

**EMPANELMENT AND ENGAGEMENT OF TEV CONSULTANTS IN
STATE BANK OF INDIA, LUCKNOW CIRCLE**

As per uniform guidelines issued by our Corporate Centre, Mumbai, State Bank of India, Lucknow Circle invites applications for empanelment and engagement of External Consultants for conducting Techno Economic Viability (TEV) study wherever required. The guidelines in this regard are as under:

1. Eligibility	<p>a. Individual / Proprietor / Corporate / Partnership Firm / LLP having proven track record of industrial consultancy, including conducting TEV studies for Banks/ FIs.</p> <p>b. The individual / proprietor / partner / Director should possess a specific professional qualification in the subject of his proposed area of specialization / operation.</p> <p>c. The individual / proprietor / partnership firm / Company/ LLP should not be delisted / de-paneled by any other Bank / FI. The name of the individual / proprietor / partnership firm / Company/ LLP should not be blacklisted by IBA or any other agency (Self attested affidavit on stamp paper to be submitted in this regard).</p> <p>d. Technical consultants / Partnership Firms / Companies/ LLP against whom complaints have been registered with CBI, Serious Fraud Investigation Cell and are blacklisted by any banks / FIs will also not be eligible. (Self-attested affidavit on stamp paper to be submitted in this regard)</p>
2. Experience	<p>The individual, proprietor, partnership firm / LLP / Company should have been empaneled as TEV consultant with other Banks / FIs for at least 3 years. The actual performance of at least 3 projects appraised by the company in past 3 years will be evaluated.</p> <p>The consultant should have:</p> <ul style="list-style-type: none"> • Good Track record in providing TEV Consultancy • Fixed Office Premises with adequate Infrastructure • Sector Specialist Staff employed by the consultant should possess minimum 2 years' experience in that field. • Sufficient Manpower with adequate technical expertise and experience to carry out the work assigned as per the scope of work. Consultants will be required to submit documents related to their work experience as TEV Consultant.
3. Qualification	<p>The team of empaneled consultant shall have core team of professionals as CAs / ICWA etc. (for financial analysis of project) and BE (Mechanical, Electrical, Civil, Electronic / Telecom, Textile, Chemical) / B. Tech / M.Tech etc. (for technical analysis of project) as partner / Director / employee (permanent).</p> <p>Qualification of the Directors / Promoters / Partners: In case of TEV consultants other than individuals, specialist staff (including senior engineer) with requisite qualification should be on the roles of the TEV consultant. The specialist staff should possess professional qualification in finance i.e., CA, CS, ICWA, MBA from a recognized university in India or equivalent degree from an International Institute of repute. In case the applicant being a Company, there should be minimum 3 Professional Directors with minimum 3 years of experience.</p>

4. Affiliation	<p>The TEV consultants (Proprietor / Partner / Director) should have secured registration / membership with the concerned department / professional body / agency.</p> <p>The consultant shall have affiliation with professional bodies like IEEE (Institute of Electrical and Electronics Engineer).</p> <p>The staff of TEV consultants should be members of Institutions of Valuers / Association of Engineers / Institute of Engineers / Registration under Companies (Registered valuers and valuation) Rules 2017 for which Insolvency and Bankruptcy Board in India (IBBI) is the competent authority.</p>
5. Fee Structure & Maximum Cap	<p>Indicative fee structure for payment to TEV Consultant:</p> <p>0.10% of the Project Loan Amount subject to Maximum cap of Rs. 0.50 Crore + Applicable GST.</p>

The intending TEV consultants shall download the application form and submit the duly filled application form along with other relevant enclosures / documents etc. to nearest SBI SME intensive branches/District Headquarter branches till **06.05.2023** by **04:00p.m.**

Encl:

Annexure-1: Application form for Fresh Empanelment as TEV consultants

Annexure-2: Indicative scope of work

Annexure-3: Major Identified Industries

Annexure-4: List of documents to be submitted

NB: In case of any doubt/clarifications, please contact nearest SBI SME intensive branches/District Headquarter branch. If required for further clarifications the SBI branch official may contact C&PM Department, State Bank of India, Local Head Office, Lucknow.

Annexure-1. Application Format for Fresh Empanelment as Techno Economic Viability (TEV) Consultant.

