

**GLOBAL EXPRESSION OF INTEREST (EOI) TO IDENTIFY SUITABLE BIDDERS FOR
SETTING UP OF COLOUR SHIFT PIGMENT MANUFACTURING FACILITY AT BRBNMPL
MYSURU**

**Not Transferable
Security Classification: Security**

EOI NO: EOI/078/MYS/VARNIKA-36/2021-22

Dated: 17/01/2022

This EOI document contains 15 Pages

Document is given to:

M/s _____

Address _____

Details of contact person in BRBNMPL regarding this tender:

(Shri S Prabukumar)
Assistant General Manager

For and on behalf of

GENERAL MANAGER (PP),
VARNIKA (INK MANUFACTURING UNIT),
BHARATIYA RESERVE BANK NOTE MUDRAN (P) LTD.
(Wholly Owned Subsidiary of Reserve Bank of India)
Note Mudran Nagar, Mysuru – 570 003.
Telephone No. 0821-2469066, 2469081
Fax: 0821-2582955/2582099
EMAIL: sprabukumar@brbnmpl.co.in
Website: www.brbnmpl.co.in

SECTION I: INVITATION TO SUBMIT OFFER

BHARATIYA RESERVE BANK NOTE MUDRAN (P) LTD.
(Wholly Owned subsidiary of Reserve Bank of India)

VARNIKA,

Note Mudran Nagar, Mysuru – 570003

Tel No: +91 - 821 –2469066, 2469081; Fax No: +91 - 821- 2582955, 0821-2582099

No: EOI/078/MYS/VARNIKA-36/2021-22

Dated: 17/01/2022

1. Sealed offers are invited for our Global Expression of Interest to receive proposal from resourceful bidders for setting up of Colour Shift Pigment (suitable for Intaglio printing process adopted in banknote production) manufacturing facility at BRBNMPL, Mysuru. The manufacturing facility should be capable to manufacture all types of Colour Shift Pigments suitable for printing Indian Banknotes. The global EOI details are as follows -

Type of Tender (Two Bid / PQB / EOI / RC / Development / Indigenization / Disposal of Scrap / Security item etc.	Expression of Interest
Date of Publication of EOI documents	17/01/2022
Price of the EOI Document	Free
Closing date and time for receipt of EOI	14:30 Hrs. on 28/02/2022
Place of receipt of EOI	Administrative Building, BRBNMPL, Note Mudran Nagar, Mysuru-570 003.
Time and date of opening of EOI	15:00 Hrs. on 28/02/2022.
Place of opening of EOI	Administrative Building, BRBNMPL, Note Mudran Nagar, Mysuru-570003
Nominated Person / Designation to receive bulky documents (Clause 21.1 of GIT)	Shri. S Prabukumar, Assistant General Manager, BRBNMPL, Mysuru

2. The interested parties may obtain further information about this requirement from the above office. EOI documents may be downloaded from the BRBNMPL website: www.brbnmpl.co.in or be obtained from the office of Varnika (Ink Manufacturing Unit), BRBNMPL, Mysuru.
3. If requested, the EOI documents will be mailed by registered post/Speed Post to the domestic bidders for which charges per set of EOI document shall be Rs.500 within India and for foreign bidder's charges shall be Rs. 5000. The bidder is required to submit a separate Demand Draft drawn on BRBNMPL, payable at Mysuru, for postage charges along with his request for EOI documents. Any delay in receipt of EOI documents will not entitle any bidder/s for extension of submission dates and BRBNMPL will not be responsible for any such delays.

4. Interested bidders shall ensure that their EOI documents, duly sealed and signed, complete in all respects as per instructions contained, are dropped in the tender box located at the address specified on or before the closing date and time indicated above, failing which the EOI will be treated as late and will be liable for rejection.
5. In the event of any of the above-mentioned dates being declared as a holiday/ closed day for the purchase organization, the EOI document will be received / opened on the next working day at the appointed time.
6. BRBNMPL is not responsible for any postal delay and the EOI proposals shall not be accepted for opening after due date and time. Further, interested bidders must satisfy themselves about all the details required to be filled in the EOI before submission of details. All the pages of EOI documents and Annexures, basic information and other supporting documents shall be duly stamped, signed and submitted.
7. BRBNMPL reserves the right to accept / reject/ cancel any or all the EOI documents without assigning any reason thereof. BRBNMPL also reserves the right to accept the EOI in whole or in part. Incomplete EOI documents not submitted in accordance with the directions issued shall be liable for rejection. BRBNMPL at its discretion shall reserve the rights to visit the facilities of the bidders.
8. The bidders who have been black listed/debarred by BRBNMPL, SPMCIL, BNPMIPL or any PSU or any Government Departments are not eligible for submission of this EOI and an undertaking should be submitted along with the EOI, to this effect.
9. The EOI documents are not transferable.
10. No counter conditions shall be accepted.
11. Further amendment/s, if any, shall be notified on the website of the company only. Interested applicants are requested to visit our website periodically to know any changes / amendments.

