

Request for Proposal

For

Technical Services for Lignite Sale Growth for GMDC's Bhavnagar Lignite Mine

RFP NO.: e-Tender No. GMDC/Tech-III/M&S/01/2025-26)

Answer to Pre- Bid Queries and Corrigendum document-2

Gujarat Mineral Development Corporation

August 2025

Sl. No.	Name of the Bidder	Clause No. & Page no.	Clause Description	Pre-Bid queries/ Clarification	Response / Addendum / Corrigendum if any
1	Nomura	Section 5. Qualification criteria, part B Technical score criteria Part (2)	<p>“Experience over the last fifteen years for consulting assignments involving preparation and executing Go to Market strategy for sales enhancement and or Market expansion for any sector in India in terms of improvement in Sales volume, Lead conversion rate, capacity building and GTM strategy etc. (the work abroad shall be in the name of the Service Provider themselves and cannot be an outsourced job wherein the Service Provider is working as Subcontractor for another consultant/Service Provider) with Fees > Rs 1.5 crore.</p> <p>Client: Public Sector/ Private Sector firms in India “</p>	Request the authorities to please clarify that this means projects executed for the Indian market, even if the client is a foreign entity	Yes . Your understanding is correct
2	Nomura	5B. Manpower qualification & marking- Sales domain experts	<p>“Postgraduate professional qualification in Economics, Commerce or Business management from IIM (Ahmedabad, Bangalore, Calcutta, Lucknow, Indore)/ISB/or from any other Business School ranking in top 50 in Financial Times Global MBA Rankings during any of the last 3 years (2022,2023,2024)/Ivy league school. “</p>	Request the authority to also include top 50 NIRF as a criteria along with top 50 on Financial times , similar to the requirement for team lead and Project manager	The educational qualification of Sales domain expert stands amended as per Annexure 1.

Sl. No.	Name of the Bidder	Clause No. & Page no.	Clause Description	Pre-Bid queries/ Clarification	Response / Addendum / Corrigendum if any
3	Nomura	Page 14, 4 and 5, Timeline of bid submission	The Technical Bid is to be submitted offline or before 21/08/2025 up to 18:00 Hrs. at GMDC office situated at Khanij Bhavan, 132-ft. Ring Road, Gujarat University Ground, Vastrapur, Ahmedabad- 380052, by Speed Post/RPAD/Hand delivery/ Courier.	Request for extension of bid timeline by at least one week	The Bid submission date is already extended. Kindly refer to Corrigendum 1.
4	Renoir	Clause 5 B	Sales domain expert	We prioritize competency and proven field experience over specific academic degrees. This approach ensures our consultants are exceptionally well-prepared to deliver complex, implementation-based projects.	Please refer to answer to pre bid query no 2.
5	Renoir	Section II	Scope of Work	The RFP mentions sales targets for FY 2025–26. Considering that approximately one-third of the fiscal year has already passed, could you please confirm whether the one-year timeline will begin from the project commencement date or remain fixed?	GMDC intends to achieve stated sales target in 2025-26. However, the contract period of one year for this assignment shall start from the date of appointment of the Service provider.
6	Renoir	Section II	Scope of Work	Is the primary objective of this engagement focused solely on sales growth in MT terms, or is there a defined price point to calculate revenue targets?	GMDC intends to achieve target in terms of sales volume in MT. GMDC is also open to suggestions on pricing strategy as well to increase topline.
7	Renoir	Section II	Scope of Work	If revenue enhancement is the ultimate goal, would GMDC be open to exploring value-added lignite products (e.g., upgrading/drying, briquettes, Upgraded Brown Coal)?	Yes, GMDC is open to any feasible suggestions to increase the sales growth.
8	Renoir	Section II	Scope of Work	Regarding licensed software tools required during the project (e.g., Power BI, Salesforce, Slack), could you please	GMDC already has license for the basic BI tool as part of its Oracle ERP. Further, GMDC is also