On the COMPANY'S/ FIRM'S letter head
Application for Empanelment as Technical Consultant for TEV Study

To,
Deputy General Manager
State Bank of India,
Local Head Office/ Business Unit
Technical Consultancy Cell

Submitted through:Branch/RO/AO of State Bank of India

Sub: Request for empanelment as Technical Consultant for TEV studies on SBI Panel

We hereby apply for empanelment as Technical Consultant for TEV studies on SBI Panel and furnish hereunder the requisite supporting bio data/information /documents.

Sector(s) applied for:						
1.	Name:		Office Address:			
Details of Promoters:						
Name:		Identifiers				Full Address
		DIN	PAN	Passport	Others (Aadhar Card No., Driving License)	
Name, Contact No. & Email ID of concerned officials						
2	Constitution (Copies of by-laws/ memorandum & Article of Association/ Partnership Deed as applicable to be enclosed)					

3	Date of Establishment/ Date of registration/ Date of Incorporation				
4	Date of commencement of business				
5	Details of the Offices/Branches of the firm/company: : Other States				
6	PAN /TIN No				
7	Goods & Service Tax No. (Registered Office)				
8	Details about the Firm/Company				
a)	Brief Profile of the Firm				
b)	Nature of present activity of the firm/company				
c)	Brief particulars of activities other than TEV Studies				
	Applicants Financial Information as on.....in Lacs				
	1) Paid up Capital		2) Net worth		
	3) Income/Revenue		4) PAT		
	5) Borrowings		6) Debt/Equity Ratio		
	Particulars of Capital shares held (who have Controlling Interest)				
	Name of Holder	Resident/Non - Resident	Address	% of share holding	
d)	Existing Banker Details				
e)	Engineering /Technical Degree of promoters/partners/directors/ key experts				
	Name	Designation	Technical Qualifications	Additional qualifications like MBA, LLB, CA, MCA, CS, ICWA, MCM etc.	Industrial consultancy experience
	<i>Supporting copies of all the qualifications needs to be attached</i>				

f)	Area of specializations / industry / sectors in which the firm have expertise in conducting TEV studies with specifying the reason thereof. Type of industry & Size (Project outlay) for which the empanelment is sought:			
	Industry	Sub activity	Project outlay	
g)	Details of Technical & Managerial Staff			
	Particulars		Numbers	
	Diploma Holders			
	BE/B Tech/ME/M Tech			
	Management Graduate			
	Any additional qualifications like LLB/MBA/CS/CA/MCA/MCM/ICWA etc.			
h)	Details of the present set up/infrastructure available to deal with TEV work			
i)	Any other credentials worth mentioning (with supporting documents)			
9	Particular of the current empanelment as Technical Consultants for TEV Studies with other Banks/Financial Institutions (Copy of current / active empanelment letters to be enclosed)			
a)	Name of the Banks	Empanelment since		
	1.			
	2.			
b)	Details of past experience as Technical Consultants for TEV Studies in last 3 financial years (Details to be furnished in the following format)			

	Name of Bank	Name & address of Client	Date of Assignment	Loan Amt (FB & NFB separately)	Nature of Work	Name of Project with brief details (Sector, Project Cost, Name of Promoters/ Group, location, etc.)	Assignment completed on
10	Registration with Professional bodies/organizations (national/international institution/agencies) such as Institute of Engineer, IBRD, Valuers etc.)						
11	Whether firm/any director/promoter/partner has been de-paneled/delisted/blacklisted by any Bank /FI/Organization in the past						
12	Any regulatory compliance issues faced by the agency/ promoters (TEV Consultancy Firm), if any, in the past 5 years and present status.						
13	Whether Proprietor/any director/promoter/partner/Associate is empaneled as valuer/stock auditor/ ASM in SBI Panel						

Please attach attested photocopies of the following documents:

Firm Profile	
Copy of Partnership Deed / MOA/ AOA/ROC Registration	
Supporting copies of education qualifications promoters/partners/directors/ key experts	
Supporting Copies of Additional/Higher Qualification (LLB/MBA/CS/CA/MCA/MCM/ICWA etc.)	
Profile/CV of Key Personnel/ Technical Expert / Director	
Detail of Staff (Engineer/Technical: CV, Certificate)	
Copy of Empanelment Letters as Technical Consultants from Banks/FIs/Organization for TEV Studies	
Summary of Assignments of TEV Studies conducted in last 3 Years (point No.10(b))	
Work Orders / Letter/Term of reference letter of TEV Assignments from Banks	
Copy of Pan Card/TAN Card	
Copy of IT Return of last 3 Years	
Audited B/S of Last 3 Years	
Copy of registration with professional body/Organization	
At least three TEV Studies Reports prepared in last 3 years (2 hard copies along with soft copies)	

I / We solemnly declare that we are not debarred / delisted by any Bank /FI/ RBI and any other body for any professional misconduct and our services have not been found deficient by any Bank/FI.

I / We solemnly declare that the above information furnished /submitted by me/us is complete and entirely true, and nothing has been concealed. I/we understand that any discrepancy/wrong information would lead to cancellation / de-empanelment as TEV consultant with immediate effect. I / We affirm that terms and conditions of State Bank of India relating to empanelment as Technical Consultant for TEV studies are/will be acceptable to us.

I/we hereby confirm that all the necessary supporting documents are enclosed with the application.

On Behalf of the firm

Name of the firm/company

Authorized Signature Name & Designation Stamp of the Firm

Place:

Date:

Annexure-2: Indicative Scope of Work

Project appraisal, financial management, market study / research, management competence, viability study of sick units under rehabilitation.

(the scope of work listed here is only indicative & operating units to take project specific calls as per the requirement)

Background of Promoters/ Project

- Background of Promoters, their overall experience, details of their Group Companies and its past financials. Status of Group Company Loan Accounts i.e., whether Standard or NPA
- Profile of the Sponsor & concessionaire
- Background of the Project and Project Specific experience of Promoters in executing similar projects
- Purpose of TEV
- Assessing the capacity of promoters to bring equity and ability to arrange funds for cost overrun should be made as a part of the TEV Report
- Site Visit Observations

Technical Feasibility

- Assessment of the available land in use for the project
- Assessment of suitability and availability of infrastructure available for the activity of the company along with ESG Impact Study
- Availability of skilled manpower and Technology
- Assessment of existing capacity
- Assessment of Implementation Schedule
- Critical Success Factors
- Validation of Cost of Project
- Requirement of Applicable Statutory Approvals & its status as on the date of conducting of TEV study

Market Potential

- Present and future Macro-economic scenario both local and global aspects (Size, Trend, Regulations, Government Support and incentives etc.)
- Assessment of marketing infrastructure available
- Demand-Supply Analysis
- Competitive Analysis
- Industry Scenario (Macro & Micro)

Financial Viability

- Assessment of future cash flows and profitability of the project
- Financial viability of the unit based on the financial projections, profitability (income and costs), cash flow, IRR, DSCR, DE, TOL/ATNW, MPBF etc.

- Conduct sensitivity analysis of the project
- Assessment of Cost of Project, Means of Finance and Source of Promoter's Contribution

Management Capabilities

Assessment of management capabilities and Corporate Governance with covering following key areas:

1. Acquisitions, Sale and Investments

- Whether company is sticking to their core competencies
- Diversification steps
- Shareholders wealth protection

2. Compensation

- Whether Management is paying exorbitant amounts to Managers?
- What level of compensation would be too high or low, as per peer comparison/ industry average.

3. Stock buyback and insider trading (applicable in case of listed companies)

- How long the management holds shares.
- Buyback history and anecdotes

4. Debt Discipline

- Whether management is sincerely looking forward to deleverage or its mostly change of hands?
- Or there is a trade-off in lowering firm's cost of capital.

5. Goals and Strategies

- Evaluating company's mission statement and strategy.

6. Length of Tenure

- The length of tenure, the CEO and the top management has been associated and serving the company-serves as an important indicator.

7. Investor Presentation

- Takeaways from company's latest investor presentation and the press release.

8. Market Intelligence

- How is the management's reputation in the market, industry and employees?

