse Auction is inconclusive on account of system malfunctioning or break in internet connectivity at ONGC SYSTEM end, RA shall be re-conducted. In such scenarios, the dealing offer shall obtain the status from the SRM team of Project ICE and thereafter TC shall put up recommendations to CPA for approval to conduct the RA again.</u>
<u>50.11 & 46.11 in Annexure-I of BL/01 & 02 respectively</u>	<u>ONGC can suspend or pause the reverse auction, if required. In such eventuality the duration of the auction shall be extended by ONGC for the period for which auction was under pause/suspension.</u>
<u>50.12 & 46.12 in Annexure-I of BL/01 & 02 respectively</u>	<u>Types of Auction:</u> <u>(i) 'Rank with L-1 Price' bid format:</u> <u>In "Rank with L-1 Price" bid format, during the process of Reverse Auction, the short-listed bidders shall be able to see only the current lowest price and their respective ranks/position during the online bidding process in the system, based on which they may reduce their prices. This type of auction shall be adopted in those tenders where neither any purchase nor any price preference is applicable.</u> <u>(ii) "Rank Only" bid format:</u>

	<u>In “Rank Only” bid format, during the process of Reverse Auction, the short-listed bidders shall be able to see only their respective ranks/position during the online bidding process in the system, based on which they may reduce their prices. This type of auction shall be adopted in case of tenders, where purchase preference (for MSEs) is applicable, so as to take care of purchase preference at the end of the Reverse Auction.</u>
<u>50.13 & 46.13 in Annexure-I of BL/01 & 02 respectively</u>	<u>ONGC will decide on choice of the option i.e. “Rank with L-1 price” or “Rank Only” at the time of short-listing of the bidders depending on the bidders at that stage who are eligible for purchase preference.</u>
<u>50.14 & 46.14 in Annexure-I of BL/01 & 02 respectively</u>	<u>ONGC shall ensure that the lowest evaluated price (of short listed bidders based on their price bids submitted initially in SRM) further decremented by 0.5% (minimum decrement value in the RA) shall be the Ceiling price or the maximum permitted starting bid in reverse auction for all bidders.</u>
<u>50.15 & 46.15 in Annexure-I of BL/01 & 02 respectively</u>	<u>Apart from the participating bidders, the RA shall be visible while in progress to ONGC officials monitoring the process only through one user login. The identity of the bidders and prices of bidders shall not be visible to these officials at the time of Reverse Auction.</u>
<u>50.16 & 46.16 in Annexure-I of BL/01 & 02 respectively</u>	<u>In case of a tie during auction i.e. two bidders entering same lowest price, the bidder who enters the prices first in the system would be taken as L-1 and the other bidder would see their ranking as L-2.</u>

<p><u>50.17 & 46.17 in Annexure-I of BL/01 & 02 respectively</u></p>	<p><u>After completion of online event of Reverse Auction within 24 hrs, the bidders would re-submit breakup of their final quoted evaluated price as per relevant appendix of sample calculation sheet so as to enable ONGC to award the purchase order/contract. Bids of those bidders who fail to provide cost break-up sheet or adhere to prices quoted during the online event will be rejected and the bid bond / EMD of such bidder shall be invoked. However, in such case of break up, the prices of any of the items shall not be increased above the prices submitted in SRM.</u></p>
<p><u>50.18 & 46.18 in Annexure-I of BL/01 & 02 respectively</u></p>	<p><u>The case shall be processed further for award or otherwise based on L-1 prices received at the end of Reverse Auction. Price reasonability will still need to be established even though the bidding process is through Reverse Auction and ONGC will reserve the right to negotiate with L-1 bidder as per CVC Guidelines.</u></p>
<p><u>50.19 & 46.19 in Annexure-I of BL/01 & 02 respectively</u></p>	<p><u>In case of no response from any bidder in reverse auction, the original evaluated L-1 price will be considered for further action.</u></p>
<p><u>50.20 & 46.20 in Annexure-I of BL/01 & 02 respectively</u></p>	<p><u>ONGC shall provide training for vendors to meet:</u></p> <ul style="list-style-type: none"> <u>a. Online help documentation for bidder registration to SRM portal including process of obtaining digital certification.</u> <u>b. Training to all prospective bidders during pre-bid conference to access data and also upload bid parameters and documents in C-folders.</u> <u>c. Training to all eligible bidders on the Reverse Auction process prior to conduct of Reverse Auction.</u>

Statement showing existing vis-à-vis modified provisions of Standard BEC for procurement of goods against ICB tender invited under e-procurement mode with e-reverse option:

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
<u>B.2.5</u>	<u>Offers of following kinds will also be rejected:</u>	<u>Offers of following kinds will also be rejected:</u>
