# 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**
**Mob: 9995550535 Email: bdc.corporate@kel.co.in**
**Website: www.kel.co.in**

**EOI NO: BDC/EMPLMNT/11/2026** **25th November, 2025**

## EOI FOR PRE-QUALIFICATION OF BUSINESS ASSOCIATES/CONTRACTORS / CONSULTANTS - SINGLE COVER SYSTEM

**Expression of Interest (EOI) is invited for the Pre-Qualification of Business Associates/ Contractors / Consultants from reputed OEMs, Individuals, Proprietorship Firms, Partnership Firms, and Public / Private Limited Companies to empanel with KEL for undertaking the Supply, Installation, Commissioning, Execution, and Maintenance of various Projects and related Products.**

**Last date of submission of EOI- 17th December, 2026 @ 4 pm**

**Sd/-**

**Manager (Business Development Centre)**

**Note:** The applications along with Credentials and Annexures duly filled (in Hard Copies) shall be forwarded to the below mentioned address on or before **17th December 2026, 4 pm.** Applications received after the prescribed deadline shall be accepted only upon payment of a late fee of ₹250/- per day, subject to submission on or before **24th December 2027, 12:00 pm**.

For any further clarification, please contact Mob.no. +91-9995550535.

**The Manager,**
**Business Development Centre (BDC),**
**Corporate Office,**
**Kerala Electrical & Allied Engineering Company Limited,**
**Mamala P.O, Kochi- 682305.**

## Background

**Kerala Electrical & Allied Engineering Company Limited (KEL)** is a Government of Keralam undertaking established in 1964. Over the years, the Company has diversified its operations across various engineering and infrastructure sectors. Its major activities include the manufacture of Distribution and Medium Power Transformers, Diesel Generator Sets and Railway Alternators; fabrication of Steel Lattice and Hanging Bridges; building construction and maintenance; electrification and electromechanical works; and execution of infrastructure projects such as high-mast and mini-mast installations, street lighting, solar power systems, lighting systems, stadium illumination and installation of Solar UPS systems for various Government Departments.

KEL has a strong team of professionals possessing adequate skills in the areas of Civil, Mechanical, Electrical, networking and IT solutions, providing an efficient and reliable support to customers. In addition to this we are partnered with many industry experts in domain specific verticals for IT products and services. It is KEL's endeavour to provide state-of-the art technology solutions to customers to keep in pace with the changing technology.

KEL intends to invite EOI for pre-qualification of Business Associates/Contractors/Consultants from interested Individual/Companies/Agencies of Original Equipment Manufacturers (OEMs), holders of proprietary, partnership, public/ private limited companies for supply, installation & commissioning, execution of projects and maintenance of various Products, Projects and Services in the discipline listed below for the purpose of selecting Pre-bid and post bid consortium partners.

## 1. List of Products, Projects and Services

### 1.1 Empanelment of Business Associates

### a. Electrical Projects (Power Infrastructure and Renewable energy)

- Power distribution equipment and infrastructure.
- Smart power grids and power system solutions.
- Electrical and electromechanical equipment and systems for State Electricity Boards, Railways and Defence, solar power solutions.
- Renewable energy harnessing projects.

### b. Waste Management Projects

- STP, ETP & WTP Projects.

### c. Automation & Emerging Technologies

- Robotics solutions.

- Artificial Intelligence (AI)-based projects.
- Industrial and process automation solutions.

**1.2 Empanelment of Contractors**

**a. Electrical & Electromechanical Works**

- Installation of LED high mast, mini mast, ordinary street lights and solar street lights.
- Solar power plant and solar fencing works.
- Electrification works.
- Installation, servicing and maintenance of Diesel Generator (DG) Sets.
- Erection and commissioning of Distribution and Power Transformers.
- Erection and commissioning of HT/EHT substations.
- Solar projects under the Build, Own, Operate and Transfer (BOOT) model.
- IT networking and CCTV installation works.

**b. Civil & Structural Works**

- Civil construction and maintenance works.
- Civil interior works.
- Structural steel fabrication and erection works.
- Landscaping works.

**c. Mechanical & Utility Works**

- Mechanical works.
- Sewage Treatment Plant (STP), Effluent Treatment Plant (ETP) & Water Treatment Plant (WTP) works.
- Firefighting system installation and related works.

**1.3 Empanelment of Consultants**

Consultants for various Civil, Structural, Mechanical, Electrical, Architectural projects & for all the above mentioned works.

**2. Eligibility Criteria**

Interested participants are requested to submit the following documents to place in the relevant category.