Yours faithfully,
For & on behalf of BRBNMPL, Mysuru

Shri S Prabukumar,
Assistant General Manager,
Varnika(Ink Manufacturing Unit),
BRBNMPL,
Note Mudran Nagar,
Mysuru - 570 003.
Telephone: 0821-2469066, 2469081 Fax: 0821-2582955/2582099
Email: sprabukumar@brbnmpl.co.in

SECTION II: SCOPE OF WORK AND REQUIREMENTS

This EOI contains following sections -

1. About BRBNMPL
2. Purpose of EOI
3. Indicative models for setting up of manufacturing plant
4. General Company profile of bidders
5. Responsibilities – Indicative responsibilities of BRBNMPL and Bidder
6. Expertise/Capabilities/Capacities/R&D facilities/Patents/Exclusivity of bidders
7. Details of Clients
8. Experience of bidders in similar fields
9. Financial status of bidders
10. Plant Visit
11. Other information

1. About BRBNMPL

Bharatiya Reserve Bank Note Mudran Private Limited (BRBNMPL), a wholly owned subsidiary of Reserve Bank of India is engaged in printing of Indian Banknotes. BRBNMPL has two printing presses one at Mysuru, Karnataka & the other at Salboni, West Bengal, for banknote production. As part of backward integration, BRBNMPL has set up its own Ink Manufacturing Unit (VARNIKA) at Mysuru. The ink manufacturing unit is capable of manufacturing all types of inks required for printing of Indian banknotes and following are the milestones/activities carried out at Varnika.

- **Technology Transferor** – Ink factory at BRBNMPL was set up under guidance of global technology transferor. As per the scope of the Technology Transferor, the following activities were performed – Site selection, layout plan, machinery specifications, evaluation, formulation, raw material sourcing, ink making, training, trouble shooting, Quality Control, R&D, preparation of SOPs and technical support.
- **Manpower** – The core employees are trained on machine operations, Quality Control, R&D and have the required expertise to manufacture all types of inks, varnishes, intermediaries used in banknote printing.
- **Research and Development** – The ink factory has its own state of the art Research and Development facility manned by qualified and trained personnel to identify new suppliers, evaluation of new materials, changing formulations, troubleshooting etc.
- **Varnish Plant** – Ink factory of BRBNMPL has its own state of the art automated Varnish Plant capable to manufacture all types of high quality varnishes used in manufacture of banknote printing inks.

2. **Purpose of EOI:**

Presently, BRBNMPL is using Colour Shift Pigment for producing colour shift intaglio inks used for printing the Indian banknotes. The Colour Shift Pigment has the ability to change into two different colours when viewed in different angles. Presently, BRBNMPL is out sourcing the Colour Shift Pigment from global and domestic market. BRBNMPL is contemplating to manufacture Colour Shift Pigment by setting up manufacturing facility at BRBNMPL, Mysuru with annual capacity of 5MT to 10MT per annum. The EOI is aimed at getting proposals from potential bidders who are capable to manufacture and provide expertise in manufacture of Colour Shift Pigment or any other similar and advanced Colour Shift Pigments which can be used in the printing of Indian banknotes. This document is not a pre-qualification bid notice, tender or request for proposal and has no commercial implication. This document does not create or purport to create any obligation to BRBNMPL to enter in to agreement at any point of time; past, present or future. The indicative steps for tendering, if BRBNMPL desires so and at the discretion of BRBNMPL, is given in Annexure C.

- This EOI aims for, receiving proposal from resourceful vendors having proven technology for manufacturing of Colour Shift Pigment.
- Exploring various model of partnership and finalising best suitable model as required by BRBNMPL
- Identifying ways and means for Transfer of end to end technology for the production of colour shift pigment which includes Know-how and chemical formulations for Colour Shift Pigment manufacturing.
- List of requirements for manufacturing of CSP like manpower, equipment, civil infrastructure, clean rooms, waste disposal and utilities.
- Quality control and R&D facility required in the production of Colour Shift Pigment.
- Estimated cost of project.

