



**Kerala Electrical & Allied Engg. Co. Ltd.**

**(A Govt. of Kerala Undertaking)**

**Mamala P.O, Kochi- 682305**

**KEL INVITES EXPRESSION OF INTEREST  
FOR PRE- QUALIFICATION OF  
BUSINESS ASSOCIATES/CONTRACTORS/CONSULTANTS**

**Kerala Electrical & Allied Engg. Co. Ltd.**

**(A Govt. of Kerala Undertaking)**

**Mamala.P.O, Kochi – 682 305**

**Tel: 0484-2310012 Email: [bdc.corporate@kel.co.in](mailto:bdc.corporate@kel.co.in) / [info@kel.co.in](mailto:info@kel.co.in)**

**Website: [www.kel.co.in](http://www.kel.co.in)**

### **EXPRESSION OF INTEREST (EOI)**

**For Pre-Qualification of Business Associates / Contractors / Consultants  
For Maritime works and all associated Electromechanical and Marine-related  
activities.**

**Kerala Electrical & Allied Engg. Co. Ltd. (KEL)** is a Govt. of Kerala Undertaking established in 1964. KEL has been manufacturing Distribution & Medium Power Transformers, Hydraulic Control Gates, Hoists, Heavy steel Fabrication, Diesel Generator Sets, Railway Alternators, Switch Gears, Steel Lattice & Hanging Bridges, Building Construction and maintenance works, Electromechanical works, etc. KEL has a strong team of professionals possessing adequate skill sets in the areas of Civil, Mechanical, and Electrical, providing an efficient and reliable support to customers.

As part of product diversification, KEL intends to enter into marine-related works in association with the reputed hands in this field. Accordingly, we are inviting **Expressions of Interest (EOI)** from reputed Firms, OEMs, Contractors, and Consultants having expertise and experience in the marine field, including supply, installation, commissioning, repair, maintenance & servicing of ships, boats, fibre boats, marine boats, inland boats, and all similar/ associated electromechanical and marine-related activities. Those who have expertise in solar boats, hydrogen boats, electric boats etc, are preferred.

This EOI is intended to pre-qualify suitable agencies for empanelment to participate in upcoming tenders/contracts.

#### **A. Scope of Work**

The scope broadly covers, but is not limited to:

- Supply, installation, commissioning, repair, maintenance, refurbishment & servicing of ships, boats, fibre boats, marine boats, inland boats and all associated electromechanical and marine-related activities.
- Maintenance services including hull repairs, engine servicing, electrical & electromechanical works.
- Associated fabrication, welding, painting, and safety works.
- Any other works related to upkeep of marine and inland watercraft.

## B. Documents to be Submitted:

Interested parties shall furnish the following, along with their EOI:

1. Company Registration Certificate.
2. Audited Financial Statements / Turnover proof for the last **three years**.
3. Income Tax Returns of the last **three years**.
4. Statutory Certifications (if any).
5. Work Order Copies / Completion Certificates of similar works executed for the last three years.
6. Company profile with details of technical expertise and manpower.
7. Self-attested letter of the Field of Interest and their domain expertise.
8. Self-attested letter declaring not black listed in any Government Department/Organisation.

**NOTE:** Pre-qualification of Business Associates/Contractors/consultants will be based on their financial capability, experience, and technical capability as specified in this document.

### Submission Details

- The EOI, along with all supporting documents shall be submitted in a **sealed cover** super scribed as: *“Expression of Interest – For Maritime works and all associated Electromechanical and Marine-related activities”*.
- Addressed to  
**Manager (BDC)**  
KERALA ELECTRICAL & ALLIED ENGG. CO. LTD.,  
Registered & Corporate Office,  
Mamala PO, Kochi 682305.  
Ph: 91 (0484) 2310012 / 13 / 14  
Mob No: 09995550535  
e-mail: bdc.corporate@kel.co.in  
website: www.kel.co.in
- Last Date for Submission: **18.09.2025**

### C. Terms and Conditions for participation in the expression of interest:

- a) Bids will not be accepted after the date and time fixed for receipt as is set in the notification or subsequent extensions, if any.
- b) Relevant documents in proof have to be attached/enclosed wherever required.
- c) The products/services may be generic or required to be customized to the needs of our customers. The quality of any product and services provided through KEL must be to the full satisfaction of our customers.
- d) The bid inviting authority may, at its discretion, extend the last date for submission of bid, in which case, all rights and obligations of the tendering authority and the bidders, subject to the previous last date, will thereafter be subject to such extended last date.
- e) The date and time for opening bids will be as per the timelines specified.
- f) The bids with incomplete information, subjective and conditional offers, as well as partial offers, will be liable for rejection.
- g) The originals of the certificates are to be produced for verification, if required. Any discrepancy in the original document and the copy submitted, if found at any stage, the empanelment will be cancelled.
- h) Non-compliance with any of the clauses of this EOI will be liable for rejection.
- i) This EOI is only for the purpose of **pre-qualification** and does not constitute a tender or offer of work.
- j) Shortlisted applicants will be invited to participate in further procurement processes.
- k) KEL reserves the right to accept or reject any/all EOIs without assigning reasons.
- l) KEL reserves the right to accept or reject any or all the EOI received, at its sole discretion, without assigning any reason thereof.

### D. Submission, Receipt, and Opening of Proposals

Duly signed original bid along with the application fee as mentioned in Cl. No. E.3 shall be submitted to The Manager (Business Development Centre), KEL Corporate Office, before the due date & time in a closed envelope, super scribing the name of the EOI.

