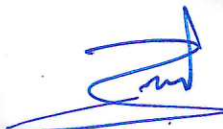


INVITATION FOR DOMESTIC "EXPRESSION OF INTEREST (EOI)"**INVITATION FOR SUBMISSION OF DOMESTIC EXPRESSION OF INTEREST FOR EMPANELMENT OF POTENTIAL TECHNOLOGY PARTNER / PROFESSIONAL TECHNOLOGY SOLUTION PROVIDER FOR CONSORTIUM FOR AN AUTOMATED TRACK AND TRACE MECHANISM FOR MANUFACTURING, TRANSPORT, DISTRIBUTION & CONSUMPTION OF VARIOUS PRODUCTS INCLUDING LIQUOR**

1	Name of the Organization	SECURITY PRINTING AND MINTING CORPORATION OF INDIA LIMITED
2	Type of the Organization	Technology Solution Provider for Track & Trace
3	EOI Title	Empanelment of Domestic Potential technology partner /professional technology solution provider for consortium for an automated Track and Trace mechanism for manufacturing, transport, distribution & consumption of various products including liquor.
4	Category & Sub-Category	Public Sector Undertaking (wholly owned by Government of India), Mini ratna Category- ICPSE
5	Date of Issue	29.09.2023
6	Pre-Bid Conference	10.10.2023 at 11.00 AM
7	Last date for submission	21.11.2023 up to 11:00 A.M.
8	Pre-qualification criteria	As per Point No.5
9	Bid documents (if any)	Prescribed format available on our website http://ispnasik.spmcil.com
10	Address for submission of EOI	CHIEF GENERAL MANAGER, INDIA SECURITY PRESS, NASIK ROAD - 422 101
11	EOI document fees	NIL

Future amendment/revision of this EOI, if any, shall be published in our website only. Further details of this advertisement are available at our site <http://ispnashik.spmcil.com>

Note: The Company reserves the right to accept /reject any application at its sole discretion and/ or cancel the entire exercise. Mere fulfilling the minimum eligibility criteria will not confer any right on the applicant to be called for discussion / selection.


29.09.23
Name: Ashok Sharma
Designation: JOINT GENERAL MANAGER
Email: purchase.isp@spmCIL.com
PhoneNo.0253-2402219

1. Introduction:

Security Printing and Minting Corporation of India Ltd. (SPMCIL) is a Miniratna Category-I Central Public Sector Enterprise (CPSE), and wholly owned Schedule 'A' company under Department of Economic Affairs, Ministry of Finance, Government of India.

SPMCIL is engaged in the manufacturing/ production of Bank Notes, Circulation & Commemorative Coins, Security Paper, Non-Judicial Stamp Papers, Postal Stamps & Stationary, Travel Documents viz. Passport and Visa, Security certificates, Cheques, Bonds, Warrant, Special Certificates with security features, Security Inks, Medallions, Refining of Gold & Silver and Assay of Precious Metals.

2. Objective and Scope of the Expression of Interest:

- i. Expression of Interest (EOI) is for empanelment of potential technology partner/professional technology solution provider for consortium for an automated track and trace mechanism for manufacturing, transport, distribution & consumption of various products including liquor.
- ii. After evaluation of EOI, empanelment will be done with the eligible firms. SPMCIL will ask the price quotation from the eligible bidders as per the requirement of the particular state. SPMCIL will form the consortium with the L1 empanelled firm for participation in the state tender. SPMCIL will be the prime bidder in this consortium.
- iii. The objective of forming a consortium is to integrate applicant's material and digital technology for an end to end Track and Trace mechanism to facilitate the manufacturing, transport, distribution, and consumption of Spirits, Wine, Liquors, Beer or any domestic or imported products such as tobacco.

3. Requirements from the bidders:

- i. The EOI is for empanelment of potential technology partner/professional technology solution provider for consortium for an automated track and trace mechanism for manufacturing, transport, distribution & consumption of various products including liquor.
- ii. Please submit duly filled and signed Annexure-I (STATEMENT OF CREDENTIAL OF INTERESTED FIRM) along with all relevant supporting documents attested by the authorized signatory.

