

**Request for Proposal
for
SALE OF SILLIMANITE
OSCOM, Odisha**



IREL (India) Limited

(A Govt. of India Undertaking – Dept. of Atomic Energy)

Plot No. 1207, Veer Savarkar Marg,

Near Siddhi Vinayak Temple,

Prabhadevi, Mumbai- 400028.

Website: <http://irel.co.in>

Bid Summary

SI No	Particulars	Information
1	Name of work	Request for proposal for sale of 8,000(approx.) Sillimanite Location: OSCOM Unit of IREL (India) Limited Matikhalo-Ganjam, Odisha -761045
2	RFP Reference Number	IREL/CO/MKTG/SIL/ RFP/12/2026
3	Type of bidding	Public tender
4	Last Date submission of RFP Bid opening date	26/10/2026 27/10/2026
5	Tender Fee	Nil
6	Earnest Money Deposit (EMD)	Rs.3,21,000/- (MSE bidder to remit 50% of the amount) Bids received without EMD will be rejected.
7	Bid validity	60 days from bid due date
8	Material offtake	On or before 15-02-2026 after remitting the requisite payment.
9	Contact person and Address of IREL for communication	S.Acharjya, General Manager – Technical & Mktg R.Kumar Sr. Manager – D(S) IREL (India) Limited, Plot No.1207, VS Marg, ECIL Building, Opp. Siddhi Vinayak Temple, Prabhadevi, Mumbai – 400 028 Email: biz-2@irel.co.in

INDEX

Sl. No.	Content	Page No.
1	Introduction	4
2	Objectives	4
3	Instruction to bidder	10
4	Pre-qualification criteria	4
5	Terms and condition	11
Annexure I	Application for RFP	14
Annexure II	Bidder's Profile	15
Annexure III	Tentative Technical Analysis of Sillimanite Product	17
Annexure IV	Undertaking Regarding Blacklisting / Non-Debarment	18
Annexure V	EMD Declaration	19
Annexure VI	Ethics in Tendering	20
Annexure VII	Declaration-cum-Undertaking for RFP Compliance	21
Annexure VIII	Checklist of Documents to be Provided by the Bidder	22

1. Introduction:

IREL (India) Limited, a Mini Ratna-1 company, is a Govt. of India Undertaking under the Department of Atomic Energy and is operating Beach Sand Mining and Mineral processing plants at Chavara (Kerala), Manavalakurichi (Tamilnadu) and Orissa Sands Complex (OSCOM), Chatrapur (Odisha), to produce Sillimanite and associated minerals such as Rutile, Leucoxene, Zircon, Sillimanite, Garnet, etc.

IREL seeks sealed offers from bidders for the offtake of Sillimanite available at its OSCOM Unit, Odisha, on a short-term delivery basis to adjust its inventory.

2. Objective

At present, IREL holds the following stock of Sillimanite and intends to secure bulk orders from prospective buyers (i.e., end-users or processors for value addition at their end) to maintain optimum stock level.

Item	Description
Product for sell	Sillimanite - OR grade
Quantity(approx.)	8,000 tonnes (Approx.)
Typical specification	Al ₂ O ₃ : 58.0 % (Min)
Particles size distribution	attached at Annexure III
List price (Rs/MT)	32,100/- (ex-works loose), applicable GST extra

3. Instructions to bidder –

1. Competitive offers are invited from interested bidders who meet prequalification criteria indicated in this RFP.
2. Before submitting offer, the bidders are requested to carefully examine the objectives, Qualification criteria and bid conditions.
3. The RFP shall be filled in totality and all pages shall be signed by the applicant/authorized person in token of acceptance of RFP terms and

conditions. The RFP bid and all correspondence incidental to and concerning to the RFP bid shall be in English language only.

4. IREL reserves the right to modify the RFP by amendment for any reason whatsoever at any time prior to the last date of submission of RFP and such amendments if any shall be hosted in the website only.
5. The bidders who are meeting the qualification criteria may submit their RFP bid through email along with credentials complete in all respect.
6. The RFP bid shall be mailed at biz-2@irel.co.in with subject line “RFP for sale of Sillimanite available at OSCOM Unit of IREL (India) Limited”. The field in the RFP complete in all respect to be submitted on or before 26/10/2026.

Any clarifications to be obtained from Mr R Kumar, SM(Mktg), 8104997162/022-24242227

7. The RFP proposal prepared and submitted by the bidder shall comprise the following.
 1. RFP Application form
 2. Bidders company Profile
 3. Documentary proofs (self-attested) in support of meeting all parameters as per Qualification Criteria.
 4. Filled in Commercial offer/ Price bid as per format.
 5. Any other document required for the fulfillment of the requirement of the tender.
8. Any one of the above documents, required to be submitted is found short / inadequate, the offer is liable to be rejected at that stage. However, IREL at its discretion may call for any clarification regarding the document. IREL at its discretion may also ask for the submission of any additional/missing/incomplete document(s) within a stipulated time period. In such case(s), the party shall have to comply with IREL's requirement within the specified time. In case of non-compliance to such queries, the offer will be rejected without entertaining further correspondence in that regard.
9. The RFP bid will be opened as per bid schedule. If the date fixed for opening of RFP bid is subsequently declared as holiday by Govt. of India/State Govt., the bid will be opened on next working day, time and venue remaining unaltered.