**Application Fee:** Each bidder shall pay a bid processing fee by RTGS/ NEFT in favour of Kerala Electrical & Allied Engg. Co. Ltd (KEL).

## E. Categorization of Business Associate/Contractors/Consultants.

Pre-qualification of Business Associates/Contractors/Consultants shall be categorized into the following three categories based on their financial capability, past experience and technical capability. However, KEL reserves right to merge or create more categories based on the number of responses/bids received. Also KEL reserves the right to fix the category depending on the credentials, irrespective of the category applied for.

### E.1. Categories- Will be finalised after evaluation of documents by the committee.

- a. Business Associates/Contractors/Consultants competent to execute orders with an estimated project value more than Rs. 3 Crores - **Category 'A'**.
- b. Business Associates/Contractors/consultants competent to execute orders with an estimated project value more than Rs.1 Crore but up to Rs. 3 Crores - **Category 'B'**.
- c. Business Associates/Contractors/consultants competent to execute orders with an estimated project value more than Rs. 5 Lakhs but up to Rs. 1 Crore for the specific job category/ categories - **Category 'C'**.

**Bidders having experience & expertise in the products mentioned in Item A of the pre-qualification of Business Associates/ Contractors/ Consultants (Category – 'A' or Category – 'B' or Category – 'C') may participate. Participants with expertise in the related fields may also present their experience.**

### E.2. Requirements and Experience

- a) Business Associates/Contractors/ Consultants competent to execute orders with an estimated value more than Rs. 3 Crores – **Category 'A'**.

Bidders Company/Organization:

- 1) Should be at least more than five years old.
- 2) Should have average turnover of minimum Rs. 5 Crores during last three financial years. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 03 financial years. Turnover certificate duly signed by Chartered Accountant as per Annexure-2 to be submitted along with the bid.
- 3) Income Tax Returns (ITRs) for the preceding 03 financial years.

- b) Business Associates/Contractors competent to execute orders with an estimated value above Rs. 1 crore and up to Rs. 3 Crore - **Category ‘B’**.

Bidders Company/Organization:

- 1) Should be at least more than four years old.
- 2) Should have average turnover of minimum Rs. 3 Crores during last three years. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 03 financial years. Turnover certificate duly signed by Chartered Accountant as per Annexure-2 to be submitted along with the bid. Income Tax Returns (ITRs) for the preceding 03 financial years.

- c) Business Associates/Contractors competent to execute orders with an estimated value of 5 Lakhs up to 1 Crores – **Category ‘C’**.

Bidders Company/ Organization:

- 1) Should be at least one year old.
- 2) Should have a turnover of a minimum of Rs. 30 Lakhs. This should be supported by an Audited Balance Sheet and Profit / Loss Account for the preceding 01 financial year.
- 3) Income Tax Return (ITR) for the preceding 01 financial year.

### E.3. Category-wise Fee and Security Deposit Details

The pre-qualified Business Associates/Contractors/ Consultants should submit a non-refundable application fee drawn in favour of KEL, as per the category and amount indicated below;

Sl. No.	Category	Amount
a	Category - A	Rs. 11,800/- (Inclusive of GST)
b	Category - B	Rs. 8,850/- (Inclusive of GST)
c	Category - C	Rs. 5,900/- (Inclusive of GST)

**Name of the Bank** : SBI  
**Branch Name** : SSI Branch, Ernakulam.  
**Account No-Current A/c** : 67220687709  
**IFSC Code for RTGS}** : SBIN0005387  
**Fund Transfer**

The selected bidders shall furnish security deposit as per the following table.

<b>CATEGORY</b>	<b>SECURITY DEPOSIT (Rs.)</b>
A : Above 03 Crore	5,00,000.00
B : 01 Crore - 03 crore	3,00,000.00
C : 5 Lakhs – 01 Crore	1,00,000.00

## ANNEXURE -1

### FORMAT FOR THE BIDDERS INFORMATION

(on the letter Head of the Bidder)

1.	Applied for pre-qualification of Business Associate for Products, Projects and Services.	Mention the product, project, and services as per the list given in the tender.	
2.	Applied for the Category pre-qualification of Business Associates/Contractors/ Consultants	A/B/C	
3.	Name of the bidder		
4.	Address of the Bidder		
5.	Status of the Bidder	Public Ltd / Pvt. Ltd /LLP/ Startup/Others ( specify)	
6.	Details of Registration of the Company/partnership firm/proprietary firm. [Attach copy of the Incorporation certificate]	Date:	
		Ref. #	
7.	Details of Commencement of Business	Date:	
		Ref. #	
8.	Valid GST registration number [Attach certificate]		
9.	Permanent Account Number (PAN) [Attach certificate]		
10.	Name & Designation of the contact person with whom all correspondence shall be made.		
11.	Mobile Number of the contact person		
12.	Telephone No. (with STD Code) of the contact person		
13.	E-Mail of the contact person with whom all correspondence shall be made:		
14.	Manpower details	Technical	Others

Signature, Name, Designation with Seal

**ANNEXURE -2**

**Turnover information**

(Total turnover of the bidder during the preceding 3 years supported by balance sheet)

Financial year	Turnover (Rs. in Lakhs)
2021-22	
2022-23	
2023-24	

Name of the Firm: .....

Seal & Signature: .....