4. Role and Scope of Work of the bidder in proposed consortium:

During the participation in the State Government tender for supply of Excise Adhesive Labels with an automated Track and Trace mechanism, SPMCIL intends to engage with an organisation / agency to form a consortium for the scope of work state below:

The main objective of the project is to track and trace & to monitor liquor at each production and transaction stage of Indian Made Foreign Liquor, Country Liquor, Bulk Spirit etc. which in turn helps the Excise department and their stakeholders in monitoring the entire supply chain. Key focus areas are as follows:

i. Supply Chain Management:

- To regulate the revenue generation for the State Governments.
- To monitor movement of spirits, beer and Liquor (Indian Made Foreign liquor or Country Spirit, Foreign Liquor, Bulk spirit etc.)

- To capture production data of both Foreign and Country Liquor in the state by real time verification.
- To maintain and access key information from a centralised system & to facilitate data driven decision making.
- Act as deterrence to non-compliances during the entire manufacturing as well as dispatching process.
- To record and regulate the dispatch of Country Spirit and Foreign Liquor and prevent illegal dispatch of liquors.
- Real Time status of all the Licensee activities with respect to manufacturing and supply chain.

Integration with other Government Systems:

- Integration of GRIPS/IFMS, legacy NIC application and Excise Directorate applications. (if any)

ii. SPMCIL's Excise Adhesive Labels

At present SPMCIL with its units at India Security Press, Nasik & Security Printing Press, Hyderabad produces EALs for few states. There is huge potential for the production of Excise Adhesive Labels (EALs) in India. SPMCIL produces paper based EALs which are highly secure and environment friendly with various security features. The labels are specific to different types of liquor and distilleries.

SPMCIL invites the technology providers to offer the following technologies to produce and offer most secured Excise Adhesive Labels to various State Excise departments which are easy to authenticate but at the same time difficult to clone, and allowing end to end traceability.

a. Technology for EAL Marking: Material based security is first and out most important building block in securing the tax stamp. It cannot be reproduced with digital printing equipment available in the market. Moreover, T&T provide multiple features to meet the demand of various stakeholders in the entire ecosystem i.e. consumer, inspector, tax authorities, enabling the generation of court admissible evidence.

b. Technology for secure Coding (Data matrix)

Digital security is another building block which gives each EAL a unique identity. On top of that, digital security technology shall protect from cloning of identity of EAL.

c. Detectors and equipments to authenticate and track & trace the supply chain

Portable devices are used to detect and authenticate material and digital signature without any ambiguity and within seconds, in addition to track and trace of the supply chain.

d. Software and Mobile App/Web portal for Track and Trace

Real-time data collection and reporting to central database of SKU, date, time, manufacturing line & site. Full visibility of product during the entire supply chain on real time basis. Conduct simple, fast and reliable field inspections via dedicated connected portable devices. Reporting module enabling data driven decision making.

The main objective of Track & Trace System is to utilize Information Technology as means to get in touch with the general public and enable stakeholders (internal & external);

to develop a user friendly & interactive web portal. Along with the Web portal development, the technology should allow State Excise departments to develop a mobile app for internal & external stakeholders to facilitate business processes and track & trace end user.

iii. Necessity of Track & Trace System:

The Track & Trace System is needed to be in synchronisation of the EALs printed and affixed on liquor bottles. The system is required to monitor the movement of liquor & spirits at various stages.

The system is required to eliminate the counterfeits and protect the consumer from the ill-effects of illicit & spurious liquor. This will also help in keeping check on the tax evasion. Based on the sales analysis, the strong business model can be made and offered to manufacturers for their business enhancement.

iv. The stages of Track & Trace are as follows:

Stage 1: Printing of EALs:

The EALs are printed with alpha numeric numbering & 2D barcode, state wise, variety of liquor and distillery wise. The data of the EALs printed should be captured and digitally stored.

Stage 2: Supply of EALs to State governments Excise department:

Once the EALs are printed and despatched to the Excise department, the data of the EALs should be transmitted to the Excise Department. The data should be compatible for uploading on to the Excise Department Server.

Stage 3: Distribution of EALs to Distilleries:

Once the EALs reach the Excise Department Warehouse, the EALs are distributed to the various parts of the state based on the variety of liquor, distillery, and the type of packing etc., as per the requirement of Excise Department. The EALs distributed to each distillery should be recorded.

Stage 4: Manufacturing of Liquor bottles / Bottling:

At the production line, the application of the EALs on the liquor bottles needs to be tracked. The number of bottles produced and the EALs used should be monitored.

Stage 5: Transfer of labelled bottles to warehouse:

After the labelling, the bottles are packed into cases and the parent-child relationship between cases and bottles is recorded. Boxes are then moved to the manufacturer warehouse.

