



## KERALA STATE ELECTRICITY BOARD LIMITED

(Incorporated under the Companies Act, 1956)

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### ABSTRACT

Procurement of one Crore number of Nine Watt Light Emitting Diode (9W, LED) bulbs under Filament Free Kerala-Issue of Purchase Orders-Sanctioned-Orders issued.

**Corporate Office (Renewable Energy and Energy Savings)**  
**B.O. (DB) No.647 /2020 (CE (REES)/Filament Free Kerala/2019-20),**  
**Thiruvananthapuram, dated 28 /10/2020.**

- Read: -
1. BO (FTD)No. 909/2019(CE(REES)/FFK-LED/19-20) Tvpdm dated 6.12.2019
  2. Bid No. KSEBL/REES/FFK-LED/13/2019-20(TenderID:2020\_KSEB\_352935\_1) dated 30.3.2020.
  3. Note No. CE (REES)/Filament Free Kerala/2019-20/675 dated 24.9.2020 of the Chief Engineer (Renewable Energy and Energy Savings) to the Full Time Directors through the Director (Transmission, System Operation & REES).
  4. Note No. CE (REES)/Filament Free Kerala/2019-20/692 dated 28.9.2020 of the Chairman & Managing Director, KSEBL, to the Board of Directors.
  5. Proceedings of the 55<sup>th</sup> meeting of the Board of Directors held on 14. 10.2020 vide Agenda Item No. 12-10/2020.

### ORDER

Tender was floated for the procurement of one Crore Nine Watt Light Emitting Diode (9W, LED) bulbs under Filament Free Kerala Programme(Tender ID:2020\_KSEB\_352935\_1) on 30.03.2020 with the total project cost amounting to Rs.50 Crore (Rupees Fifty Crore only) and the following six bidders participated in that tender.

1. M/s Crompton Greaves Consumer Electricals Ltd, Mumbai.
2. M/s H.Q. Lamps Manufacturing Co. Pvt. Ltd. Uttar Pradesh
3. M/s Rexel India Pvt. Ltd. Pune
4. M/s Luker Electric Technologies Pvt. Ltd. Kochi
5. M/s Sharp Thrill Investigation & Flint Force Pvt Ltd, New Delhi
6. M/s Surya Roshni Ltd, New Delhi

M/s Sharp Thrill Investigation & Flint Force Pvt Ltd had not submitted the bid agreement and connected documents and hence eliminated from further evaluation.

The Pre-Qualification Committee in its meetings held on 29.07.2020 & 19.8.2020 decided to prequalify 4 bidders viz; M/s Crompton Greaves Consumer Electricals Ltd, M/s Rexel India Pvt. Ltd, M/s H.Q Lamps Manufacturing Co. Pvt. Ltd and M/s Surya Roshni Ltd .Also decided to disqualify M/s Luker Electric Technologies Pvt. Ltd since the firm is not technically qualified.

The price bids of the four pre-qualified bidders were opened on 03.09.2020. On evaluation as per the above tender conditions, M/s Crompton Greaves Consumer Electricals Ltd becomes the lowest bidder (L1) and M/s H.Q Lamps Manufacturing Co. Pvt Ltd becomes the second lowest bidder (L2).

Negotiation was made with M/s Crompton Greaves Consumer Electricals Ltd to get the rock bottom rate. In reply to this, they have offered their rock bottom unit rate of Rs. 41.70/- per lamp against the tender quoted rate of Rs. 41.85/-. Also the firm informed that GST as applicable will be extra.

**Negotiated rate**

Name of bidder	Basic rate /unit (Rs)	Unit Freight and transit ,insurance charges (Rs)	Other charges/unit (Rs)	GST/unit (12%) (Rs)	Unit all inclusive rate excluding GST (Rs)	Unit all inclusive rate including GST (Rs)
M/s Crompton Greaves Consumer Electricals Ltd	41.70	0	0	5.004	41.70	46.704

Comparing with the project cost, the negotiated rate has come down to 6.6% below the project cost. As envisaged in the Clause (27) of General Conditions of Contract, KSEBL reserves the right to add one or more suppliers at the applicable L1 rate as and when deemed necessary. When such supplier is added, the purchase order quantity shall be split between L1 & L2 suppliers, in the ratio 70:30. Hence L2, M/s HQ Lamps Manufacturing Co. Pt Ltd was requested to inform their willingness to match the price quoted by the L1 bidder. M/s HQ Lamps Ltd confirmed their willingness to match the rates quoted by L1 bidder.

The Full Time Directors in its meeting held on 25.09.2020 approved the proposal for placing before the Board of Directors.

Accordingly the matter was placed before the 55<sup>th</sup> meeting of the Board of Directors held on 14.10.2020 as per note read as 4<sup>th</sup> above.

Having considered the matter in detail, the Board of Directors resolved to authorize the Chief Engineer (REES) to place Purchase Orders for

1. 70,00,000nos.(70 Lakh) of Nine Watt Light Emitting Diode (9W,LED) Bulbs with M/s **Crompton Greaves Consumer Electricals Ltd**, at all inclusive rate of **Rs.46.70/-**per unit (Basic rate/unit-Rs.41.70,GST@12%-Rs. 5.004),with a total financial commitment of **Rs.32,69,00,000/-**(Rupees Thirty Two Crore and Sixty Nine Lakh only).
2. 30,00,000nos. (30 Lakh) of Nine Watt Light Emitting Diode(9W,LED)Bulbs with **M/s H.Q Lamps Manufacturing Co. Pvt Ltd**, at all inclusive rate of **Rs. 46.70/-**per unit (Basic rate/unit-Rs. 41.70, GST@12% -Rs.5.004),with a total financial commitment of **Rs.14,01,00,000/-**(Rupees Fourteen Crore and One Lakh only) subject to the condition that the proposal for splitting up of supply order is in line with the conditions in the Notice Inviting Tender.

Orders are issued accordingly.

By Order of the Director Board

Sd/-

Lekha G

**Company Secretary (In Charge)**

To:-

The Chief Engineer (Renewable Energy &Energy Savings)

**Copy to:**

The Chief Engineer (IT & CR)/The Financial Advisor/ The Chief Internal Auditor/ The Legal Advisor & Disciplinary Enquiry Officer/ TA to Chairman & Managing Director/ PA to Director (Finance)/ TA to Director (T&SO), TA to Director (Planning, Safety, REES & Soura)/ TA to Director (Generation Electrical& SCM)/ TA to Director (Generation Civil/ TA to Director (Distribution, IT&HRM)/Senior CA to Secretary (Admn.)/Company Secretary/ Fair copy Section/Library/Stock File.

Forwarded/By Order

  
Assistant Executive Engineer