

**Minutes of meeting held on 27/05/2021 at 11.00 AM with reputed companies
on implementation of Quality and Cost Based Selection (QCBS) method of selecting bidders
in Kerala Water Authority through Video Conference.**

The list of participants is attached separately.

The meeting commenced at 11.00 AM. The Managing Director, Kerala Water Authority welcomed all the participants. Managing Director briefed on the water supply projects of KWA. All the projects are monitored online for transparency and current status as well as details regarding each work is available in KWA Website. KWA executes about 14000 Crore worth of projects above 1 Crore. Jal Jeevan Mission (JJM) works are also implemented by KWA.

In future projects KWA is planning to include all the data regarding a project in GIS platform and also to make all these details available to Public. All the projects are to be completed in time without any delay. To ensure this KWA has implemented Quality and Cost based Selection (QCBS) method of selecting bidders, for all tenders with TPAC above 5 Crores. QCBS is a method that takes into account the quality of the proposal and the cost of the services for selecting bidders. MD invited effective participation of all the companies in future tenders of KWA. Also assured timely payment to the contractors for completed works without any delay.

Technical Member informed that KWA is responsible to complete various projects under different heads. Most of the projects are delayed due to different reasons. In order to bring about a system, in which these projects are completed in a time bound manner using modern technology, increased output benefitting more population, Quality and Cost based Selection (QCBS) method of selecting bidders was implemented in KWA. Chief Engineer (Projects & Operations) informed that the meeting is intended to invite effective participation of companies from inside and outside Kerala, in KWA tenders based on QCBS method. Chief Engineer (Northern Region) informed that huge investment comes to KWA for implementing large number of both water supply and sewerage projects in near future. Time is the essence of a contract. The total quality management depends on quality of work, quality of the contractor, timely completion of work, sustainability of the project already done etc. So for completing the high value high quality works on time, a system which gives specific weightages to technical qualification and price bid, QCBS was implemented in KWA.

Assistant Executive Engineer (TMU) explained the QCBS method with sample calculation. Sri. Mahendra Ananthula, M/s. Suez Water Services enquired the weightage given to technical and financial bids also the technical criteria based on which technical bid is evaluated. AEE (TMU) informed that the weightage includes 60: 40 and 70: 30 case to case basis and also it may vary based on the technical difficulty of the project. A score sheet containing the factors considered for technical evaluation with marks is attached along with the NIT of each tender. To get the necessary weightage the bidder has to submit the necessary supporting documents for getting score as per score pattern along with the tender documents.

Sri. Kanakaraj, L & T Ltd. enquired about the size and type of projects to which QCBS is implemented. CE(NR) answered that at present QCBS is implemented for projects costing above 5 Crores. The size of the project varies ie; under Northern Region of KWA there are projects costing from 5 Crores to 750 Crores. For all works including JJM and Sewerage works QCBS is applicable. CE (NR) added that at present JJM works for rural areas is implemented. JJM works for urban



areas is to be launched in future.

Sri. Seetharam Sadhu, L & T Ltd. asked whether the KWA's projects costing above 14000 crores includes combined water supply and sewerage projects. MD explained that QCBS is implemented for all projects in KWA above 5 Crores unless specified by the funding agency. 14000 Crores worth of projects in KWA includes works and schemes already happening in which more than 10000 Crores worth of projects are pipeline works. JJM rural is one area which is wide open which will be added with JJM urban and sewerage works in future and all these are individual works. If any suggestion from the funding agency comes to us to take up water supply along with sewerage works then only it will be combined. As of now JJM rural and JJM urban are drinking water supply schemes and sewerage schemes are individual works.

Sri. Moncy, TOMCO Engineering Ltd. enquired the factors included by KWA while evaluating a technical bid in QCBS method. MD informed that this has been approved by the Technical Committee, attached along with the approved NIT of QCBS method and will be published in the KWA website so anybody can go through this by visiting the website. Sri. Moncy also enquired whether there is a committee to evaluate the technical bid in which the contractor is also allowed to participate to express his suggestions. TM informed that there is a technical evaluation committee under regional Chief Engineers to evaluate the technical bid. CE (P & O) added that at present there is no provision to include contractors in the technical evaluation committee. Once the prequalification is finalized by the technical evaluation committee the provisional prequalification proceedings is issued. In case of any objection/complaint regarding the prequalification, the bidder shall have the opportunity to represent the same. The final prequalification proceedings shall be issued after giving due consideration to the complaint.