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				clarify who will bear the associated costs?	in the process of appointment of vendor for the implementation of Visualization system. The Service Provider's Scope is limited to design and development of dashboard/ analytics. License cost if any, shall be borne by GMDC.
9	Renoir	Section 5. Qualification criteria, part B Technical score criteria	Technical Score Criteria	The total marks mentioned are 45 (25 for Part A and 20 for Part B). Are these the only criteria for evaluating the technical proposal, or are there additional parameters? If so, we would appreciate it if you could share the detailed marking scheme.	Please refer to Annexure 2 for the amended marking criteria clause 5.2 B
10	Renoir	General		Could you kindly share the historical sales data (volume and value) on a month-wise basis for the past three years, along with anonymized customer-wise sales data for the Bhavnagar mine?	This information shall be shared with the selected Service Provider.
11	Renoir	General		What has been the customer churn rate over the last three years?	
12	Renoir	General		Is there a summary report available on customer satisfaction or grievance redressal?	Yes.
13	Renoir	General		Could you please clarify whether customer relationship management is handled centrally or at the mine level?	The customer relationship management is handled centrally from GMDC Corporate office.
14	Renoir	General		Are there any known regulatory constraints in other states (e.g., Maharashtra, Andhra Pradesh) that we should be aware of?	Service Provider to find out restricting environmental regulations if any and incorporate its suggestions in GTM .
15	Renoir	General		Would it be possible to share the current organizational structure of the Marketing & Sales team, including FTE distribution?	This information shall be shared with the selected Service Provider.

Sl. No.	Name of the Bidder	Clause No. & Page no.	Clause Description	Pre-Bid queries/ Clarification	Response / Addendum / Corrigendum if any
16	Renoir	General		How is performance currently tracked for sales personnel—are KPIs monitored digitally or manually?	Department level performance is tracked by monitoring the KPIs manually.
17	Renoir	General		Has GMDC undertaken any sales transformation or go-to-market initiatives in the past? If so, could you share key outcomes or learnings?	No such exercise was undertaken.
18	Renoir	General		Are there any ongoing pilot projects (e.g., logistics optimization, pricing strategies) that this consulting engagement should align with?	The Service Provider may study the existing dynamic pricing methods as well as logistics optimization studies undertaken previously and make suggestions for further improvements.
19	Renoir	General		Are digital dashboards or BI tools currently being used to monitor sales performance?	Currently, the Department level performance is tracked by monitoring the KPIs manually.
20	Renoir	General		Is there sufficient equipment/capacity to mine and deliver the desired incremental quantity from the Bhavnagar mines? The capital expenditure to add more mining equipment in case of increased sales must be considered separately as Plant CapEx.	GMDC has sufficient mining capacity to meet sales requirements.
21	Renoir	General		Since the area is closer to sea, has there been any constraints on shipping the containers to other countries/domestic zones through the sea-route?	GMDC intends to the Service Provider to study these aspects and make feasible suggestions for lowering the logistic costs as well as turnaround time.
22	Renoir	General		Kindly share the quality lab test reports of the average Lignite being mined out. We need the information to categorise it based on the product specifications. It would be crucial to know the sizing in +/- mm given as % of a dispatch lot. Like 60% of certain size or 20% of different lump size.	The lab test reports shall be shared with the selected Service Provider.

Sl. No.	Name of the Bidder	Clause No. & Page no.	Clause Description	Pre-Bid queries/ Clarification	Response / Addendum / Corrigendum if any
23	Renoir	General		Are there empanelled Logistics partners/transport contractors who have the capacity to support the expansion of dispatches?	Currently, the transportation of lignite is the Customer's responsibility. GMDC does not have any empaneled Logistics partners/transport contractors.
24	Vector	Section 5. Qualification criteria, part B Technical score criteria	Manpower Qualification and Marking	For position of team leader, Is total experience of more than 14 years ok for securing the 2 marks instead of consulting experience of more than 14 years?	Yes. The experience criteria for the team leader stand amended. Please refer to Annexure 1.
25	Vector	Section 5. Qualification criteria, part B Technical score criteria	Success records of GTM implementation	it is mentioned that success records of GTM implementation are required. Please clarify how many success records are required to fetch maximum marks? Do you require client certificate for validation of success record? What is the format required for client certification, is sign and stamp of client senior person required?	Please refer to Annexure 2 for the amended Technical Score criteria. Required details are placed therein.
26	Vector	Section 5. Qualification criteria, part B Technical score criteria	Approach and Methodology section	it is mentioned to submit two case studies. Do you require acknowledgement of client for the case study? What should be the format for acknowledgment from client if required?	Yes. Client endorsement in the form of completion certificate/ Performance Certificate will be required.
27	Vector	Section 5. Qualification criteria, part B Technical score criteria	Total Marks	For technical score criteria, split of 45 marks is clear. The remaining 55 marks attribution needs to be specified.	Please refer to Annexure 2 for the amended Technical Score criteria. Required details are placed therein.
28	Vector	Section 5. Qualification criteria, part B Technical score criteria	Manpower Qualification	Also, it was discussed in the pre-bid meeting to replace the criteria of Postgraduate professional qualification in Economics, Commerce or Business	Please refer to Annexure -1 for the amendment provision.