1. Company registration certificate copy (Proprietary, Partnership, Private Limited, LLP etc.).
2. Copy of MSME certificate (if applicable), PAN card, GST certificate, Aadhar card.
3. Basic qualification details & manpower details.
4. Balance sheet & Profit / loss account of the previous three years duly certified by a Chartered Accountant.
5. Turnover of the previous three years duly certified by a Chartered Accountant.
6. IT Returns of the previous three years duly certified by a Chartered Accountant.
7. Quality Certificates (for Products, if any).

8. Work order copies of the orders executed for the last three years in the requested field of empanelment and its corresponding performance/ completion certificates.
9. A letter clearly mentioning the Field of Interest and their domain expertise in firm's letter head.
10. Self-attested letter declaring that the firm has not been black listed by any Government Department/Organisation.
11. A valid PWD Contractor's Licence of the appropriate class is mandatory for contractors undertaking Civil Works. A copy of the licence shall be submitted along with the application.
12. A valid Contractor's Licence of the appropriate class issued by the Electrical Inspectorate is mandatory for contractors undertaking Electrical Works. A copy of the licence shall be submitted along with the application.
13. Contractors intending to undertake both Civil and Electrical Works shall submit copies of both the above-mentioned licences along with their applications.

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

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

a) Bids will not be accepted after the date and time fixed for receipt as is set in 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 customer .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, subjected 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 copy submitted, if found at any stage, the empanelment will be cancelled.
h) Non-compliance of any of the clauses of this EOI will be liable for rejection.

## 4. KEL RIGHTS:

a) KEL reserves the right to accept or reject any or all the EOI received, at its sole discretion without assigning any reason thereof.
b) KEL reserves the right to add, delete, modify or amend any of the clauses or conditions of this EOI, as and when deemed necessary, in the interest of the Company, subject to applicable rules and regulations, without assigning any reason thereof.

c) In case of any default by the applicants and in any of the terms & conditions (whether General, Special, Statutory), KEL may without prejudice to any other right/ remedy which shall have accrued or shall accrue thereafter, terminate the contract, in whole or in part, by giving One (1) month notice in writing to the Business Associate/ Contractor/ Consultant.
d) Notwithstanding anything contained herein KEL also reserves the right to terminate the contract at any time or stage during the period of contract, by giving one (1) month notice in writing without assigning any reason and without incurring any financial liability whatsoever to the Business Associate/Contractor/consultant.
e) KEL may also give in writing notice and without compensation to the Business Associate/ Contractor/ Consultant, if the Business Associate/ Contractor/ Consultant becomes unwilling, bankrupt or otherwise insolvent without affecting its right of action or remedy.
f) Area of the operation of the Business Associates/Contractors/consultant is the discretionary power of the Management of KEL.
g) The payment for the work executed will be released against receipt of the same from the respective departments / organisations only. Similarly, in some departments / organisations, the payment for the subcontractor will be released to them directly against recommendation from KEL. The realisation of payment from the respective departments /organisations shall be the responsibility of the Business Associate/ Contractor/ Consultant. No advance payment shall be made.

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

Duly signed original bid along with application fee as mentioned in Cl. No.(9)(25) shall be submitted to The Manager (Business Development Centre), KEL Corporate Office before the due date & time in a closed envelop superscribing name of the EOI.

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

## 6. 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.

### 6.1 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'.

**7. Bidders may participate in any one of the products, projects and services or all categories mentioned in the pre-qualification of Business Associates/ Contractors/ Consultants (A or B or C).**

**8. Requirements and Experience**

8.1. 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.

8.2. 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.

8.3. 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 turnover of minimum Rs. 30 Lakhs. This should be supported by Audited Balance Sheet and Profit / Loss Account for preceding 01 financial year.
3) Income Tax Return (ITR) for the preceding 01 financial year.

## 9. TERMS AND CONDITIONS OF PRE-QUALIFICATION WITH KEL

1. The company/ Agency pre-qualified with KEL shall be called as Business Associate. The pre-qualification/empanelment of Business Associates/Contractors/Consultants shall remain valid up to 31st December 2027 from the date of issuance of the pre-qualification/empanelment certificate. However, KEL reserves the right to modify the validity period, if deemed necessary, at a later stage.