3. **Indicative models for setting up of manufacturing plant**

Following are the business models (indicative but not restricted) which can be adopted for setting up the manufacturing plant. Based on the responses received from this EOI, a suitable business model that needs to be followed will be clearly specified in the tender that will be floated subsequently.

- Technology Transfer
- Joint Ventures
- Contract Manufacturing
- BOOT/BOT – Build, Own, Operate and Transfer / Build, Operate and Transfer

Bidder is required to provide their **Project Proposal** (As per Annexure D) for any one or more models from the models indicated above clearly indicating the facilities and expertise they possess in setting up of CSP manufacturing plant. Along with the project report they may submit reply to the questionnaire attached as Annexure B.

4. **General Company Profile of Bidders** – The following details may be furnished -

- Products manufactured and possessing the expertise
- Website details
- Annual reports
- Patents
- Contact details

The Bidder should provide the details of its shareholding and details of its directors along with complete address of such directors and their other activities in the prescribed format –Annexure

5. **Indicative Responsibilities of BRBNMPL and Bidder (Responsibility will be categorised in the subsequent tendering process once the business model is finalized):**

- Enter into agreement as per the suitable business model which will be indicated in the subsequent tendering activity
- Machinery procurement
- Manpower arrangement.
- Procurement of necessary raw materials.
- Infrastructure development like plant design, layout design etc.
- Conducting the necessary technical and management reviews regarding the progress of the project.
- Jointly trouble shoot issues which may arise during trial and bulk production stages.
- Support services required for the smooth running of the manufacturing plant including power, water, waste disposal, safety and any other requirements.
- Train the operational and maintenance staff
- The manufactured Colour Shift Pigment should be fully compatible with the existing raw materials used for manufacture of security inks. Also, the Colour Shift Intaglio ink manufactured using in-house Colour Shift Pigment should be compatible to existing printing machines which are presently operating at a speed of 12000 sheets per hour.

6. **Expertise, capabilities, capacities, R&D facilities, Patents/Exclusivity**

The bidder may furnish the details of the expertise, capabilities, capacities, R&D facilities, Patents/Exclusivity etc., with regard to manufacture of Colour Shift Pigment.

7. **Details of clients** – The bidder may furnish complete details of clients to whom they have delivered similar products and/or services.

8. **Experience**– The bidder may furnish the details of works carried out and experience in similar such fields (which includes manufacture of colour shift pigment, setting up of colour shift pigment manufacturing facility)

9. **Financial status of the bidder** – The bidders may furnish the company turnover details, annual reports for the last three financial years ended on 31/03/2021.

10. **Plant Visit:** At the discretion of BRBNMPL, a committee may visit the facilities of bidders or the site of clients to whom the bidder has claimed having provided similar such services.

11. **Other information:**

- a) A certificate issued by reputed accreditation bodies indicating that they have well defined quality systems and procedures for manufacturing colour shift pigment.
- b) REACH compliance, if any.
- c) Approved vendor status for commercial/government banknote printing agencies for colour shift pigment if any.
- d) Effected supplies of colour shift pigment in the Indian/international market for the last five years.
- e) Preferably ISO or Equivalent certification for quality & Environment Management System.
- f) Willingness to give unrestricted rights to BRBNMPL for use of the products & technology.
- g) All legal laws of India with jurisdiction at Indian courts are applicable.
- h) Technical Literature/Catalogue for related products.
- i) The Bidder should indicate that authorized signatory is competent and legally authorized to submit the tender and/or to enter into legally binding contract. The bid shall be legally binding on the Bidder and are required to submit the authorization letter to that effect.
- j) The Bidder shall clearly indicate in the EOI if any patent or other proprietary rights are involved for the material and if so whether the applicant has unlimited legal rights to deal with them/use them. The applicant shall completely indemnify and hold harmless the Purchaser from and against any claims of infringement of any patent from any source. The abuse of patent rights resulting in cartel formation could lead to permanent disqualification of the applicant. The Purchaser reserves the right to take such action as deemed fit over the same, without assigning any reason thereof.
- k) BRBNMPL will be entitled to seek additional documents / information from any applicant at any point in time.
- l) All the documents including balance sheet and profit and loss account should be submitted in English language for the last 3 years.
- m) The Bidder should give the complete details of the addresses, capacities and location of their production facilities for manufacturing colour shift pigment, with a confirmation that all such facilities are in exclusive possession and occupation of the bidder.
- n) All experience, past performance, capacity/capability related data and other necessary declarations should be certified by the authorized signatory of the Applicant.
- o) The Bidder should be a manufacturer and supplier of colour shift pigment for Government of India or any other government or any internationally recognized independent authority.
- p) The Bidder may be required to submit further documents/clarifications/undertakings/declarations, if mandated by BRBNMPL and/or by Government of India.
- q) The Bidder is required to submit a self-declaration that they are not engaging any agents for participation in this EoI.