9. Environmental and Social concerns are also to be discussed in the report.

SWOT Analysis

- SWOT Analysis to be carried out to identify the key internal and external factors which are important for success of the project.
- Strength and weakness (internal to company) – Evaluating experience, team size and expertise, machinery level, patents and intellectual property and location.
- Opportunities and threats (external) that are going on outside the company, in the larger market such that competitor's action and analysis, prices of raw materials, change in law, regulatory aspects and trends.
- Risk & Mitigation analysis.

ANNEXURE – 3: MAJOR IDENTIFIED INDUSTRIES

where services of Techno Economic Viability (TEV) Consultants is required. (*)

Sr. No.	Industry
1	Transport
	a) Roads
	b) Ports
	c) Metro
	d) Rail
	e) Airport
2	Power
	a) Thermal
	b) Oil & Gas
	c) Renewable Energy (Wind/ Solar/ Hydro/ Biomass)
	d) Transmission
3.	Hospitals/ Medical Colleges
4.	Telecom
5.	Cement
6.	Fertilizers
7.	Pharmaceuticals
8.	Mining - Coal
9.	Mining – Metals
10.	Iron & Steel
11.	Electric Vehicles
12.	Chemicals
13.	Commercial Real Estate
14.	Storage/ Poly Silicon
15.	Multimodal Logistic Park

16.	Hydrogen Gas (Green/ Blue etc.)
17.	Waste Management
18.	Semi-conductor
19.	Petrochemical/ Refinery
20.	City Gas Distribution (CGD)
21.	Hydrocarbon
22.	Construction
23.	Automobiles
24.	Electrical Equipments
25.	Textiles
26.	Food Processing
27.	Aluminium
28.	Auto Components
29.	Sugar
30.	Gems & Jewellery
31.	Defence
32.	Information Technology
33.	Edible Oil
34.	Paper & Paper Products
35.	Ceramics
36.	Ship Building
37.	Diamond
38.	Aviation
39.	Electronic Components
40.	Education
41.	Shipping
42.	Leather

(*) If operating units receives proposal other than the industry defined above, then operating units may utilize the services of TEV Consultant.

Annexure-4: List of Documents to be submitted

S.No.	Name of the Document
1	Duly filled Application form (Annexure-1)
2	Firm Profile
3	Copy of Partnership Deed / MOA/ AOA/ROC Registration
4	Supporting copies of education qualifications promoters/partners/directors/ key experts
5	Supporting Copies of Additional/Higher Qualification (LLB/MBA/CS/CA/MCA/MCM/ICWA etc.)
6	Profile/CV of Key Personnel/ Technical Expert / Director (In case of applicant being a company, minimum 3 years' experience certificate to submitted of at least three professional directors)
7	Detail of Staff (Engineer/Technical: CV, Certificate) Certificates regarding affiliation with professional bodies like IEEE to be submitted
8	Copy of Empanelment Letters as Technical Consultants from Banks/FIs/Organization for TEV Studies
9	Summary of Assignments of TEV Studies conducted in last 3 Years (point No.10(b))
10	Work Orders / Letter/Term of reference letter of TEV Assignments from Banks
11	Copy of Pan Card/TAN Card
12	Copy of IT Return of last 3 Years
13	Audited B/S of Last 3 Years
14	Copy of registration with professional body/Organization
15	At least three TEV Studies Reports prepared in last 3 years (2 hard copies along with soft copies to be submitted)
16	The individual / proprietor / partnership firm / Company/ LLP should not be delisted / de-panelled by any other Bank / FI. The name of the individual / proprietor / partnership firm /Company/ LLP should not be blacklisted by IBA or any other agency (Self-attested affidavit on stamp paper to be submitted in this regard).
17	Technical consultants / Partnership Firms / Companies/ LLP against whom complaints have been registered with CBI, Serious Fraud Investigation Cell and are blacklisted by any banks / FIs will also not be eligible. (Self-attested affidavit on stamp paper to be obtained in this regard to be obtained)
18	The TEV consultant should not be an undischarged insolvent. In this regard, an undertaking to this effect to be obtained.
19	A declaration from the consultant regarding compliance of regulatory requirements.

(N.B. : All submitted documents to be self-attested on bottom of every page)

The aforesaid document list is illustrative and not exhaustive. The Bank may call for such other documents as may be considered necessary for verifying the eligibility or competence of the TEV consultant.