2. For business to be undertaken by KEL, it shall select its partner in the following manner:-

a) For low value orders of less than Rs. 5 lakhs to be executed, manual quotation will be called and the party quoting the lowest amount shall be its partner for executing such orders.

b) KEL will invite e-tenders for the work received by them and suitable prequalified Business Associates/Contractors with demonstrable competence in the required field(s) {of specific Job in the Categories of Business Associate/Contractor/consultants (A/B/C) as specified in this EOI document} can participate in the tender. Business Associate/Contractor/Consultants who offers the lowest rate will be awarded with the work.

c) KEL participates in tender along with the consortium of business partners (pre bid arrangement) – KEL will join with a suitable pre-qualified Business Associate with demonstrable competence in the required field(s) {of specific Job in the Categories of Business Associates/Contractors/Consultants (A/B/C) as specified in this EOI document}. Business Associate will submit their financial proposal / quotation to KEL within stipulated time and if project demands then Business Associate/Contractor/Consultants may be asked to submit techno-commercial proposal. Such Business Associate/Contractor/consultants shall be executing the orders subsequently if work is awarded to the consortium. The selection of Business Associates/Contractors/Consultants subject to back-to-back mutually agreed financial terms and conditions. They shall handle projects up to 3 times of their average turnover. However, in case of proprietary /patented products, KEL may decide to deviate from the above rules and go for specific consortium

agreement with a specific business associate for business prospects continuity.

3. Prequalified Business Associates/Contractors/Consultant should take prior consent from KEL before approaching any client department for procuring orders. Subsequently, KEL will participate in the bid based on the technical and financial competence of the prequalified Business Associate/Contractor/Consultants who has initiated the order / work / job. If such orders / works / jobs are procured by KEL on the strength of specific Business Associate/Contractor/Consultants such orders / work / job will be allocated to the same Business Associate/Contractor/consultants subject to verification of credentials of such Business Associate/Contractor/Consultants.

4. All the correspondence with the client department will be done by KEL / Business Associate/Contractor/Consultant.

5. The cost of Tender fee, EMD, Security Deposit, Bank Guarantee and any other expenses will be borne by pre-qualified Business Associates/Contractors/Consultant, on back-to-back basis as prescribed in the respective Tender / RFP. Refund of EMD & Security Deposit and release of Bank Guarantee will be as per respective Tender / RFP conditions.

6. The pre-qualified Business Associate/Contractor/Consultants shall sign Non-Disclosure Agreement (NDA) and Consortium Agreement with KEL either as per standard format of KEL or on back to back basis as per the prescribed format in the respective Tender / RFP.
7. If an Agreement / MOU is required to be signed by KEL with the client department for execution of the Job order, an Agreement /MOU with similar clauses shall have to be signed by the concerned pre-qualified Business Associates/Contractor/consultant with KEL on back to back basis for smooth execution of the order.

8. Payment of Business Associates/Contractors/Consultants shall be on the following terms:

   KEL will retain its margin.

   a) KEL will deduct all statutory deductions.
   b) KEL shall charge fees for its other services / roles which may be decided on case-to-case basis.

9. All payments from the client department shall be received through Cheque / Draft favouring Kerala Electrical & Allied Engineering Co. Ltd (KEL) payable at Ernakulam. After receipt of the payment from the client department and running payment may be released to the Business Associates/Contractors/Consultants as per the terms and conditions of the Job order awarded to the Business Associate by KEL and review of the progress in project.

10. KEL may select lower category of pre-qualified Business Associates / Contractors/ Consultants without considering their turn over criteria and their category of pre-qualification. In such cases, the lower-category pre-qualified Business Associate shall submit to KEL an additional guarantee equivalent to 10% of the order value or an additional security deposit, as prescribed for the respective work, on a back-to-back basis, whichever is higher. The deposit shall be released only upon successful completion of the Defect Liability Period (DLP) following the completion of the project, as prescribed in the respective tender document.

11. It shall be the responsibility of the Business Associate/Contractor/Consultants for the implementation and execution of the project in which hardware items are also required. The Business Associate/Contractor/Consultants shall procure the required hardware from the OEM / authorized dealer with warrantee support from them. The Business Associate/Contractor/Consultants shall submit an undertaking that they shall be deploying the required manpower / representative (with list of man power with their telephone numbers that may be given to the client department) to be deployed / posted at the locations required as in the project / required by the client department for smooth services during implementation and warranty period.

12. The pre-qualification as Business Associates/Contractors/Consultants shall also be guided by the terms and conditions given in the EOI document.

13. EOI received will be screened for requirements, experience and qualifications. KEL may carry out physical inspection / verification of the information given by the bidder /bidder's infrastructure set up. The pre-qualification of successful bidders will be done thereafter. The bidders may not necessarily be pre-qualified in the Categories in which they have applied. The Business Associates/Contractors/Consultants will be selected on the basis of their existing experience, manpower availability, technical competence and experience of related Job category /categories. Business Associate/ Contractor/ Consultants may apply for the pre-qualification in different expertise / levels of competence.

