



दक्षिण पूर्व मध्य रेलवे  
बिलासपुर



भंडार विभाग

फैक्स नं 07752-415421

प्रधान मुख्य सामग्री प्रबंधक कार्यालय  
दक्षिण पूर्व मध्य रेलवे, बिलासपुर  
(छ.ग.) - 495004

No. S/G/Purchase Policy/22

Date:23.02.2022

To,  
All Stores Officers (HQ)  
All Depot Officers,  
Sr.DMMs/BSP,R,NGP,  
South East Central Railway.

Sub:-Amendment in e-RA policy to give impetus to Development of vendors.  
Ref:-Rly Board's letter No.2020/RS(G)/779/17,dtd.16.12.2021.

In terms of above Rly Board's circular, the **Correction slip no.007** and "**Special Conditions applicable for Electronic Reverse Auction (SECR)-2022**" have been issued and also uploaded in SECR public documents of IREPS website.

This is for your kind information and necessary action please.

Encl: (i) Correction slip no.007.  
(ii) Special Condition of E-RA (SECR)-2022.

  
(Manish Datta)  
Dy.CMM-I  
SECR/BSP

**All JAG & above officers:** All are advised to hence forth mention in e-RA tenders clearly about applicability of para 2(a) "OR" 2(b) of **Special Conditions applicable for Electronic Reverse Auction (SECR)-2022** while drafting tender schedule through iMMS or IREPS.

**Correction Slip No.007**

**Sub:-Amendment in e-RA policy to give impetus to Development of vendors.**

**Ref:-Rly Board's letter No.2020/RS(G)/779/17,dtd.16.12.2021.**

In terms of above referred letter, Railway Board has amendment in e-RA condition.

Therefore, SECR has modified e-RA condition from **"Special Conditions applicable for Electronic Reverse Auction (SECR)-2020"** to **"Special Conditions applicable for Electronic Reverse Auction (SECR)-2022"**

Special Condition of e-RA (SECR)-2022 will be applicable for tenders which will be opened with new e-RA condition.

  
**Dy.CMM-I**  
**SECR/BSP**

**Special Conditions applicable for Electronic Reverse Auction (SECR) – 2022**

1. Reverse Auction shall be the preferred method for all procurement for Stores tenders valued more than Rs.5 Cr. in each case.

2. In case of Stores tenders, selection of vendors for Reverse Auction for developmental ordering:

(a) Offers Qualified for Development Order, with initial price offer lower than the highest initial price offer of a vendor Qualified for Bulk Order and selected for Reverse Auction after elimination, shall be allowed to participate in RA.

(b) However, for the items where it is considered essential to also consider the offers for placement of developmental order from vendors categorized as Qualified for Developmental order, whose received rates are higher than the rate applicable for offers categorized as qualified for Bulk order (ref para 2.1(b) (ii) of Board's letter dated 28.03.2018) all bids categorized as Qualified for Developmental Order shall be allowed to participate in Reverse Auction.

**Note: Selection of vendors for e-RA for auto elimination of vendors either "all vendors(Bulk/Developmental)" or "Bulk only(not applicable for development)", one of these two shall be applicable as specified in the relevant tender.**

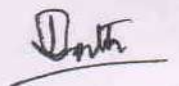
3. Offers found eligible for Bulk Order shall be categorized as qualified for bulk order for the purpose of RA and offers found eligible for developmental order shall be categorized as qualified for developmental order for the purpose of RA.

4. Offers not complying with essential Technical and Commercial requirements of the tender shall be declared as ineligible for award of contract.

5. Technical and Commercial evaluation of bids shall be done by a tender committee, as per extant guideline, delegation and the estimated value of tender, recommendations of tender committee shall be considered by tender accepting authority, as per existing guidelines.

6. Initial price offer of only those bidders categorized as qualified for Developmental Order or Qualified for bulk order, shall be opened and tabulated by system separately, category wise. Extant instructions for electronic tabulation shall apply for tabulation of initial price offers.

7. Financial bid: Financial bid shall comprise of final price offer obtained through Reverse Auction. Following conditions and procedure shall be followed in selection of bidders for conduct of Reverse Auction.





a) Selection of vendors for Reverse Auction for award of contract in bulk ordering:

Number of tenders qualified for award of contract/bulk order	Number of tenderer to be selected for reverse auction	Remarks
<3	Nil*	The bids disallowed from participating in the reverse auction shall be the highest bidder (s) in the tabulation of initial price offer. In case the highest bidders quote the same rate, the initial price offer received last, as per time log of IREPS, shall be removed first, on the principle of last in first out, by IREPS system itself.
3 to 6	3	
More than 6	50% of vendors qualified for bulk order/award of contract (rounded off to next higher integer)	

Note:-

(i)\*if the number of tenderers qualified for bulk order/award of contract is less than 3, RA shall not be done and tender may be decided on the basis of initial price offer(s).

(ii) All Bids found qualified for developmental order shall participate in Reverse Auction for developmental orders.