Stage 6: Distribution to Retail warehouses:

As per the indent received from retailers through Excise Department, the liquor consignment is moved to the Retailers warehouse. This movement needs to be traced and monitored.

Stage 7: Customer Authentication:

The system should have a customer friendly interface / application through which the consumer can verify the authenticity / genuineness of the bottle purchased.

Stage 8: Inspection & verification:

Dedicated authentication devices will be provided to Excise department allowing verification and authentication by Excise department inspectors.

The system should also allow consumers to check the authenticity of EALs by naked eye and via a smartphone app.

Stage 9: Reporting

All data stored in the central database should be visible and accessible to the Excise department via data intelligence reports.

v. Other Essentialities:

- a. Track and Trace of the entire process from Printer to Consumer should be included in the dashboard.
- b. The system should be able to integrate the requirements of various stake holders like Printer, Excise Department, Distillery, Wholesale dealer, Retailer and consumers.
- c. The system should be robust and user friendly & should be able to sustain huge data storage.
- d. The retention of the data will be for 3 years and further if required data shall be transferred to SPMCIL/State Authority.
- e. The system should be able to handle seasonal sales surge without any glitches.
- f. The system should have proper data security with backup server at SPMCIL premises & Excise department premises.
- g. Bidder shall provide the consent for providing STQC audit after award of contract.
- h. Bidder shall submit the Non- Disclosure Agreement (NDA) after the empanelment.

vi. Hardware Requirements & Technical specifications

- a. The bidder shall provide the hardware components as per the requirements of the state excise department.
- b. The Hardware includes central data server and storage, desktop computer, LAN Server & smart phones as scanners and networking system required by all the stakeholders of the project (Distillers/Bottlers/Importers of Liquor/ BWHs/Wholesalers).
- c. It will be the entire responsibility of the Bidder to provide the Hardware and other equipment's required to run the Track &Trace system of the state.
- d. The bidders are expected to come up with the best possible cost effective solution that demonstrates the optimal usage. Bidders have to suggest the technology architecture & solution design.

vii. Integration of Track and Trace System with all Other IT/ITES Projects of Excise department:

The Track & Trace system should be flexible enough and compatible to integrate with other IT/ITES projects of SPMCIL. It should be compatible for customization as per the requirement of SPMCIL / State Excise Department.

viii. Approvals and Support of the department:

The successful bidder should at his own cost arrange to get the necessary approvals and support from various departments for the smooth implementation of the Project.

ix. Hardware Installation:

The successful bidder will make all necessary arrangements for the installation of all hardware and connect them to the server wherever required.

x. Training & Capacity Building:

The successful bidder will arrange for complete training and capacity building for all the staff concerned with the utilization of Track and Trace system.

5. DESIGN PRINCIPLES OF APPLICATION SOFTWARE:

Sl No.	Parameter	Design Principles
1	Performance	Modular design to distribute the appropriate system functions on web and app server using batch processing for resource intensive tasks which need not be done on real time basis.
2	Portability	The system should be portable to all major platforms with minimal changes and appropriate testing. The system should be scalable in a manner that is appropriate for the capacity and computer infrastructure could be added seamlessly. The application functions to be divided logically and developed as Modular solution. The system should be able to scale horizontally & vertically.
3	Reliability	The system should have appropriate measures to ensure processing speed & reliability for the data received or accessed through the application. Prevent processing of duplicate incoming files / data. Unauthorized alteration to the Data uploaded in the system should be prevented.
4	Availability	The design of the system should have considerations impacting the availability factor. Distributed or load balanced implementation of application to ensure that availability of services is not compromised at any failure instance.
5	Encryption	The system should have the best available encryption facility for safe transmission, storage & retrieving of data.
6	Protection	The system shall have proper firewall protection so as to avoid attacks from external sources and proper safeguards to prevent attack from hackers.

Important Note: Detailed Technical document giving complete technical details & features of 2D code based Track & Trace system offered shall be submitted along with Technical Proposal in this bid.

6. Short Listing of the Bidders:

The Bidder shall be evaluated for short listing, inter-alia, based on their past experience of providing technology solutions in similar context, financial strength, technical capabilities etc.

Each bidder will be assigned scores based on weightages assigned to each of the criteria in EOI. The bidders who secure the minimum required marks shall be shortlisted and empanelled.