- r) BRBNMPL reserves the right to reject any applications or cancel the EoI without assigning any reason and without any intimation on national security considerations or change in ink specifications or any other ground which is beyond the control of BRBNMPL.

12. General Instructions for the Bidder:

- a) The information provided by the bidders shall be scrutinized. Additional information, if required shall be sought from the bidders. At the discretion of BRBNMPL, site visit shall be carried out to understand the capabilities.
- b) The applications as per enclosed format, are to be submitted in a sealed cover super scribing on the top of the cover **“GLOBAL EXPRESSION OF INTEREST (EOI) No. EOI/078/MYS/VARNIKA-36/2021-22 dated 17/01/2022 TO IDENTIFY SUITABLE BIDDERS FOR SETTING UP OF COLOUR SHIFT PIGMENT MANUFACTURING FACILITY AT BRBNMPL MYSURU”** to The General Manager (PP), VARNIKA, BRBNMPL, Note Mudran Nagar, Mysuru – 570003 **by 1430 hrs. IST on or before 28/02/2022.** The entire set of submissions of the bidders (including annexures, supporting documents) shall be serially page numbered with the declaration on total number of pages.
- c) Applications received after the due date and time shall be liable for rejection. The responsibility to submit EOI before the due date and time rests with Bidder and BRBNMPL will not entertain any explanation/reason for late submission.
- d) BRBNMPL will not be responsible for any delay in delivery of bids.
- e) Bidder shall submit the following further declarations/undertakings along with EOI application
- Undertaking not to reveal the details and outcome of discussions to any third party.
 - An undertaking that the signatory is competent and legally authorized to submit the tender and/or to enter into legally binding contract on behalf of the bidder.
 - A declaration that the Bidder is not in the list of blacklisted/ debarred firms of any Government Agency anywhere in the world.
 - An undertaking that the bidder is accepting all the terms and conditions of EOI and abides by it without any counter conditions.
 - The Bidder shall undertake that they will be responsible to maintain secrecy, security and exclusively in case contract is awarded to them.
 - Undertaking that the information given in the documents is correct and the Bidder is aware that any information provided is found to be false at a later stage BRBNMPL reserves the right to reject/disqualify the Bidder at any stage of the tendering process without assigning any reason.
 - The operation of the bidder in Pakistan or China, if any, should be suitably firewalled from the contract/operations with Government of India. Bidder shall also declare that no employee

who has previously worked or been posted in Pakistan or China in any capacity will be engaged by the Company for this project.

- A duly signed and stamped confidentiality statement as given below is to be furnished:
“The information(s) contained in the tender document will not, in whole or in part be reproduced, transferred to other documents/electronic media or disclosed to others without written consent of BRBNMPL”.
- Undertaking by the bidder that only one bid from the Group companies has been submitted in response to the EOI.

ENCLOSURES:

- 1) Annexure A: Application Format
- 2) Annexure B: Questionnaire for setting up manufacturing plant for Color Shift Pigment.
- 3) Annexure C: Indicative steps for tender.
- 4) Annexure D: Template for Project Proposal

APPLICATION FOR EXPRESSION OF INTEREST**(Bidder shall submit their response with respect to each point)**

