Expression of Interest (EOI)

This EOI is for Empanelment of Vendors for Manpower Outsourcing Services under Multiple Categories (Based on QCBS Methodology)

1. Introduction

This Expression of Interest (EOI) is issued by Hindustan Urvarak and Rasayan Limited (HURL) to invite eligible and qualified vendors for empanelment in the Approved Vendor List for providing manpower outsourcing services. The empanelment will be carried out separately under three categories through the Quality and Cost Based Selection (QCBS) methodology.

Category A – Technical & Administrative Staff

Scope of Work

- Supply of skilled technical manpower (e.g. engineers, IT staff, operators, supervisors).
- Supply of administrative/clerical staff.
- Ensure minimum qualifications and certifications as required by HURL.

Eligibility Criteria

- Minimum 3 years of experience in supplying technical/administrative manpower.
- Average annual turnover of at least 2.00 Crores in last 3 financial years.
- Valid registrations: EPF, ESI, GST, Labour License.
- Experience with Govt./PSU/ Fertilizer/Listed Companies.

Evaluation Methodology – QCBS

EOI responses for this category will be evaluated using QCBS.

Criteria	Weightage	Evaluation Basis
Experience in relevant manpower outsourcing	This criterion assesses the compliance of the bidder with Relevant Experience. The scoring is as follows (Max marks-20)	Number of work orders
	No of work order Marks	

	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Relevant Sector/Category	This criterion		che Demonstrated expertise in
Experience	compliance of the relevant Category		
	The scoring is a		
	marks-20)		
	No of work order		
	having similar work experience	Marks	
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Client References & Past Performance	This criterion compliance of the Client Referent Performance. The follows (Max mark	he bidder w ce & pa e scoring is	ast
	No of feedback/Certific ates from Client	Marks	
	>= 4	10	
	= 3	9	
	= 2	6	

			1	
	= 1	3		
	= 0	00		
Compliance & Certifications	This criterion	assesses		EPF, ESI, GST, labour
	compliance of th			license
		fications.	The	
	scoring is as follo	ws (Max i	marks-	
	10)			
	Compliance	Marks	S	
	All compliance -Th	e		
	bidder possesses a)	
	required complian certifications.	ce		
	Any three Complian	ice-		
	The bidder possess	202		
	any three of the	8		
	required complian	ce		
	certifications.			
	Any Two Compliand The bidder possess			
	any two of the	4		
	required complian	ce		
	certifications.			
	Any One Complian			
	The bidder possess	ses 2		
	any one of the			
	required complian certifications.	ce		
747 1 C 24				
Workforce Management	This criterion	assesses		Systems related to:
Capability	compliance of the			1 D11
	workforce Manage			2 Criovanas na drasasl
	The scoring is a	s follows	(Max	3. Automated
	marks- 10)			attendance tracking
	Value	Marks	S	
	All Three	10)	
	Only Two	6		
	Only One	3		

	None	00		
Annual turn Over (ATO)	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-15)			Certificate issued by Chartered Accountants or statutory auditors of the bidding entity certifying the Annual Turnover for the Three (03) preceding financial years ending on
	Value of Turn over	Marks		31st March 2025. Without
	> 15 Cr	15		valid UDIN the certificate will become invalid.
	₹10Cr. – 15 Cr	12		
	₹5Cr-10 Cr.	8		
	₹ 2 Cr -5 Cr.	4		
	< ₹.2Cr.	00		
Net worth	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-15)			Net worth- Certificate from CA for Comparison with UDIN. Kindly note If net worth is Negative Vender should be disqualified
Net worth	Percentage of increase in comparison of previous financial year	Marks		
	> 15%	15		
	> 10%	10		
	> 5%	5		
	0 or Negative	00		

Minimum qualifying score: 70 out of 100 (50 marks from Technical and 20 marks from Finance are mandatory to qualify.

Category B – Housekeeping Services

Scope of Work

• Cleaning and sanitation staff for offices, workshops, facilities.