<u>Under clause B.2.5</u>	<u>Offers which do not confirm unconditional validity of the bid for 90/120 days (work centers to choose whichever is applicable) from the date of opening of techno-commercial unpriced bid.</u>	<u>Offers which do not confirm unconditional validity of the bid including the final prices concluded at the end of reverse auction for 90/120 days (work centers to choose whichever is applicable) from the date of opening of techno-commercial unpriced bid.</u>
<u>Under clause B.2.5</u>	<u>No provisions exist</u>	<u>(Applicable for Reverse auction tenders) Bidders not confirming to participate in Reverse Auction.</u>
<u>C.1</u>	<u>Price Evaluation Criteria (applicable for tenders where any services are not covered under scope of supply): C.1(i) Bids will be evaluated item-wise / group-wise, as the case may be. Ex-works price of domestic bidders (with Customs duty on imported raw materials and components etc. and applicable terminal Excise Duty on finished products and</u>	<u>Price Evaluation Criteria (applicable for tenders where any services are not covered under scope of supply): C.1(i) Bids will be evaluated item-wise / group-wise, as the case may be. Ex-works price of domestic bidders (with Customs duty on imported raw materials and components etc. and applicable terminal Excise Duty on finished products and</u>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
	<p><u>Sales Tax) excluding inland transportation to owner's site and CIF landed price of foreign bidders i.e. CIF value (i.e. FOB price quoted + quoted freight + 1% of FOB price as insurance) + Customs Duty (on total of CIF value plus landing charges @ 1% of CIF value) excluding inland transportation to owners site will be compared, when there is at least one foreign bidder among the short listed bidders.</u></p> <p><u>(ii) If there is no acceptable foreign bidder, then the evaluation of domestic bidders will be made on FOR destination basis and supply order will be awarded to the domestic bidder who is the lowest on FOR destination basis.</u></p> <p><u>(iii) While evaluating the bids, the closing B.C. Selling market rates of exchange declared by the State Bank of India on the day prior to the price bid opening will be taken into account for conversion of foreign currency into Indian Rupees.</u></p> <p><u>(iv) Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>(v) In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees.</u></p> <p><u>If Customs Duty/Excise Duty/Sales Tax are being</u></p>	<p><u>Sales Tax) excluding inland transportation to owner's site and CIF landed price of foreign bidders i.e. CIF value (i.e. FOB price quoted + quoted freight + 1% of FOB price as insurance) + Customs Duty (on total of CIF value plus landing charges @ 1% of CIF value) excluding inland transportation to owners site will be compared, when there is at least one foreign bidder among the short listed bidders.</u></p> <p><u>(ii) If there is no acceptable foreign bidder, then the evaluation of domestic bidders will be made on FOR destination basis and supply order will be awarded to the domestic bidder who is the lowest on FOR destination basis.</u></p> <p><u>(iii) While evaluating the bids, the closing B.C. Selling market rates of exchange declared by the State Bank of India on the day prior to the price bid opening will be taken into account for conversion of foreign currency into Indian Rupees.</u></p> <p><u>(iv) Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>v) ONGC reserves the right to go for reverse auction among the technically and commercially acceptable bidders. The decision to conduct reverse auction or not, will be conveyed to short-listed bidders prior to opening of price bid.</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
	<p><u>taken into account for the purpose of evaluation of bids then the rate of Customs Duty/Excise Duty/Sales Tax as prevailing on the date of bid closing/date of revised price bid closing as the case may be will be taken into consideration for the propose of evaluation of bids. However, if there is any change in the rate of Customs Duty/Excise Duty /Sales Tax after the date of bid closing/date of revised price bid closing but prior to award of the contract due to which there is any change in the original ranking of Bidders, then the Bidder who has emerged lowest based on the rate of Customs Duty/Excise Duty/Sales Tax as prevailing on the date of bid closing/bid submission/opening of revised prices would be considered for award of contract but subject to matching his prices with the Bidder who has emerged lowest as a result of modification in duties & taxes. In case originally evaluated L-1 Bidder fails to match the price (with the Bidder who emerges L-1 due to change in Duties) then the award of contract will go to the Bidder who subsequently emerges L-1 due to change in Duties.</u></p>	<p><u>Reverse Auction shall be conducted on the total evaluated price worked out in Indian rupees (as per relevant sample calculation sheet attached with tender), in line with evaluation methodology given in the BEC.</u></p> <p><u>The applicable exchange rate for conversion and the customs duty to be loaded for each item and basis of evaluation for domestic bidders (sample calculation sheet to be used) shall be conveyed by ONGC to the concerned bidders prior to commencement of Reverse auction.