Sr. No.	Details	Response from the Bidder (Supportive documents should be submitted wherever applicable and Page No. where the supporting documents are enclosed should be mentioned)
1.	Name and address of Bidder	
2.	Has the bidder been manufacturing and supplying Colour Shift Pigment during the last five years? If not, specify the date from when the Bidder is in business of manufacturing and supplying of colour shift pigment?	
3.	Whether bidder is having any previous experience on setting up of manufacturing facility for Colour Shift Pigment through any mode (TT/JV/CM/Boot/Bot)? If yes, details may be provided.	
4.	Quantities of Colour Shift Pigment manufactured and supplied during last five years	
5.	The annual capacity of the bidder to manufacture Colour Shift Pigment.	
6.	Documents, if any for proving technical competence for manufacture and supply of Colour Shift Pigment.	
7.	Details of all manufacturing facilities with location, address, capacities and load factor (capacity utilization) of the Bidder.	
8.	Financial Details for last three years ended as on 31/03/2021	
9.	All financial details, experience, past performance and capacity/capability related data should be personally certified by authorized signatory of the Bidder or the Holding Company/Parent Company, as the case may be.	
10.	Whether the Bidder has suffered any financial losses for more than one year during last three years?	
11.	Whether the Net worth of the Bidder has eroded more than 30% in the last three years?	
12.	Name, address, emails and telephone numbers of the shareholders and directors of the Bidder and their other activities.	
13.	Is the Bidder is owned by another company? Yes/No	
14.	If yes, please furnish the details of the ultimate holding company with complete address and their activities.	
15.	The consolidated balance sheet enclosed?	

16.	Details of experience/methods in quality control of Colour Shift Pigment	
17.	Details of Colour Shift Pigment manufacturing machinery installed at manufacturing plants.	
18.	Details of control system for controlling the quality parameters of colour shift pigment installed at plant.	
19.	Details of testing facilities available.	
20.	<p>Following undertaking/declaration/details are enclosed with application</p> <ul style="list-style-type: none"> • Incorporation certificate, shareholding details and board composition of the Manufacturer • Undertaking not to reveal the details of the India specific Colour Shift Pigment contained in the main tender documents to any third party. • Undertaking that it will be responsible to maintain secrecy, security and exclusively in case a contract is awarded. • Declaration that signatory is competent and legally authorized to submit the tender and/or to enter into legally binding contract. • A duly signed and stamped confidentiality statement as given below: “The information(s) contained in the tender document will not, in whole or in part be reproduced, transferred to other documents/electronic media or disclosed to others without written consent of BRBNMPL”. • A declaration that the Bidder is not in the list of blacklisted/ debarred firms of any Government Agency anywhere in the world. • Undertaking that the bidder is accepting all the terms and conditions of EOI and abides by it without any counter conditions. • Undertaking that the information given in the documents is correct and the Bidder is aware that any information provided is found to be false at a later stage BRBNMPL reserves the right to reject/disqualify the Bidder at any stage of the tendering process without assigning any reason. • A self-declaration that no agents are engaged or proposed to be engaged for participation in this EOI • Undertaking by the bidder that only one bid from the Group companies has been submitted in response to the EOI. 	

Authorized Signatory of Bidder Firm

Name:

Designation:

Date:

Seal of the Company

Questionnaire for setting up of manufacturing plant of Colour Shift Pigment (CSP)*(To be filled by bidders)*

Sl. No.	Questionnaire	Response from the Bidder (Supportive documents should be submitted wherever applicable and Page No. where the supporting documents are enclosed should be
1.	Method/technology adopted/proposed for manufacturing CSP	
2.	Proposed business model (Technology Transfer/ Joint Ventures/ Contract Manufacturing/ BOOT/BOT)	
3.	Modalities of proposed Business Model	
4.	CAPEX and Working capital requirement	
5.	Raw materials required for manufacturing CSP	
6.	List of equipment – Main equipment, auxiliary equipment and utilities required for manufacturing	
7.	Quality Control equipment	
8.	Capacity & machinery calculations for producing 5 to 10 MT of CSP per annum (detailing output calculation at each stage of operation)	
9.	Detailed process steps for manufacturing pigment Segregation of critical/non-critical process	
10.	Infrastructure requirement	
11.	Suggested factory layout	
12.	Requirement of air-conditioning, Power requirement	
13.	Manpower requirement	
14.	Skill level requirement	
15.	Will there be any intermediate or by-product during manufacture?	
16.	Mechanism for waste disposal	
17.	What are the licenses required for the factory?	
18.	Effluent treatment plant	
19.	Process changes required for different colour combinations	

20.	What are the other processes/techniques available for such pigments with their pros and cons	
21.	Safety programme required for this factory?	