- Waste management, pest control, gardening services.
- Use of eco-friendly consumables and cleaning equipment.

Eligibility Criteria

- Minimum 3 years of experience in providing housekeeping/manpower services.
- Average annual turnover of at least **1Cr** in last 3 financial years.
- Valid registrations: EPF, ESI, GST, Labour License.
- Experience with Govt./PSU/Fertilizer/Listed Companies.

Evaluation Methodology – QCBS

EOI responses for this category will be evaluated using QCBS.

Criteria	Weightage		Evaluation Basis
Experience in relevant manpower outsourcing	compliance of the Relevant Expersions as follows 20)	rience. The vs (Max marks-	Number of work orders
	No of work order above 2Cr	Marks	
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Relevant	This criterion	assesses the	Demonstrated expertise in
Sector/Category	compliance of the		this category as described in
Experience	relevant Category	=	Scope of work for Category
	The scoring is as marks-20)	follows (Max	B.
	No of work order having similar work experience		
	>= 4	20	

	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Client References & Past Performance	This criterion a compliance of the Client Reference Performance. The follows (Max marks) No of feedback/Certificate from Client = 3 = 2 = 1 = 0	& past scoring is as -10)	Feedback/ certificates from clients
Compliance & Certifications	This criterion a compliance of the necessary certific scoring is as follows 10) Compliance All compliance - The bidder possesses al required compliance certifications. Any three Compliance The bidder possesses any three of the required compliance certifications.	Marks Marks l 10 e ce- es 9	

			1
	Any Two Compliand The bidder possess any two of the required compliand certifications.	ses 6	
	Any One Compliand The bidder possess any one of the required compliand certifications.	ses 3	
10			, ,
Workforce Management Capability	This criterion assesses the compliance of the bidder with workforce Management Capability. The scoring is as follows (Max marks-10)		Systems related to: 1. Payroll 2. Grievance redressal 3. Automated attendance tracking
	Value	Marks	attenuance tracking
	All Three	10	
	Only Two	6	
	Only One	3	
	None	00	
Annual turn Over (ATO)	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-15)		Certificate issued by Chartered Accountants or statutory auditors of the bidding entity certifying the Annual Turnover for the Three (03) preceding
	Value of Turn over	Marks	financial years ending on 31st March 2025. Without
	> 3 Cr	15	valid UDIN the certificate will become invalid.
	₹2Cr. – 3 Cr	12	
	₹1Cr-2 Cr.	8	
	₹ 1 Cr.	4	
	<₹.1Cr.	00	
Net worth	compliance of the	assesses the bidder with cations. The	Net worth- Certificate from CA for Comparison with UDIN. Kindly note If net

scoring is as follows (Max marks-15)		worth is Negative Vender should be disqualified
Percentage of increase in comparison of previous financial year	Marks	
> 15%	15	
> 10%	10	
> 5%	5	
0 or Negative	00	

Minimum qualifying score: 70 out of 100 (50 marks from Technical and 20 marks from Finance are mandatory to qualify)

Category C – Low-Value Contracts (Unskilled/Semi-skilled Manpower)

Scope of Work

- Supply of manpower for loading/unloading, helpers, drivers, attendants, etc. (Highly Skilled, Skilled, Semi-Skilled and Unskilled workers)
- Engagement for short-term and low-value assignments.
- Ensure compliance with minimum wages and statutory requirements.

Eligibility Criteria

- Minimum 3 years of experience in supplying unskilled/semi-skilled manpower.
- Valid registrations: EPF, ESI, GST, Labour License.
- Average annual turnover of at least 50 Lacks in last 3 financial years.
- Experience with Govt./PSU/Fertilizer/Listed Companies.

Evaluation Methodology – QCBS

EOI responses for this category will be evaluated using QCBS.