</u></p> <p><u>After completion of online event of Reverse Auction within 24 hrs, the bidders would re-submit breakup of their final quoted evaluated price as per relevant appendix of sample calculation sheet so as to enable ONGC to award the purchase order/contract. Bids of those bidders who fail to provide cost break-up sheet or adhere to prices quoted during the online event will be rejected and the bid bond / EMD of such bidder shall be invoked. However, in such case of break up, the prices of any of the items shall not be increased above the prices submitted in SRM.</u></p> <p><u>Note :</u></p> <p><u>1. Sample calculation sheet: It is a protected spreadsheet clearly explaining the price components formula to arrive at the evaluated price based on the</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
		<p><u>evaluation methodology of BEC shall be incorporated in the tender document and the same spreadsheet shall be used for calculating evaluated price considering initial prices quoted by bidders in SRM. The lowest evaluated price further decremented by 0.5% shall be the ceiling price. The sheet will also serve as tool for the bidders for calculation of their prices during reverse auction and also for providing break-up of their evaluated prices at the end of reverse auction in case of L-1 bidder.</u></p> <p><u>2. In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees.</u></p> <p><u>3. In cases where there is provision to split the order for an item on account of capacity constraint of the bidder, Reverse Auction shall take place based on unit rate basis for each consignee separately as per evaluation methodology of BEC and orders shall be distributed among the bidders as per the criteria spelt out therein</u></p>
	<p><u>OR</u> <u>Price evaluation criteria (applicable for tenders where installation / commissioning and other services are</u></p>	<p><u>OR</u> <u>Price evaluation criteria (applicable for tenders where installation / commissioning and other services are</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
	<u>covered under scope of supply</u>	<u>covered under scope of supply</u>
	<p><u>C.1(i) Bids will be evaluated item-wise / group-wise, as the case may be. For the price evaluation, Material cost will be based on Ex-works price of domestic bidders (with Customs duty on imported raw materials and components etc. and applicable terminal Excise Duty on finished products and Sales Tax) excluding inland transportation to owner's site and CIF landed price of foreign bidders i.e. CIF value (i.e. FOB price quoted + quoted freight + 1% of FOB price as insurance) + Customs Duty (on total of CIF value plus landing charges @ 1% of CIF value) excluding inland transportation to owners site will be compared, when there is at least one foreign bidder among the short listed bidders.</u></p> <p><u>(ii) Where installation / commissioning and other services are covered under scope of supply, the cost of the same shall also be considered for evaluation. In such cases, the offers will be compared on the basis of 'final cost of evaluation', which will be arrived at after adding the cost of such services to the Material cost as per (i) above and inclusive of Service Tax as applicable for such Services. (In case the Bidder does not give break-up of the quoted prices, indicating the</u></p>	<p><u>C.1(i) Bids will be evaluated item-wise / group-wise, as the case may be. For the price evaluation, Material cost will be based on Ex-works price of domestic bidders (with Customs duty on imported raw materials and components etc. and applicable terminal Excise Duty on finished products and Sales Tax) excluding inland transportation to owner's site and CIF landed price of foreign bidders i.e. CIF value (i.e. FOB price quoted + quoted freight + 1% of FOB price as insurance) + Customs Duty (on total of CIF value plus landing charges @ 1% of CIF value) excluding inland transportation to owners site will be compared, when there is at least one foreign bidder among the short listed bidders.</u></p> <p><u>(ii) Where installation / commissioning and other services are covered under scope of supply, the cost of the same shall also be considered for evaluation. In such cases, the offers will be compared on the basis of 'final cost of evaluation', which will be arrived at after adding the cost of such services to the Material cost as per (i) above and inclusive of Service Tax as applicable for such Services. (In case the Bidder does not give break-up of the quoted prices, indicating the components of material cost and the taxable services</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