Sl. No.	Name of the Bidder	Clause No. & Page no.	Clause Description	Pre-Bid queries/ Clarification	Response / Addendum / Corrigendum if any
				management from IIM (Ahmedabad, Bangalore, Calcutta, Lucknow, Indore)/ISB/or from any other Business School ranking in top 50 with engineering background lignite experts. We suggest you not to dilute this criteria. Require a clarification on same.	

Annexure 1: Amended RFP Provisions

RFP Provision	Amendments
<p>Educational Qualification of Sales Domain Expert (Clause 5 B of Section III- Second table)</p> <p>“Postgraduate professional qualification in Economics, Commerce or Business management from IIM (Ahmedabad, Bangalore, Calcutta, Lucknow, Indore)/ISB/or from any other Business School ranking in top 50 in Financial Times Global MBA Rankings during any of the last 3 years (2022,2023,2024)/Ivy league school.”</p>	<p>Educational Qualification of Sales Domain Expert stands amended as below (Clause 5 B of Section III-Second table)</p> <p>“Postgraduate professional qualification in Economics, Commerce or Business management from IIM (Ahmedabad, Bangalore, Calcutta, Lucknow, Indore)/ISB/or from any other Business School ranking in top 50 in NIRF/ Financial Times Global MBA Rankings during any of the last 3 years (2022,2023,2024)/Ivy league school.”</p>
<p>Marking Criteria for the Team Leader (Clause 5 B of Section III- Second table)</p> <p>“1.Relevance of experience: 4 marks</p> <ul style="list-style-type: none"> ○ 5 to 8 relevant projects / assignments: 2 marks ○ Over 8 relevant projects / assignments: 4 marks <p>2. Length of experience: 2 marks</p> <ul style="list-style-type: none"> ○ 12 to 14 years of consulting experience: 1 mark ○ More than 14 years of consulting experience: 2 marks <p>Total (1+2) : 6 Marks”</p>	<p>Marking Criteria for the Team Leader stands amended as below (Clause 5 B of Section III- Second table)</p> <p>“1.Relevance of experience: 4 marks</p> <ul style="list-style-type: none"> ○ 5 to 8 relevant projects / assignments: 2 marks ○ Over 8 relevant projects / assignments: 4 marks <p>2. Length of experience: 2 marks</p> <ul style="list-style-type: none"> ○ 12 to 14 years of total experience: 1 mark ○ More than 14 years of total experience: 2 marks <p>Total (1+2) : 6 Marks”</p>
<p>Clause 1 of Section III (5th Para , page no 8)</p> <p>.....”The Service Provider shall be required to execute Part 2 of the Scope within the time period of 9 months in three blocks of 3 months each. At the end of block of first 3 months, GMDC shall review the performance and ask the Service Provider to carry out its scope provided the Service Provider’s performance is found satisfactory in the previous block of 3 months. The Total engagement period/Contract Period of this assignment shall be 12 months (3+3+3+3).....”</p>	<p>Clause 1 of Section III (5th Para , page no 8) stands amended as below.</p> <p>.....”The Service Provider shall be required to execute Part 2 of the Scope within the time period of 9 months in two blocks of 4.5 months each. GMDC shall initially award the contract for 3 months +4.5 monts. At the end of block of first 4.5 months, GMDC shall review the performance and award the second block of 4.5 months provided the Service Provider’s performance is found satisfactory in the previous block of 4.5 months. The Total engagement period/Contract Period of this assignment shall be 12 months (3+4.5+4.5).....”</p>
<p>Part 1 (iv) – last bulleted point of Clause 1 of Section III (page no 10)</p> <p>“.....Cost competitive logistic solution using rail or port network.....”</p>	<p>Part 1 (iv) – last bulleted point of of Clause 1 of Section III (page no 10) stands amended as below</p> <p>“.....Cost competitive logistic solution using rail or port network and check the execution viability of same”</p>
<p>Part 2 – first para of Clause 1 of Section III (page no 10)</p>	<p>Part 2 – first para of Clause 1 of Section III (page no 10) stands amended below.</p>

“Post the approval of Growth and optimization of strategic Initiatives in Phase-1, the Service provider shall carry out Phase 2 of the TOR for assisting in the implementation of the Go to Market Plan . The Service provider shall assist GMDC for implementation of the Go to Market Plan in terms of detailing the initiatives, preparing the documentation and reports required, accompany GMDC Team for initial pitch etc., Illustrative areas of support are highlighted below.....”