Authorized Signatory of Bidder Firm

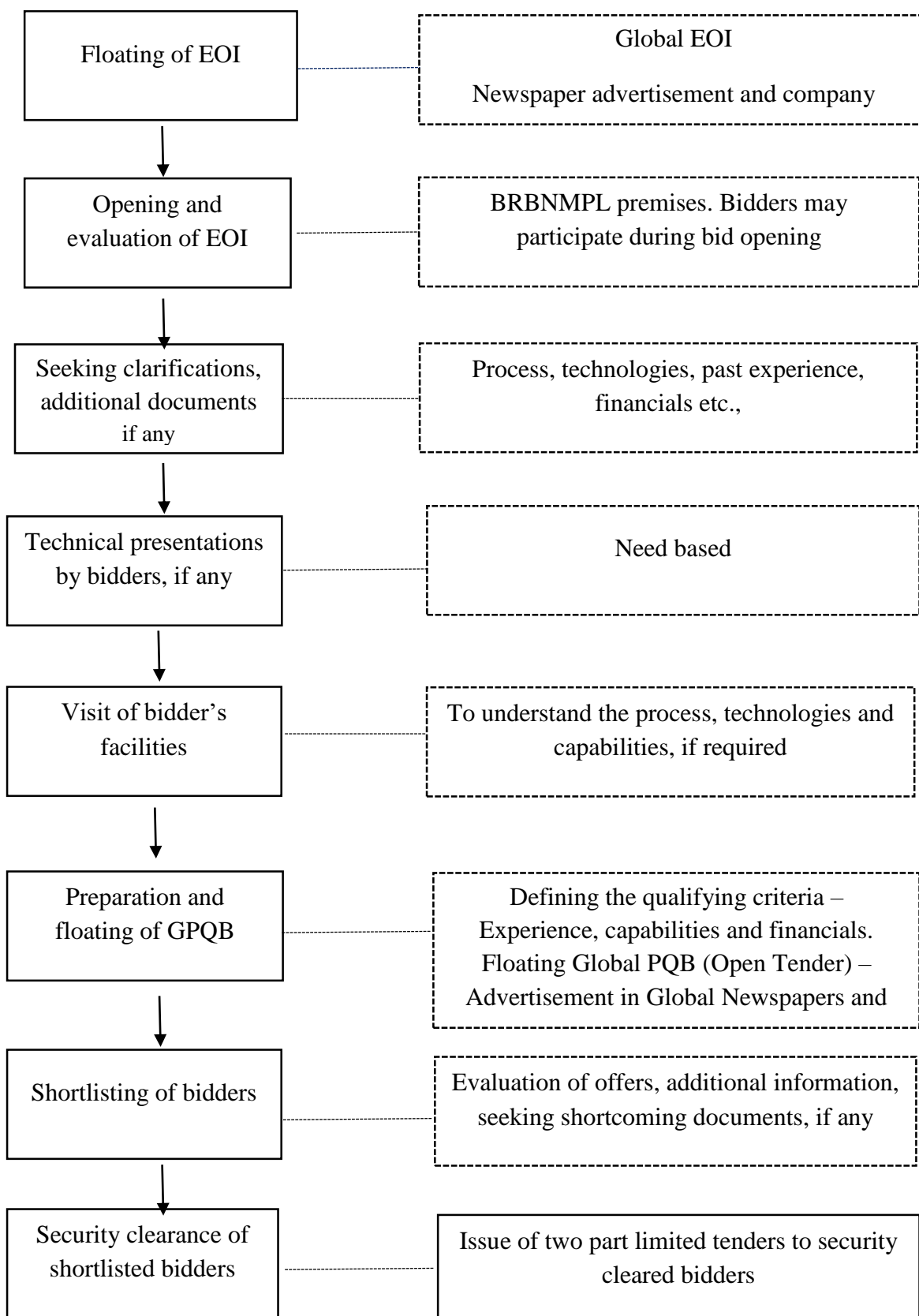
Name:

Designation:

Date:

Seal of the Company

The following indicative steps will be followed



Project Proposal Template:

1. Site selection.
2. Technology and process.
3. Operational and infrastructure requirements.
4. Raw Material sourcing and procurement.
5. Manpower and skill level.
6. Timelines (PERT Chart) - Site preparation, Procurement of machinery, Installation, commissioning, trials, bulk production etc.
7. Milestones for each Proposed Business Model.
8. Detailed Budgetary Estimate for each model.
9. Recommendations.