	<p><u>components of material cost and the taxable services separately, the Service Tax will be loaded on entire quoted / Contract value for evaluation).</u></p> <p><u>(iii) If there is no acceptable foreign bidder, then the evaluation of domestic bidders will be made on the basis of “Final Cost of Evaluation” as per (ii) above, after calculating material cost (at (i) above) on ‘FOR destination basis’. The supply order will be awarded to the domestic bidder who is the lowest on such “Final Cost of Evaluation”.</u></p> <p><u>(iv) While evaluating the bids, the closing B.C. Selling market rates of exchange declared by the State Bank of India on the day prior to the price bid opening will be taken into account for conversion of foreign currency into Indian Rupees.</u></p> <p><u>(v) Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>(vi) In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees.</u></p>	<p><u>separately, the Service Tax will be loaded on entire quoted / Contract value for evaluation).</u></p> <p><u>(iii) If there is no acceptable foreign bidder, then the evaluation of domestic bidders will be made on the basis of “Final Cost of Evaluation” as per (ii) above, after calculating material cost (at (i) above) on ‘FOR destination basis’. The supply order will be awarded to the domestic bidder who is the lowest on such “Final Cost of Evaluation”.</u></p> <p><u>(iv) While evaluating the bids, the closing B.C. Selling market rates of exchange declared by the State Bank of India on the day prior to the price bid opening will be taken into account for conversion of foreign currency into Indian Rupees.</u></p> <p><u>(v) Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>(vi) ONGC reserves the right to go for reverse auction among the technically and commercially acceptable bidders. The decision to conduct reverse auction or not, will be conveyed to short-listed bidders prior to opening of price bid.</u></p> <p><u>Reverse Auction shall be conducted on the total</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
	<p><u>(vii) If Customs Duty/Excise Duty/Sales Tax/Service Tax are being taken into account for the purpose of evaluation of bids then the rate of Customs Duty/Excise Duty/Sales Tax /Service Tax as prevailing on the date of bid closing/date of revised price bid closing as the case may be will be taken into consideration for the propose of evaluation of bids. However, if there is any change in the rate of Customs Duty/Excise Duty /Sales Tax /Service Tax after the date of bid closing/date of revised price bid closing but prior to award of the contract due to which there is any change in the original ranking of Bidders, then the Bidder who has emerged lowest based on the rate of Customs Duty/Excise Duty/Sales Tax /Service Tax as prevailing on the date of bid closing/bid submission/opening of revised prices would be considered for award of contract but subject to matching his prices with the Bidder who has emerged lowest as a result of modification in duties & taxes. In case originally evaluated L-1 Bidder fails to match the price (with the Bidder who emerges L-1 due to change in Duties) then the award of contract will go to the Bidder who subsequently emerges L-1 due to change in Duties.</u></p>	<p><u>evaluated price worked out in Indian rupees (as per relevant sample calculation sheet attached with tender), in line with evaluation methodology given in the BEC.</u></p> <p><u>The applicable exchange rate for conversion and the customs duty to be loaded for each item and basis of evaluation for domestic bidders (sample calculation sheet to be used) shall be conveyed by ONGC to the concerned bidders prior to commencement of Reverse auction.</u></p> <p><u>After completion of online event of Reverse Auction within 24 hrs, the bidders would re-submit breakup of their final quoted evaluated price as per relevant appendix of sample calculation sheet so as to enable ONGC to award the purchase order/contract. Bids of those bidders who fail to provide cost break-up sheet or adhere to prices quoted during the online event will be rejected and the bid bond / EMD of such bidder shall be invoked. However, in such case of break up, the prices of any of the items shall not be increased above the prices submitted in SRM.</u></p> <p><u>Note :</u></p> <p><u>1. Sample calculation sheet: It is a protected spreadsheet clearly explaining the price components</u></p>

<u>Clause No.</u>	<u>Existing provisions for e-procurement tenders</u>	<u>Modified provisions for e-procurement tenders</u>
		<p><u>formula to arrive at the evaluated price based on the evaluation methodology of BEC shall be incorporated in the tender document and the same spreadsheet shall be used for calculating evaluated price considering initial prices quoted by bidders in SRM. The lowest evaluated price further decremented by 0.5% shall be the ceiling price. The sheet will also serve as tool for the bidders for calculation of their prices during reverse auction and also for providing break-up of their evaluated prices at the end of reverse auction in case of L-1 bidder.</u></p> <p><u>2. In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees.</u></p> <p><u>3. In cases where there is provision to split the order for an item on account of capacity constraint of the bidder, Reverse Auction shall take place based on unit rate basis for each consignee separately as per evaluation methodology of BEC and orders shall be distributed among the bidders as per the criteria spelt out therein</u></p>

Statement showing existing vis-à-vis modified provisions of Standard BEC for procurement of goods against INDIGENOUS tender invited under e-procurement mode with e-reverse option