“Post the approval of Growth and optimization of strategic Initiatives in Phase-1, the Service provider shall carry out Phase 2 of the TOR for assisting in the implementation of the Go to Market Plan. The Service provider shall assist GMDC for implementation of the Go to Market Plan in terms of detailing the initiatives, preparing the documentation and reports required, accompany GMDC Team for initial pitch etc., **complete handholding of GMDC team for implementing the strategy designed in part 1.....** Illustrative areas of support are highlighted below.....”

Part 2 – 8th bulleted point of Clause 1 of Section III (page no 11)

“**Process improvement**, decision making support, documentation and reporting”

Part 2 – 8th bulleted point of Clause 1 of Section III (page no 11) stands amended as below.

“**GTM Process improvement**, decision making support, documentation and reporting”

Clause 2 (i) -Deliverables of Section III (page no 11)

Clause 2 (i) -Deliverables of Section III (page no 11) stands amended as below.

No	Scope Details	Deliverables	Months
1	AS IS Assessment	Report on AS IS assessment the areas of immediate improvement/ initiatives / Improvement	T+ 15 Days (0.5 months)
2	Demand Mapping & Prioritization for Bhavnagar & Revival of declining or lost customers	Report on Below Items <ul style="list-style-type: none"> Prioritized opportunities (clusters / industries) to be adopted as targets. Initiatives for Revival of declining or lost customers 	T+ 30 Days (1 month)
3	Sales & Marketing Vertical Enhancement	Report on Sales Capability Enhancement	T+ 60 Days (2 months)
4	Go To Market Plan along with differentiated Sales Mechanism	Report on GTM Plan	T+ 60 Days (2 months)

No	Scope Details	Deliverables	Months
1	AS IS Assessment	Report on AS IS assessment the areas of immediate improvement/ initiatives / Improvement	T+ 15 Days (0.5 months)
2	Demand Mapping & Prioritization for Bhavnagar & Revival of declining or lost customers	Report on Below Items <ul style="list-style-type: none"> Prioritized opportunities (clusters / industries) to be adopted as targets. Initiatives for Revival of declining or lost customers 	T+ 30 Days (1 month)
3	Sales & Marketing Vertical Enhancement	Report on Sales Capability Enhancement	T+ 60 Days (2 months)
4	Go To Market Plan along with differentiated Sales Mechanism	Report on GTM Plan	T+ 60 Days (2 months)
5	Pilot Testing of Initiatives	Report on outcome of Pilot Testing	T+90 Days (3 months)