S. No.	Criteria	Evaluation Parameters	Max Marks	Documents Required	
1	Relevant Respondent Experience (20 Marks)				
1.1	Past Experience of the bidder firm regarding successful completion of similar kind of Technology for an Automated Track and Trace Mechanism for Manufacturing, Transport, Distribution & Consumption of Various Products including Liquor for at least 30 Crore products.	Number of contracts		10 Marks	Copy of Work Order or Agreement and Client Completion Certificate. The supporting documents shall mandatorily mention the quantity and duration of the contract.
		1 Contract	4		
		2 contracts	7		
		More than 2 contracts	10		
1.2	Similar kind of Track & Trace Technology offered for supply in successful operation for at least one year from the date of bid opening.	1 Contract	4	10 Marks	Client Completion Certificate. The supporting documents shall mandatorily mention the quantity and duration of the contract.
		2 contracts	7		
		More than 2 contracts	10		
2	Financial and Professional Strength (20 Marks)				
2.1	Financial Strength of the Bidder firm	Average annual financial Turnover figures of last three years: a. Upto 49.56 Crore b. From 49.56 to 99 Crore c. More than 99 Crore	4	10 Marks	Audited Balance Sheet and Profit & Loss account statement or Statutory Audited Certificate of the Respondent for each of the last 3 audited financial years duly authenticated by a Chartered Accountant/ Cost Accountant. The document should mention year over year turnover.
			7		
			10		
		Profit & Loss of last three years ending 31/03/2023: a. No loss in last 3 financial years. b. Loss in any one financial year during last 3 year. c. Loss more than one financial year during last 3 years.	10	10 Marks	
			5		
		0			

S. No.	Criteria	Evaluation Parameters	Max Marks	Documents Required	
3	Technology for Marking, Coding and Traceability (35 Marks)				
3.1	The Bidder firm must have technology for EAL Marking	Self developed	7	07 Marks	Bidder should provide relevant supporting documents
		Third Party	4		
3.2	The Bidder firm must have Technology for secure Coding	Self developed	7	07 Marks	Bidder should provide relevant supporting documents
		Third Party	4		
3.3	Hardware for Product authentication, Track and Trace.	Self developed	7	07 Marks	Bidder should provide relevant supporting documents
		Third Party	4		
3.4	Software for traceability, covering the end-to-end supply chain, from product labeling to retail.	Self developed	7	07 Marks	Bidder should provide Copy of pending or granted publication number of patent worldwide OR Statutory auditor certificate confirming Self developed technology.
		Third Party	4		
3.5	Service support (License renewal of software, Maintenance of hardware server & software at SPMCIL premises / Excise premises	Company owned technician	7	07 Marks	Bidder should provide relevant supporting documents.
		Service acquired from third party	4		
4	Site Visit	<p>The bidder firm shall arrange SPMCIL officials for on- site(s) visit currently in operation in India or abroad to demonstrate proven operational Excise/Tax Stamps experience similar to the proposed solution.</p> <p>The visit shall cover the following requirements:</p> <ul style="list-style-type: none"> * Excise/Tax Stamps/similar product management with provision of security features * Production Control * Field enforcement tools 		25 Marks	Site of work contract mentioned (Purchase order & completion/execution certificate) as reference by the applicant.

S. No.	Criteria	Evaluation Parameters	Max Marks	Documents Required
		*Central database, monitoring and reporting and command and control center * Service support and maintenance *Capability to connect data to existing system.		
		Total marks	100	

All bidders who secure the minimum required marks (60%) will be selected and empanelled.

Important Note:

- 1) Manufacturer or principal of Subsidiary – hereinafter referred simply as ‘Bidder’.
- 2) **Applicability to ‘Make in India’:** Bidders (manufacturer or principal of Subsidiary) If the product is being manufactured in India under a license from a foreign manufacturer who holds intellectual property rights and where there is a technology collaboration agreement/ transfer of technology agreement for indigenous manufacture of a product developed abroad with clear phased increase in local content, would also be considered, provided:
 - i) their foreign manufacturer who holds intellectual property rights, meets all the criteria above, and
 - ii) the Bidder submits appropriate documentary proof for technology collaboration agreement/ transfer of technology agreement for indigenous manufacture of a product developed abroad with clear phased increase in local content.
 - iii) the bidder furnishes along with the bid a legally enforceable undertaking jointly executed by himself and such foreign Manufacturer for satisfactory manufacture, Supply (and erection, commissioning if applicable) and performance of ‘The Product’ offered including all warranty obligations as per the general and special conditions of contract.
- 3) **Holding Companies:** For the purpose of qualifying the Financial Standing Criteria, the Financial Standing credentials of a Holding Company can be clubbed with only one of the fully owned subsidiary bidding company, with appropriate legal documents proving such ownership.

