# 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   Weig	htage	Evaluation Basis
Relev as fol	criterion assesses the bliance of the bidder with rant Experience. The scoring is lows (Max marks-20)  f work order Marks	Number of work orders

	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Relevant Sector/Category Experience	This criterion compliance of the relevant Category The scoring is a marks-20)	he bidder wi 7 A Experienc	ce. Scope of work for Category
	No of work order having similar work experience		
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Client References & Past	This criterion	assesses th	he Feedback/ certificates from
Performance	compliance of the		
	Client Referen	-	
	Performance. The		as
	follows (Max mark	as- <b>10</b> )	
	No of feedback/Certific ates from Client	Marks	
	>= 4	10	
	= 3	9	
	= 2	6	
	= 1	3	

	= 0	00		
	m) .		,	
Compliance & Certifications	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-10)			EPF, ESI, GST, labour license
	Compliance	Marks		
	All compliance -The bidder possesses all required compliance certifications.	10		
	Any three Compliance- The bidder possesses any three of the required compliance certifications.	l		
	Any Two Compliance- The bidder possesses any two of the required compliance certifications.	4		
	Any One Compliance- The bidder possesses any one of the required compliance certifications.			
Workforce Management Capability	This criterion as compliance of the workforce Manageme The scoring is as marks-10)	bidder w ent Capabili	ity.	Systems related to:  1. Payroll 2. Grievance redressal 3. Automated attendance tracking
	Value	Marks		
	All Three	10		
	Only Two Only One	6		
	None	00		
Annual turn Over (ATO)	This criterion as compliance of the		the ith	Certificate issued by Chartered Accountants or statutory auditors of the

	necessary certi scoring is as follo 15)		he ks-	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
	> 15 Cr	15		will become invalid.
	₹10Cr. – 15 Cr	12		
	₹5Cr-10 Cr.	8		
	₹ 2 Cr -5 Cr.	4		
	< ₹.2Cr.	00		
Net worth	This criterion compliance of the necessary certification scoring is as follows: 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	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 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)		Demonstrated expertise in this category as described in Scope of work for Category B.
	No of work order having similar Marks work experience		
	>= 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/Certificate from Client	Marks	
	>= 4	10	
	= 3	9	
	= 2	6	
	= 1	3	
	= 0	00	
Compliance & Certifications	This criterion as compliance of the necessary certifications scoring is as follows 10)	ations. The	EPF, ESI, GST, labour license
	Compliance	Marks	
	All compliance -The bidder possesses all required compliance certifications.	10	
	Any three Compliance The bidder possesse any three of the required compliance certifications.	es 9	
	Any Two Compliance The bidder possesse any two of the required compliance certifications.	es 6	

	Any One Compliance- The bidder possesses any one of the required compliance certifications.	3	
Workforce Management Capability	compliance of the b	lanagement ring is as	Systems related to:  1. Payroll 2. Grievance redressal 3. Automated attendance tracking
	All Three Only Two Only One None	10 6 3 00	
Annual turn Over (ATO)	This criterion ass compliance of the benecessary certificat scoring is as follows (15)	tions. The	Certificate issued by Chartered Accountants or statutory auditors of the bidding entity certifying the Annual Turnover for the Three (03) preceding
	> 3 Cr	Marks 15	financial years ending on 31st March 2025. Without valid UDIN the certificate
	₹2Cr. – 3 Cr	12	will become invalid.
	₹1Cr-2 Cr.	8	
	< ₹.1Cr.	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
O 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 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		assesses the	1
Sector/Category Experience	compliance of the relevant Category		this category as described in Scope of work for Category
	The scoring is as marks-20)	follows (Max	C.
	No of work order having similar work experience		
	>= 4	20	
	= 3	15	
	= 2	10	
	= 1	5	
	= 0	00	
Client References & Past Performance	This criterion compliance of the Client Reference Performance. The follows (Max mark	e & past scoring is as	
	No of feedback/Certification Client >= 4 = 3 = 2 = 1	10 9 6 3	

	= 0	00	
Compliance & Certifications	This criterion assesses the compliance of the bidder with necessary certifications. The scoring is as follows (Max marks-10)		EPF, ESI, GST, labour license
	Compliance	Marks	
	All compliance -The bidder possesses all required compliance certifications.	10	
	Any three Compliance- The bidder possesses any three of the required compliance certifications.	9	
	Any Two Compliance- The bidder possesses any two of the required compliance certifications.	6	
	Any One Compliance- The bidder possesses any one of the required compliance certifications.	3	
Workforce	This criterion asse	sses the	Systems related to:
Management Capability	compliance of the bid workforce Ma Capability. The scori follows (Max marks-10	nagement ng is as	<ol> <li>Payroll</li> <li>Grievance redressal</li> <li>Automated         <ul> <li>attendance tracking</li> </ul> </li> </ol>
	Value	Marks	
	All Three	10	
	Only Two	6	
	Only One	3	
	None	00	
Annual turn Over	This criterion asse		Certificate issued by
(ATO)	compliance of the bid necessary certification		Chartered Accountants or statutory auditors of the

,			
	scoring is as follow	rs (Max marks-	
	15)		Annual Turnover for the Three (03) preceding
	Value of Turn over Marks		financial years ending on
	value of Turn over	Marks	31 <sup>st</sup> March 2025. Without
	> 3 Cr	15	valid UDIN the certificate will become invalid.
	₹2Cr. – 3 Cr	12	wan become myunu
	₹1Cr-2 Cr.	8	
	₹0.5Cr - 1 Cr.	4	
	< ₹0.5Cr.	00	
	This criterion	assesses the	Net worth- Certificate from
Net worth	compliance of the necessary certific		CA for Comparison with UDIN. Kindly note If net worth is Negative Vender
	scoring is as follow 15)	rs (Max marks-	should be disqualified
	Percentage of increase in		
	comparison of	Marks	
	previous financial	1-141115	
	year		
	> 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)

## 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.

#### 5. Address for Communication.

Sh Durgesh Kumar Singh

Sr. Manager (Contracts & Material)

Hindustan Urvarak & Rasayan

Limited

(A Joint Venture of CIL, NTPC, IOCL, FCIL & HFCL)

Admin Building, HURL Campus,

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Sh. Prashant Samanway

Sr.Officer (Contracts & Material)

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