

Bharat Bhari Udyog Nigam Ltd.
26, Raja Santosh Road, Alipore. Kolkata – 700027

Invitation of Expression of Interest
for Appointment of Local Agent in Bangladesh

1. **Bharat Bhari Udyog Nigam Ltd. ('BBUNL')** intends to engage dynamic and efficient **Local Agent** for promotion and development of its business in **Bangladesh** who will represent BBUNL for our participation in the aforesaid international tender, undertake all liaison work with Bangladesh Railways and also promote our products in Bangladesh for development of further business. Kindly note that we are a Government of India Enterprise and we would like to engage a local agent who should possess reputation and adequate technical expertise to interact with Bangladesh Railway authorities at every stage and is capable of promoting our Railway Business, in particular, in Bangladesh. The tenure for this local agencyship shall be initially considered for 1 year, which may be extended for subsequent year(s) on the basis of performance. With a view to select a reputed and capable local agent, BBUNL is inviting this **EOI** and request you to send the required documents to the undersigned by courier so that all these documents reach this office within the stipulated time.
2. The Local Agent / Business Associate will do their utmost in good faith to serve the interest of BBUNL and will assist BBUNL in all affairs concerning the handling of all enquiries, tenders, order including local logistics and post tenders / contracts supports wherever necessary. The person / organisation having close contacts and rapports with various Pvt. / Govt. agency / Railways of the said country, may kindly contact undersigned with proven performance and credentials.
3. The EOIs should be submitted in two parts and should contain the following documents :-
 - A. **Techno-Commercial Bid – Part I**
 - i. Complete Profile of the Company.
 - ii. Balance Sheet / Profit and Loss A/c for last 3 (three) financial years.
 - iii. List of the customers served by your organisation, in particular, Bangladesh Govt. organizations during last 5 years.
 - iv. Details of specific orders received through your company by different organisation, Performance Certificates to be provided.
 - v. Details of establishment / offices with a list of key personnel of the organization with their background and experience in Rolling Stock.
 - vi. A letter of appreciation from Indian Embassy in Bangladesh / Bangladesh Embassy regarding your performance, if possible.
 - vii. Authenticated documents that your company is a valid registered firm in Bangladesh for carrying out similar business of Indian Firm.

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B. Financial Bid – Part II

- i) Agency Commission w.r.t. to ensuing Tender of Bangladesh Railway for procurement of Flat Wagons and Tank Wagons.

No remuneration shall be provided for day-to-day liaison work and any agency commission payable only on award of order and receipt of payments.

- 4. Expression of Interest ('EOI')** is invited from resourceful, reputed companies, having expertise and experience in the respective field as stated above, indicating their interest for appointment as local agent of BBUNL to explore business opportunity in Bangladesh. Interested parties may submit their proposals to **Manager (Marketing), Bharat Bhari Udyog Nigam Ltd. 26, Raja Santosh Road, Alipore. Kolkata – 700027**, alongwith all the necessary documents/credentials, as mentioned below, **within 15.03.2010 (15:00 Hrs.)**. Both **Part-I** and **Part – II** should be sealed in separate envelopes superscribing the envelopes as **Part-I** or **Part –II** with Tender Notice No. accordingly. Both the Sealed envelopes then be put in a main sealed envelope superscribing the envelop with name of work and Tender Notice No.
- 5. EOI** alongwith all the relevant documents received will be evaluated by BBUNL and financial bid of the parties who are found techno-commercially suitable shall be opened. Based on the credentials submitted and suitability of proposals received, BBUNL may consider appointment. Hence, the parties are requested to adhere to submission of documents as per requirement stated above.
- 6.** Only those who are technically and financially capable to take up such job may submit EOI against the above invitation of EOI. EOIs received from bidders who do not fulfill the requirements of BBUNL or does not have the adequate experience in the particular field of work or does not have the required technical financial capabilities for such job shall be summarily rejected without any further evaluation and information to bidders.
- 7. BBUNL reserves right to:**
- (a) Accept or reject any EOI received, at its discretion, without assigning any reasons whatsoever.
- (b) Postpone/change the above mentioned date, modify the terms and conditions, include new terms and conditions etc. without assigning any reason whatsoever.
- (c) May ask for further qualification/clarification before appointment.

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