14. Any Pre-conditions of the bidder submitted with the bid shall not be binding on KEL.

15. No Business Associate/Contractor/Consultants will bid for a job where KEL is participating as bidder. Any Business Associate/Contractor/Consultants found opposing KEL is liable to be disqualified and his pre-qualification shall be cancelled and they will be barred from getting themselves re-pre-qualified for a period of at least 5 years. The decision of the KEL management shall be final in the matter.

16. If a Business Associate/Contractor/Consultants represents and obtains work directly from any client by mentioning their pre-qualification in KEL, their pre-qualification

shall stand cancelled and any damages suffered by KEL shall be recovered from the Business Associate/Contractor/Consultants.

17. KEL reserves the right to inspect the site of the Business Associate/Contractor/Consultants at any time and if the infrastructure is not found adequate as per this EOI document requirement, the pre-qualification of the Business Associates/Contractors/Consultants is liable to be cancelled.

18. If the Business Associates/Contractors/Consultants hides some information or gives wrong information or is found misrepresenting, pre-qualification of that Business Associate/Contractor/Consultants shall be cancelled and KEL would not be under any obligation to give any clarification or damages.

19. Business Associates/Contractors/Consultants shall not divulge any contents of the agreement, in part or whole without express written permission of KEL.

20. The Business Associates/Contractors/Consultants shall have to be careful, diligent and show workman like manner in conformity with the accepted standard practices as per industry norms.

21. Any dispute arising out of this pre-qualification process shall be subject to the jurisdiction of Ernakulam only.

22. If a Business Associate/Contractor/Consultant is found to obtain jobs / services by means of using fraudulent techniques then their pre-qualification shall be cancelled and punitive actions may be initiated against them.

23. The pre-qualified Business Associate/Contractor/Consultant which receives an enquiry but does not respond to the enquiry will be blacklisted as non-responsive. However, if the Business Associate/Contractor/Consultants cannot perform the job as per the enquiry, it shall submit a regret letter with reasons, failing which it will be blacklisted.

24. The Business Associate/Contractor/Consultants who are at present in the approved vendor list of KEL need not submit the credentials. However for renewal they shall submit the application with statement of works executed in KEL mentioning Time of completion as per work order, actual date of completion, reason for delay if any, list of works in hand, present status of work and the requisite application fees. Suitable Security Deposit shall be furnished on demand. The continuance of the registration will be based on the past performance as certified by the concerned department/unit.

25. The pre-qualified Business Associates/Contractors/ Consultants should submit a non-refundable application fee of **Rs. 11,800/-(inclusive of GST)** drawn in favour of KEL.

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

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

| CATEGORY | SECURITY DEPOSIT (Rs.) |
|---|---|
| A : Above 03 Crore | 10,00,000.00 |
| B : 01 Crore - 03 crore | 7,00,000.00 |
| C : 5 Lakhs – 01 Crore | 3,00,000.00 |

The applications received shall be scrutinized by the Technical Evaluation Committee, and the applicants found eligible for empanelment will be notified through email or other appropriate means of communication. The selected applicants shall remit the prescribed security deposit only upon receipt of formal intimation from KEL confirming their selection under the respective category.

**ANNEXURE -1**

**FORMAT FOR THE BIDDERS INFORMATION**

(On the letter Head of the Bidder)

| | | | | |
|---|---|---|---|---|
| 1. | Description of Products, Projects and Services for which empanelment is sought for **(Refer "List of Products, Projects and Services")** | | | |
| 2. | Applied for 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 | Proprietorship/ Public Ltd / Pvt. Ltd /LLP/ Others ( specify) | | |
| 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. | Alternate Mobile No. of the contact person | | | |
| 13. | E-Mail id for correspondence | | | |
| 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) |
|---|---|
| 2023-24 | |
| 2024-25 | |
| 2025-26 | |

Name of the Firm: ……

Seal & Signature: ……

**ANNEXURE 3**

**STATEMENT OF PAST EXPERIENCE IN RESPECT OF THE EOI FOR PRE-QUALIFICATION / EMPANELMENT OF BUSINESS ASSOCIATES / CONTRACTORS / CONSULTANTS WITH KEL FOR PRODUCTS, PROJECTS AND SERVICES**

| **Sl. No.** | Name of Projects Successfully completed | Name of the Client | Year of | | Value (Rs. in lakhs) |
|---|---|---|---|---|---|
| | | | Job/purchase order awarded | Job Completed Successfully | |
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Jobs/purchase orders and completion certificates to be attached/enclosed for each item.

**Signature, name and designation of authorized signatory**

Note:-Use different sheet for each of the product / project and services. Bidders applying for more than one product / project / services have to use separate sheet for each item.