<p>Clause 2.4 of Section V (page no 44)</p> <p>Contract Period “</p> <p>a) The Service provider shall be required to complete the scope specified in Phase 1 within 2 months of time period. Post the completion of Phase 1, GMDC shall ask the Service provider to carry out Phase 2 of SOW. The Service Provider shall be required to execute Phase 2 of the Scope within the time period of 2 months. The Total engagement period/ Contract Period of this assignment shall be 4 months (2 + 2) unless terminated earlier pursuant to clause 2.3 and 2.9 hereof (the “Contract Period”). Upon Termination, GMDC shall make payments of all amounts due to the Service provider hereunder for which milestone achieved/services delivered</p> <p>b) Extension of Agreement</p> <p>(i) GMDC/ Authority may extend this Contract Period for the Scope of Work for Phase 2 for additional 2 months subject to satisfactory performance and at sole discretion of GMDC .In case of extension , the Fees for Phase 2 extension shall be determined based on pro-rata basis as per the clause 1 (f) of Section IV of Payment Terms.</p> <p>(ii) In the event of work relating to the Service Provider’s SOW is not completed for reasons attributed for Authority, within the Agreement Period stated in sub clause a) herein above, then the period can be suitably extended on mutually agreeable period of Authority and Service Provider within the same rate quoted in the RFP.”</p>	<p>Clause 2.4 of Section V (page no 44) stands amended as below.</p> <p>Contract Period</p> <p>a) The Service provider shall be required to complete the scope specified in Part 1/Phase 1 within 3 months of time period. Post the completion of Part 1 and approval of the Solution/roadmap/ GTM , GMDC shall ask the Service Provider to carry out Part 2 of Scope of Work. The Service Provider shall be required to execute Part 2 of the Scope within the time period of 9 months in two blocks of 4.5 months each. GMDC shall initially award the contract for 3 months +4.5 months (i.e Part 1/Phase 1 and first block of Part 2/Phase 2). At the end of block of first 4.5 months, GMDC shall review the performance and award the second block of 4.5 months provided the Service Provider’s performance is found satisfactory in the previous block of 4.5 months. The Total engagement period/Contract Period of this assignment shall be 12 months (3+4.5+4.5) unless terminated earlier pursuant to clause 2.3 and 2.9 hereof (the “Contract Period”). Upon Termination, GMDC shall make payments of all amounts due to the Service provider hereunder for which milestone achieved/services delivered.</p> <p>b) Extension of Agreement</p> <p>(i) In the event of work relating to the Service Provider’s SOW is not completed for reasons attributed to Authority or reasons not attributable to the Service Provider, within the Agreement Period stated in sub clause a) herein above, then the period can be suitably extended on mutually agreeable period of Authority and Service Provider within the same rate quoted in the RFP.</p> <p>(ii) In the event of work relating to the Service Provider’s SOW is not completed for reasons attributed to the Service Provider, in such case suitable extension with applicable damages shall be granted. In such case no additional payment shall be made.</p> <p>(iii) Subject to satisfactory performance of the Service Provider, the Authority may, at its sole discretion, extend this Contract Period for maximum of additional One year if need for the extension arises and subject to satisfactory performance of the Service Provider. In such case, the Service Fees shall be revised by applying the escalation factor</p>
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	so derived from annual changes in CPI in Ahmedabad during the previous year”
Payment Terms clause 2 b) (ii) of Section IV – Payment Terms “ (i) GMDC shall make payment of Service Fees to Service Provider on Monthly basis towards its Services for Phase 2”	Payment Terms clause 2 b) (ii) of Section IV – Payment Terms stands amended as below. “ (i) GMDC shall make payment of Service Fees to Service Provider on Monthly basis. towards its Services for Part 2/Phase 2 of the Scope. The Monthly Fees for respective block of Part 2/ Phase 2 shall be determined by dividing the Service Fees of respective block with respective timeline of blocks.”
Clause 5 (B) of Section III (First table) (page no 23)	Clause 5 (B) of Section III (First table) (page no 23) stands amended and placed in Annexure 2 of this document
Indicative Format of Price Bid specified in Annexure 11	Indicative Format of Price Bid specified in Annexure 11 stands amended and placed in Annexure -3 of this document.

Annexure -2 : Amended clause 5 B of Section III

The clause 5 B (first table) of Section III stands amended and placed below.

Technical Score Criteria

Sr No.	Marking Heads	Marks	Sub-Marks
A	Experience of Bidder*	25	
1	Experience over the last fifteen years for consulting assignments involving preparation and executing Go to Market strategy for sales enhancement and or Market expansion for any sector in India or abroad in terms of improvement in Sales volume, Lead conversion rate, capacity building and GTM strategy etc. (the work abroad shall be in the name of the Service Provider themselves and cannot be an outsourced job wherein the Service Provider is working as Subcontractor for another consultant/Service Provider) with Fees > Rs 2 crore . Client : Public Sector/ Private Sector	15	6 to 8 Projects: 5 marks. 9 to 11 Projects: 10 marks. 15 Projects: 15 marks
2	Experience over the last fifteen years for consulting assignments involving preparation and executing Go to Market strategy for sales enhancement and or Market expansion for any sector in India in terms of improvement in Sales volume, Lead conversion rate, capacity building and GTM strategy etc. (the work abroad shall be in the name of the Service Provider themselves and cannot be an outsourced job wherein the Service Provider is working as Subcontractor for another consultant/Service Provider) with Fees > Rs 1.5 crore . Client : Public Sector/ Private Sector firms in India	10	<ul style="list-style-type: none"> • Per Project / Assignment :2 Marks. • Maximum assignment: 5 • Maximum 10 Marks
B1	Success records of GTM implementation	15	
	Client validated successful implementation of GTM strategy involving close handholding of consulting partner. (*The Bidder to submit client testimonial/ completion certificate/ Client Performance Certificate)		<ul style="list-style-type: none"> • Per Project / Assignment : 2.5 Marks. • Maximum assignment:6 • Maximum 15 Marks
B	Approach and Methodology for Proposed Work and proposed Team interviews	40	
	Bid to be accompanied by brief A&M in PPT/word format. This to be followed up with presentation to leading to final evaluation based on the following criteria:		
	<ul style="list-style-type: none"> • Understanding of the key processes and strategies involved in Marketing and Sales pertaining to global best practices. • Experience pertaining to preparation and executing Go to Market strategy for sales enhancement and or Market expansion for any sector - illustrated through 	40	