Criteria	Weightage	Evaluation Basis
Experience in relevant manpower outsourcing	This criterion assesses the compliance of the bidder with Relevant Experience. The	Number of work orders

		() (
	scoring is as follows 20)	s (Max marks-	
	No of work order above 2Cr	Marks	
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Relevant Sector/Category Experience	This criterion assesses the compliance of the bidder with relevant Category A Experience. The scoring is as follows (Max marks-20)		this category as described in Scope of work for Category
	No of work order having similar work experience	Marks	
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Client References & Past Performance	This criterion assesses the compliance of the bidder with Client Reference & past Performance. The scoring is as follows (Max marks-10)		Feedback/ certificates from clients
	No of feedback/Certificat from Client >= 4	es Marks	
	= 3	9	

	= 2	6	
	= 1	3	
	-1	3	
	= 0	00	
Compliance &		esses the	EPF, ESI, GST, labour license
Certifications	compliance of the bi		
	necessary certificati		
	scoring is as follows (N	ax marks-	
	10)		
	Compliance	Marks	
	All compliance. The		
	All compliance -The bidder possesses all	10	
	required compliance	10	
	certifications.		
	Any three Compliance-		
	The bidder possesses	9	
	any three of the		
	required compliance		
	certifications. Any Two Compliance-		
	The bidder possesses		
	any two of the	6	
	required compliance		
	certifications.		
	Any One Compliance-		
	The bidder possesses	3	
	any one of the required compliance		
	certifications.		
Workforce		esses the	Systems related to:
Management Capability	compliance of the bi		
	=	anagement	1. Payroll
	Capability. The scor	_	2. Grievance redressal
	follows (Max marks-1		3. Automated
			attendance tracking
	Value	Marks	
	All Three	10	
	Only Two	6	

	Only One	3	
	None	00	
Annual turn Over (ATO)	compliance of the necessary certifications scoring is as follows 15)	ations. The (Max marks-	Certificate issued by Chartered Accountants or statutory auditors of the bidding entity certifying the Annual Turnover for the Three (03) preceding financial years ending on
	Value of Turn over	Marks	31st March 2025. Without valid UDIN the certificate
	> 3 Cr ₹2Cr 3 Cr	15	will become invalid.
	₹1Cr-2 Cr.	8	
	₹0.5Cr - 1 Cr.	4	
	< ₹0.5Cr.	00	
Net worth	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-15)		Net worth- Certificate from CA for Comparison with UDIN. Kindly note If net worth is Negative Vender should be disqualified
	Percentage of increase in comparison of previous financial year	Marks	
	> 15%	15	
	> 10%	10	
	> 5%	5	
Minimum qualifying score	0 or Negative	00	

Minimum qualifying score: 70 out of 100 (50 marks from Technical and 20 marks from Finance are mandatory to qualify)

2. Submission Requirements

Vendors must submit the following documents separately for each category applied for:

- Company profile with registration certificates.
- Audited financial statements/Balance Sheet for the last 3 years.
- Copy of Work Orders of manpower contracts executed in relevant category.
- A) Copy of Work Order/ PO/ rate contract/ agreement with following details:
 - a. Work order/PO/ rate contract/ agreement with number, date and value.
 - b. Name of the client,
 - c. Period of contract
 - d. Scope of work mentioning Similar category.
- B) Execution certificate issued client highlighting below
 - a. Reference work order/PO/rate contract/ agreement with number, date and value.
 - b. Name of the client.
 - c. Period of Contract
- Statutory registrations (EPF, ESI, GST, Labour License).
- Client references with contact details.

3. Important Dates

- Issue of EOI: [02-09-2025]
- Last date for queries: [09-09-2025]
- Last date for submission: [11-09-2025]
- Presentation / Technical evaluation: [12-09-2025]
- Result publication: [15-09-2025]

4. General Instructions

- Vendors may apply for one or more categories but must submit documents separately for each.
- HURL reserves the right to accept or reject any/all EOIs without assigning reasons.
- Submission of EOI does not guarantee award of contract.
- Empaneled vendors will be invited to participate in subsequent RFQs/tenders.