(iii) MSE criteria (Not applicable for Works): All MSEs (Micro & Small Enterprises) found Qualified for Bulk/Development Order/Award of Contract but could not be selected for Reverse Auction as per criteria stipulated in para 7(a) and 7(a) Note (ii) above, but are within the range of 15% of lowest Initial Price Offer of the bidder qualified for bulk order shall be permitted to participate in the Reverse Auction, irrespective of their inter-se ranking on the basis of Initial Price Offer. Such MSEs shall be over and above the number of vendors selected for Reverse Auction, as per para 7 (a) and 7(a) Note (ii) above. In case of Stores tenders, lowest initial price bid shall mean lowest initial price bid of vendor qualified for bulk order. However, in case all the bidders qualifying for bulk as well as for developmental order (before applying elimination criteria) are within MSE category, this clause shall not apply.

8. Make in India criteria: All bidders eligible for benefits under Public Procurement (Preference to Make in India) Order-2017, found qualified for Bulk/Developmental Order/Award of Contract and are within the specified range of price preference, under the Make in India Policy, of lowest Initial Price offer of the vendor qualified for bulk order shall be permitted to participate in the Reverse Auction, irrespective of their inter-se ranking on the basis of Initial Price offer. Such bidders shall be over and above the number of vendors selected for Reverse Auction, as per para 7(a) and 7(a) Note (ii) above. However, if all the bids qualified for bulk order as well as for developmental order (before applying elimination criteria) also qualify under "Make in India Order, 2017" criteria, this clause shall not apply.

*Devi*

9. During reverse auction process, bidders shall not be allowed to bid a rate higher than the lowest initial price offer.
10. Reverse Auction among bidders categorized as Qualified for Developmental Order and Qualified for Bulk Order shall be conducted concurrently on IREPS/Suitable Platform in Stores tenders. Qualified Bidders shall be able to see both the auction screens i.e auction screen of Reverse Auction amongst bidders qualified for bulk order and auction screen of Reverse Auction amongst bidders qualified for developmental order. However, bidder shall only be permitted to bid on the respective screens relevant to them as per their qualification .
11. Quantity to be covered on Developmental Orders shall be limited to 20% of net procurable quantity. Developmental Order shall be placed in terms of Railway Board's letter no.99/RS(G)/709/1/Pt dt.13.01.2015. The quantity covered on the Developmental Order may be within or outside NPQ which may be decided by TC/TAA before conduct of Reverse Auction.
12. After obtaining the final price offers through Reverse Auction, the lowest bid of only those bidders who had participated in the Reverse Auction shall be tabulated and considered for ordering . The offers of bidders which were eliminated from Reverse Auction in terms of Para 7 shall be tabulated separately and shall not be considered for any ordering. All the relevant policies of Government of India at the relevant time shall be applicable.
13. MSME criteria of considering offers from MSEs quoting within L-1+ 15% for 20% of NPQ is to be followed for all goods and services tenders.
14. Make in India preference order is to be followed for all goods, services and works tenders wherever applicable as per guidelines.
15. Withdrawal of L1 offer in case of withdrawal of offer of L1 bidder, the tender need not necessarily be discharged subject to conditions mentioned in RB Letter 2017/Trans/01/Policy dt.17.11.2017 being fulfilled.





Procedure for Conduct and Reporting of R.A.

- 1) The tendering authority shall solicit bids through an invitation to the electronic Reverse Auction to be published or communicated in accordance with the provision similar to e-procurement.
- 2) Convener of the tender committee shall fix the following, on case to case basis, depending upon the nature of item/works/service and complexity of case on hand. These shall be indicated in the tender for e-RA itself.
  - a. Initial e-RA period: This shall be the initial time interval of e-RA, e-RA shall be open for this duration.
  - b. Auto extension period: In case any offer is received in the time period equal to auto extension period before close of initial e-RA period, the e-RA shall be extended for time equal to auto extension period from the time of last bid. There shall be no upper limit on number of auto extensions. When no offer is received in the last auto extension period, e-RA shall close.
  - c. Minimum decrement in percentage of value of the last successful bid.
- 3) Date and time for start of e-RA shall be communicated to qualified tenderers by the convener after evaluation of the Technical Bids.
- 4) After submission of Initial Price Bid, tenderers will not be allowed to revise the taxes and other levies.
- 5) During auction period, identities of the participating tenderers will be kept hidden.
- 6) Minimum admissible bid value will be last bid value minus minimum decrement as specified by the tendering authority before starting of reverse auction. Starting point for reverse auction shall be the lowest Initial Price Bid of the tenderer eligible for award of contract.
- 7) After close of the RA, tabulation of last (minimum) bids received from all the tenderers will be generated and made visible to Railways and participating tenderers.
- 8) Railway users can also view the bidding history in chronological order.
- 9) Bidders not be allowed to withdraw their last offer.
- 10) L-1 will be defined as the lowest bid obtained after the closure of R.A. session for Goods, Works and Services tenders.

