



ODISHA POWER TRANSMISSION CORPORATION LIMITED

VENDOR DEVELOPMENT POLICY

The Vendor Development Policy of OPTCL is meant for the following Bidders.

- I. Who develop new product, which has never been tried by any Power Utility, and if the same is found useful to the Utility.
- II. Who do not have requisite experience for the product, that are generally in use by Power Utilities.

The policy for entry of such Bidders is as follows.

1. The prospective Vendor shall pay the amount of Vendor Registration Fees (non-refundable) initially, while expressing the interest to avail the Vendor Development Scheme to obtain Vendor Registration. All the guidelines for Vendor Registration shall be followed (except Supply Experience & Performance). Provisional Vendor Registration shall be issued to the Firm under Vendor Development Policy. The Provisional Vendor Registration will be valid till completion of guaranty period mentioned in the trial order issued under Vendor Development Policy, which will be decided by OPTCL on case to case basis. On completion of guarantee period from the date of successful commissioning of the material/equipment, the Bidder shall be registered as a Vendor for the product upto the end of prevailing Vendor enlisted period as adopted by OPTCL and such Bidder can participate in any Tender of OPTCL.

If, the Vendor is an Odisha based micro, small enterprise and Start-up enterprise, in such case, the Vendor will be exempted from payment of initial Vendor Registration fees as an initiative.

2. The Type Tests, whenever and wherever applicable, shall be carried out on the proto-type material/products as per Technical Specifications of OPTCL at a Laboratory approved by National Accredited Board for Laboratory (NABL) or accredited third party Laboratory approved by the International Forum in case of foreign manufacturer's products. The proto-type materials / products must fulfill all the Technical requirement of OPTCL like Technical Specification, specified Drawings & Design, GTP (Guaranteed Technical Parameters), manufacturing quality plan etc.
3. The materials/products shall be supplied against the trial order at the designated location specified by OPTCL at the cost of Vendor. The Vendor has to arrange for loading /unloading, transportation of goods, erection, testing & commissioning of the offered equipment at the site chosen by OPTCL alongwith Insurance coverage for transit, storage etc at no extra cost to OPTCL. OPTCL has no responsibility on this account.

4. The price of the materials/products shall be the latest price at which similar product /material is purchased or the price offered by such Vendor, whichever is lower. If price of the product is not available, then reasonable price quoted by the Bidder considering any existing Order executed by the Bidder or workable material cost for the item or cost of the item of equivalent technology shall be considered.
5. If performance is not satisfactory, the Supplier will not be entitled for receiving the payment and provisional vendor registration shall be treated as cancelled. The period of the performance and performance parameters shall be informed to the Vendor.
6. For the purpose of deciding the satisfactory performance, the performance parameters such as success rate / failure rate of the materials / products supplied by regular Suppliers could be considered as Bench Mark. The performance of materials / products supplied under Vendor Development Policy shall be compared with that of similar materials / products supplied by regular Suppliers.
7. 50% payment towards materials/products shall be released after successful performance of the materials/products for a period of Six months from the date of successful commissioning against Bank Guarantee of 100% of Order Value and the balance 50% payment shall be released after one year of satisfactory performance from the date of successful commissioning. The Bank Guarantee should be valid till the completion of Guarantee period & additional two months with provision of encashment at local branch as per OPTCL Procurement policy.
However, the firm has to furnish Security Deposit for an amount of 10% of cost of equipment as decided before placing of trial order and the same shall be returned / released on submission of Bank Guarantee of 100% order value at the time of releasing 50% payment.
8. In case of failure of equipment (supplied by the Vendor under this Policy) due to defects in design, materials & bad workmanship within the guarantee period, then the CPBG will be forfeited by the purchaser & balance payment, due if any ,will not be entertained.
9. Dispute, if any arises on the parameters of successful operation/performance, shall be resolved by OPTCL & the Vendor is bound to accept it under this Policy. Prior to issuing of trial order, the Vendor is to submit an undertaking to this effect.

K. S. S. S.
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CHIEF GENERAL MANAGER(CPC)