<u>Clause No.</u>	<u>Existing provisions applicable for manual tenders</u>	<u>Modified provisions for e-procurement tenders</u>
<u>B.2.5</u>	<u>Offers of following kinds will also be rejected:</u>	<u>Offers of following kinds will also be rejected:</u>
<u>Under clause B.2.5</u>	<u>Offers which do not confirm unconditional validity of the bid for 90/120 days (work centers to choose whichever is applicable) from the date of opening of techno-commercial unpriced bid.</u>	<u>Offers which do not confirm unconditional validity of the bid including the final prices concluded at the end of reverse auction for 90/120 days (work centers to choose whichever is applicable) from the date of opening of techno-commercial unpriced bid.</u>
<u>Under clause B.2.5</u>	<u>No provisions exist</u>	<u>(Applicable for Reverse auction tenders) (j. Bidders not confirming to participate in Reverse Auction.</u>
<u>C.1</u>	<u>Bids will be evaluated item-wise / group-wise, as the case may be, on FOR Destination basis.</u> <u>Where installation / commissioning and other services are required, the cost of the same inclusive of Service Tax as applicable for such services shall also be considered for evaluation.</u>	<u>Bids will be evaluated item-wise / group-wise, as the case may be, on FOR Destination basis.</u> <u>Where installation / commissioning and other services are required, the cost of the same, inclusive of Service Tax as applicable for such services, shall also be considered for evaluation.</u>

<p><u>Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>iv. In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees</u></p> <p><u>v. If Customs Duty/Excise Duty/Sales Tax/Service Tax are being taken into account for the purpose of evaluation of bids then the rate of Customs Duty/Excise Duty/Sales Tax Service Tax as prevailing on the date of bid closing/date of revised price bid closing as the case may be will be taken into consideration for the propose of evaluation of bids. However, if there is any change in the rate of Customs Duty/Excise Duty /Sales Tax Service Tax after the date of bid closing/date of revised price bid closing but prior to award of the contract due to which there is any change in the original ranking of Bidders, then the Bidder who has emerged lowest based on the rate of Customs Duty/Excise Duty/Sales Tax Service Tax as prevailing on the date of bid closing/bid submission/opening of revised prices would be considered for award of contract but subject to matching his prices with the Bidder who has emerged lowest as a result of modification in duties & taxes. In case originally evaluated L-1 Bidder fails to match the price (with the Bidder who emerges L-1 due to change</u></p>	<p><u>Optional items, if any, shall not be considered for evaluation.</u></p> <p><u>iv. ONGC reserves the right to go for reverse auction among the technically and commercially acceptable bidders. The decision to conduct reverse auction or not, will be conveyed to short-listed bidders prior to opening of price bid.</u></p> <p><u>Reverse Auction shall be conducted on the total evaluated price worked out as per relevant sample calculation sheet attached with tender, in line with evaluation methodology given in the BEC.</u></p> <p><u>After completion of online event of Reverse Auction within 24 hrs, the bidders would re-submit breakup of their final quoted evaluated price as per relevant appendix of sample calculation sheet so as to enable ONGC to award the purchase order/contract. Bids of those bidders who fail to provide cost break-up sheet or adhere to prices quoted during the online event will be rejected and the bid bond / EMD of such bidder shall be invoked. However, in such case of break up, the prices of any of the items shall not be increased above the prices submitted in SRM.</u></p> <p><u>Note :</u></p> <p><u>1. Sample calculation sheet: It is a protected spreadsheet clearly explaining the price components</u></p>
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<p><u>in Duties) then the award of contract will go to the Bidder who subsequently emerges L-1 due to change in Duties</u></p>	<p><u>formula to arrive at the evaluated price based on the evaluation methodology of BEC shall be incorporated in the tender document and the same spreadsheet shall be used for calculating evaluated price considering initial prices quoted by bidders in SRM. The lowest evaluated price further decremented by 0.5% shall be the ceiling price. The sheet will also serve as tool for the bidders for calculation of their prices during reverse auction and also for providing break-up of their evaluated prices at the end of reverse auction in case of L-1 bidder.</u></p> <p><u>2. In case of multiple port consignee/ultimate consignee, evaluation shall be done on the total amount based on quantities of port/ ultimate consignees.</u></p> <p><u>3. In cases where there is provision to split the order for an item on account of capacity constraint of the bidder, Reverse Auction shall take place based on unit rate basis for each consignee separately as per evaluation methodology of BEC and orders shall be distributed among the bidders as per the criteria spelt out therein</u></p>
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