7. Tenure of empanelment for the firm(s):

The empanelment for the firm(s) shall be binding initially for a period of 3 years which can be extended for further period of two years with mutual agreed terms & conditions subject to discretion of SPMCIL.

8. Consortium formation & tentative timelines for the bidder firm(s) to respond to SPMCIL query against any State Government opportunity:

After the empanelment of firms as a result of this Expression of Interest, the empanelled firms will be asked to quote their prices (for above mentioned scope of work) for State Government tenders (as and when such tenders are floated by various State Governments for their EALs, Tax Stamps & other similar products) within 05 working days of (Two bid) limited express tender enquiry sent by SPMCIL (with reference to the cited

State Governments tender). The consortium for the cited State Government tender will be formed with L1 bidder (i.e. the firm quoting lowest prices for the referred scope of work).

Note: Irrespective of which empanelled firm brings the information pertaining to State Government tender for supply of EALs, Tax Stamps & other similar products along with Track & Trace technology, the lowest bidder as detailed above shall be eligible to form consortium for the cited tender enquiry.

9. Condition(s) of termination of the empanelment:

Any empaneled firm can be blacklisted if it is found violating /deviating from the cited scope of work and/or trying to manipulate the execution of contract in its own favour.

As regards to any dispute arising with the firm with which consortium has been formed (i.e. after selection as a L1 bidder as explained in point no. 8 above , SPMCIL reserves the right to terminate such consortium and form a new consortium (if needed) by again calling tenders from rest of the empanelled firms.

Such termination of consortium would negatively impact the performance rating of the cited firm and can also lead to Holiday listing (Deemed non-eligible from participation in future tenders called by SPMCIL for 1 opportunity for a specific period as decided by competent authority of SPMCIL) or even lead to termination of empanelment resulting out of this EOI.

Annexure-I

STATEMENT OF CREDENTIAL OF INTERESTED FIRM

I. Applicant Particulars

Name of the Firm/Company:				
Constitution or Legal Status				
Registration Number:		Registering Authority		Date of Registration
Registered Address Office:				
Address of Factory				
Contract Person Name and Designation:				
Address for Correspondence:				
Tel.No		FaxNo.		
MobileNo.		e-mail Address:		

II: Applicant profile:

a. Type of Ownership:(Tick the appropriate)

Individual Sole Proprietorship Concern Partnership Firm

PSU/Govt. Undertaking Private Limited Company Other, (please specify)

.....
.....

b. Enclosed copies of Articles & Memorandum of Association / Certificate of incorporation/Certificate of Registration etc. as applicable.

c. (a) Do you have ISO 9001 quality certification? Yes / No
If yes, please specify & indicate validity:

(b) In case of certification by other accredited institutions, please give details:

Institution	Type of Certification	Valid up to (date)

III)

Past Experience of the firm regarding successful implantation and completion of similar kind of Technology for an Automated Track and Trace Mechanism for Manufacturing, Transport, Distribution & Consumption of Various Products including Liquor. (Last 05 years ending on 31.03.2023):

Sl. No.	Customer's Name & Address	Year	Details of the complete Technology for Track & Trace

(a) Subsidiaries of the company if any, doing the same business of providing technology solution for Track & Trace of various products.

(b) Details of Indian agents / Authorized dealers.

(c) The bidder should not be in a list of blacklisted/debarred firms from any Government Agency in India and shall be required to submit declaration to that effect.

(d) Write-up of Technology available (along with engineering details and catalogue etc.)

IV) List the names of Owners/Partners/Board of Directors:

Name of the Owners/ Partners/Board of Directors	Address	Whether Owners/ Partners or Directors	Extent of share holding in the Firm/Company as the case may be

V) List the names & address of all associated, subsidiary & holding companies including trusts:

Company Name	Address	Nature of Business	Relationship with Applicant

VI) Financial details:

(a) Annual Turnover in the past 3 years ending 31.03.2023.

Year	2020-21	2021-22	2022-23
Annual Turn-over (INR)			
Profit/ Loss (INR)			

(b) Attach the following audited financial statements, as applicable, for the past three financial years and place a tick mark in the appropriate column as confirmation of having enclosed the appropriate documents with the application.

Year	2020-21	2021-22	2022-23
Balance sheet			
Profit/Loss statement			

VII) Any other relevant information.

Seal & Signature of the authorized signatory