	<p>two case studies</p> <ul style="list-style-type: none"> • Depth of on ground experience in GTM implementation in Indian environment • Execution approach and methodology for GMDC's Lignite Sales Enhancement & Market Expansion Strategy for Bhavnagar Lignite Mine . • Clarity of deliverables and work-plan 		
C	Proposed Project Team	20	
	Team Leader	6	
	Project Manager cum GTM expert	4	
	Sales domain experts 1 – 5 Marks Sales Domain expert 2 – 5 Marks	10	
	Total	100	
	Qualifying Marks	70	

Annexure -3 : Indicative Format of Price Bid specified in Annexure 11 stands amended as below

(This is indicative format for Bidder's reference only. The PRICE PROPOSAL SHOULD BE SUBMITTED ONLINE ONLY at designated places through <http://gmdctender.nprocure.com>. Price Bid should not be submitted in hard copy AND/OR placed with Technical Bid. Prices submitted in hard copy and or placed with Technical Bid shall result in outright rejection of bid)

To,
Sr. General Manager (Tech III),
Gujarat Mineral Development Corporation Limited
Khanij Bhavan, 132-Ring Road,
Gujarat University Ground, Vastrapur,
Ahmedabad- 380052.
Gujarat, India

Sub: Price Bid for Improvement of Operational Performance of GMDC's Akrimota Thermal Power Station in Kutch, Gujarat State

Dear Sir,

After thoroughly reading and accepting the RFP terms, understanding the requirements and scope of work of the GMDC under this RFP, and its terms and conditions, we hereby agree to provide our services at the following rates:

A. Part 1- Designing the Roadmap for growth of Lignite Sales from GMDC's Bhavnagar Mine

Sr. No.	Particular	Unit	Total Service Fees for Part 1/Phase1 exclusive of GST (Rs lakh)
(i)	Part-1: Designing the Roadmap for growth of Lignite Sales from GMDC's Bhavnagar Mine	Lumpsum	

B. Part 2 – Support for the Implementation of Roadmap for growth of Lignite Sales from GMDC's Bhavnagar Mine

Sr. No.	Particular	No of Months (A)	Monthly Rates (Rs Lakh) (B)	Total Service Fees for Part 2 (Rs. Lakh exclusive of GST) (A X B)
(i)	Service fees pertaining to part 2 of TOR for the First block of 4.5 months	4.5		
(ii)	Service fees pertaining to part 2 of TOR for the Second block of 4.5 months	4.5		
	Total	9		

C. Man month Rate for the any additional work beyond Scope of Work

Sr. No.	Particular	No of Months (A)	Monthly Rates (Rs Lakh) (B)	Service Fees (Rs. Lakh exclusive of GST) (A X B)
(i)	Man month Rate for the additional Scope	1		

D. Cumulative Service Fees for Part 1 and Part 2 of TOR

Sr. No.	Particular	Total Service Fees (Rs lakh)
A	Part-1: Designing the Roadmap for growth of Lignite Sales from GMDC's Bhavnagar Mine (As per Table A)	
B	Part 2 – Support for the Implementation of Roadmap for growth of Lignite Sales from GMDC's Bhavnagar Mine (As per Table B)	
	Total (A+ B)	"XX"

Notes:

- (1) For the purpose of Bid evaluation, The price Bid Evaluation shall be carried out based on "XX" Value in a table stated hereinabove.
- (2) The Service Fees specified in tables hereinabove are inclusive of all other taxes except applicable GST. Applicable GST, over and above approved Service Fees, at the time of invoicing, shall be reimbursed by GMDC. The risk of applicability of any taxes, duties and levies except GST, shall rest with the Service Provider.
- (3) The Service Fees specified hereinabove represents remuneration of Service Provider's Travel expense, food , expense towards conveyance and any other expense to be incurred for executing Scope of Work.
- (4) GMDC shall be entitled to deduct tax at source as may be applicable. The TDS certificate(s) shall be submitted as per the due date specified in the Income Tax Act.
- (5) Service Fees shall be paid as per the payment terms specified in SECTION IV of the RFP.

Each Bidder must quote his rates after through reading of RFP document and Estimates of his cost after thorough detailed due diligence of the site, statutory laws/regulations. **GMDC reserves right to seek any clarifications regarding price quoted from bidders before any decisions.**