Sri. Harikrishnan, L & T Ltd. explained the factors that are considered while evaluating a technical bid in QCBS method, adopted by L & T. TM and CE (P & O) asked L & T to submit their proposal and informed that it will be considered positively to include in KWA's evaluation.

Sri. Dharan, Hyderabad enquired about the size of projects to which QCBS is implemented, how to participate in tender calls as there are 3 regions (Regional Chief Engineer offices) in KWA. CE (P & O) informed that at present the size of the project varies from 5 Crores to 750 Crores. The details regarding a tender will be published in the e- tender website of Kerala Govt., KWA website and national Newspapers. A bidder can participate tenders invited from any region of KWA.

Managing Director requested the participants to go through the KWA websites for getting any details regarding the JJM works as well as other project works.

Sri. Seetharam Sadhu, L & T Ltd. enquired on what basis the size of a project is arrived and also whether a project report is prepared for single or multi village schemes. CE (NR) answered that in KWA projects are prepared for both single and multi villages. It depends on source, availability of water etc. The project cost for single village schemes varies from 5 – 40 cores and for multi village schemes it may vary upto 750 crores. KWA water supply projects are based on only surface water sources such as reservoirs , rivers etc. At present, project reports are under preparation for getting AS from Govt. and it is expected to receive AS by August this year. Tender for these projects is expected to be floated by August.

Sri. Deepak Manthri, JMC group asked whether the contract is Item rate or Lump sum contract. CE (NR) informed that for small works such as distribution pipe line works alone it will be an item rate contract but for large projects including more components it will be a Lump sum contract.



Sri.B.P.Ghanwat, Marva Projects and Engineers Ltd. Pune suggested that while considering execution capability of a firm before awarding a work the technical evaluation committee of KWA shall consider the past track record of performance of the company / firm by visiting the company's past works to ascertain that the company has the requisite experience as specified by KWA. TM informed that KWA shall consider the suggestion.

Sri.Mohan, Chicago Constructions Pvt. Ltd informed that at present Tendering Authorities are uploading the NIT in the website in both PDF and excel format, so requested to upload either in Excel or PDF format in the tender website. TM informed that direction shall be issued to the Tendering Authorities regarding the matter.

TM informed that the NIT based on QCBS method was already approved and it will be uploaded in KWA website, everyone can go through the website any suggestions and query shall be forwarded through the e-mail id (technicalmember@ gmail.com).

TM once again invited all the companies /firms to participate in the future tender calls from KWA and ensured timely payment for works completed in time.

The meeting came to an end at 12.30 PM

List of Participants:

1. Sri. Venkatesapathy S. IAS, Managing Director, Kerala Water Authority
2. Sri. Sreekumar G., Technical Member, Kerala Water Authority
3. Smt. Leenakumary S., Chief Engineer (P & O), Kerala Water Authority
4. Sri. Shajahan B., Chief Engineer (Northern Region), Kerala Water Authority
5. Sri. Sudheer T.S., Chief Engineer (Central Region), Kerala Water Authority
6. Sri. Luqman M., Chief Engineer (WASCON, PPD & Sewerage), KWA
7. Smt. Sandhya P., Deputy Chief Engineer (TMU), Kerala Water Authority
8. Sri. Unnikrishnan L., Assistant Executive Engineer (TMU), Kerala Water Authority
9. Sri. Kanakaraj, L & T Ltd., Chennai
10. Sri. Seetharam Sadhu, L & T Ltd
11. Sri. Harikrishnan, L & T Ltd
12. Sri. Balaji Jayasundararaj, L & T Ltd
13. Sri. Mancy, TOMCO Engineering Ltd
14. Sri. Ragothaman Rao, Anuraag Engineers Ltd
15. Sri. B.P. Ghanwat, Marva Projects and Engineers Ltd. Pune
16. Sri. Mohan, Chicago Constructions Pvt. Ltd
17. Sri. Nahush, Va Tech Wabag Ltd.
18. Sri. Vasant Joshi, Suez Water Services
19. Sri. Mahendra Ananthula, Suez Water Services
20. Sri. Vishnu V.S., Solviero
21. Sri. Kiran, Solviero
22. Sri. N. Vinodh, Aqua Revolutions, Chennai.
23. Sri. Joseph John, Aqua Tech
24. Sri. Shashank Kumar JMC Projects Ltd., Ahmedabad
25. Sri. Deepak Mantri, JMC Projects Ltd., Ahmedabad
26. Sri. Suresh, Swaraj Equipment Pvt. Ltd.
27. Sri. Benny M.S., Hydro - Tech Ltd.
28. Sri. R. Raju, KNRCL
29. Sri. Dharan, Ahmedabad



30. M/s Unity Contracting Ltd.
31. Sri. Thomas K. Paul, Contractor
32. Sri. Binu Mathew, Contractor
33. Sri. Edwin Prasad, Contractor
34. Sri. Sivakumar Venkatraman
35. Sri. Ashutosh Bansal
36. Sri. Abdulla K.K.
37. Sri. Rajesh Nair
38. Sri. Stephin Prasad
39. Sri. Reji Markose
40. Sri. Lakshmi Chandran



Details of Companies and Contractors attended the meeting on 27/05/2021

Sl.No.	Name	Company	Email	Contact number
1	Sri.R Raju	KNRCL	info@knrcl.com, raja@knrcl.com	9491055105
2	Sri.Sivakumar Venkatraman	DGM, Va Tech Wabag Limited	v_sivakumar@wabag.in	9840429369
3	Sri.Nahush	Va Tech Wabag Limited	wabag@wabag.in	
4	Sri.Vasant Joshi	SUEZ Water Services	vasant.joshi@suez.com	9972520150
5	Sri.Mahendra Ananthula	SUEZ Water Services	amahendra1970@gmail.com	9810345508
6	Sri.Harikrishnan	L & T Limited		9840574522
7	Sri.Balaji Jayasundhararaj	L & T Limited	ujbalaji@hotmail.com	9940448320
8	Sri.Seetharam Sadhu	L & T Limited	seetharam.sadhu@gmail.com	
9	Sri.Shashank Kumar	JMC Projects Ltd.,Ahmedabad	Shashank.Kumar@jmcprojects.com	9999085249
10	Sri.Dharan	Hyderabad		9985777773
11	Sri.Kiran	SOLVIERONE	kiran@solvierone.com	9400470920
12	Sri.N Vinodh	Aqua Revolutions,Chennai	vinu147@gmail.com	9841490075
13	Sri.Joseph John	Aqua Tech	aquatech2008@gmail.com	9447267097
14	Sri.Deepak.Mantri	JMC Projects Ltd.,Ahmedabad	Deepak.Mantri@jmcprojects.com	8800195312
15	Sri.Edwin Prasad	KWA Contractor	stephystephin@gmail.com	9447217039
16	Sri.B.P.Ghanwat	Marva Projects and Engineers Ltd. Pune	marvape1@gmail.com ramghanwat70@gmail.com	9284711342

17	Sri.Mohan	Chicago Constructions International Private Limited	chicagoconstruction@gmail.com	0471 2720793
18	Sri.Moncy	TOMCO Engineering Private Limited	tomcomail@gmail.com	9447082222
19	Sri.Regothaman	M/s Anuraag Engineers	anuragengineers.2008@gmail.com	
20	Sri.Benny M.S.	HYDRO-TECH	bennym.s.hydrotech@gmail.com	
21	Sri.Abdulla K.K.		abdulla.kk2000@gmail.com	
22	Sri.Binu Mathew	KWA Contractor		9446462010
23	Sri.Thomas K. Paul	Contractor		9447061604
24	Sri.Rajesh Nair		rcnair184@gmail.com	
25	Sri.Suresh	SWARAJ EQUIPMENT PVT LTD		
26	Sri.Kanagaraj S	L & T Limited		
27	Sri.Vishnu V.S.	SOLVIERONE		