10. Bidders have to submit their offer well in advance on or before the due date at biz-2@irel.co.in. IREL will not be responsible for any delay in receipt of offer.
11. IREL reserves its right to accept or reject any or all RFP or any part of the RFP without assigning any reason whatsoever it may be and shall not be liable for any compensation to expenses / loss incurred by the bidder in the process in whatever manner it may be.
12. RFP received after the closing date and time will not be considered.
13. Undertaking shall have to be submitted by party that during the execution of this contract they shall strictly comply to the Shanti Act 2025, other applicable rules and guideline and policies of Govt of India including registration with AMD/IBM as the case may be under MCDR Act.
14. Successful bidder should obtain Mineral Dues Clearance Certificate (MDCC) from Department of Steel & Mines, Govt. of Odisha prior to offtake of the material.

4. Pre-qualification criteria:

Indian bidders/firms meeting the following criteria will be considered for quantity and price determination for further offer of Sillimanite:

Sl. No.	QUALIFICATION CRITERIA	Proof of supporting documents required for verification
1	Business Registration - The firm is legally registered as a company, partnership, or sole proprietorship	Relevant supporting document to be Submitted
2	During last 3 years ending with Financial Year (FY) 2025-26 bidder should have average annual turnover of Rs 1 Crore.	Audited Balance Sheet/Profit & Loss Account of respective FYs. In case of absence of FY 2025-26 then 2024-25 and prior period will be considered. For MSEs, the turnover criteria will be minimum Rs 50 lakhs. For start-up company the turnover criteria will be exempted.
3	Valid to Consent to Operate	Supporting document to be provided
4	Blacklisted	Furnished Undertaking Annexure - IV

IREL reserves right to seek for additional documents/clarifications for ascertaining qualification of bidders.

5. Bid evaluation process:

- a) All bids shall be evaluated based on offer documents submitted against the Pre-Qualification (PQ) criteria and RFP. Price bids/Offer of only those bidders who meet the PQ requirements and furnished requisite EMD will be considered. Bidders are requested to submit bids for their required quantities, subject to a minimum quantity of 500 MT. In case multiple bids and the aggregate demand is more than the offered quantity the maximum quantity to be offered to each party is 3,000 MT subject to other terms and conditions detailed below.
- b) Based on the quotes received for the dispatch quantity, IREL will prepare the list in the descending order. The quantity will be distributed according to the list.
- c) Further to above, in case the total demand is less than 8,000MT by all the bidders, bidders requesting for more than 3,000MT, will also be considered.

If the total demand quantity is more than the supply quantity, then the distribution will be done as under: -

- i. If only one eligible bidder is existing then the entire quantity of 8,000 MT or the quantity quoted by the bidder, whichever is less, may be offered at sole discretion of IREL irrespective of 3000 MT ceiling.
- ii. If two or more eligible bidder exist and their total quantity is less than $\leq$ 8,000 MT, quantity shall be offered as per their quoted quantity subject to maximum 3,000 MT per bidder. In case of any leftover balance quantity, the same quantity shall be asked to the bidder who quoted the highest quantity, at IREL's discretion.
- iii. If total quantity exceeds 8,000 MT, bidder arrange based on descending order quantity. Higher quantity shall be given preference. If two bidders quoted same quantity, then earlier lifting bidder shall be given preference. If quantity and dispatch date are same in that case the quantity shall be

distributed proportionately subject to quoted quantities and over all ceiling of 8,000 MT.

- a. Bidders quoting higher quantity will have preference over the lower quantity quoted bidder.
- b. If two bidders are quoting same quantity, then preference will be given to bidder who will lift the material earlier.
- c. In case of multiple bidders with same quantity and lifting date, then they will be offered proportionately.
- d. The distribution of quantity and offered quantity to the eligible bidder are at sole discretion of IREL.
- e. In case there is left over quantity is there after distributions, IREL may offer the same to any eligible bidders at the band price as mentioned below:

Quantity offtake (MT)	Applicable base price (Rs/MT)
500-1000	Rs 32,100/-
>1000 to <=3000	Rs 31,100/-

- f. Typical example for the discount is as under:

Name of the Bidder	Qty offered for offtake (MT)	Time frame for offtake	Applicable price (Rs/MT)
A	400	2months	Bid rejected
B	1100	2 months	31100
C	600	1 month	32100
D	3100	1 month	31100 (Quantity eligible for supply 3,000MT if total aggregate quantity is more than 8,000MT)

6. Terms and condition

- i. The evaluation of bids those meeting the PQ criteria and submitted EMD will only be carried for further consideration.
- ii. The rate will be ex-Works basis and applicable taxes are extra. Bidder must off take the material within stipulated period as mentioned in commercial offer or as agreed by IREL.
- iii. Based on the quantity quoted and the time of lifting by the qualified bidders, the selling price will be as per list price and applicable discount as mentioned clause no 5.
- iv. The EMD submitted by unsuccessful bidders will be returned within 30 days of finalisation of final offtake contracts. In case of successful bidders EMD amount will be adjusted against the quantity till completion of the total allotted quantity.
- v. IREL shall have the exclusive right to finalize/alter the quantity to be supplied to the qualified bidders based on availability.
- vi. Subsequent to issuance of offer for sale letter to eligible bidders, bidder has to remit the sales proceed within 30 days of its issuance or lifting of the material whichever is earlier. In case of order for more than 500T, bidder can remit the amount in 2 tranches prior to lifting of the material.
- vii. Loading, handling and transportation of material is under the scope of bidder.
- viii. The tentative analysis of the material/product is attached as Annexure -III "Typical Specification" attached for reference. The successful bidder shall be on following conditions:
 - a) Parties to provide undertaking that neither they nor their associate/subsidiary companies or companies in anyway related to them are having conflict of interest wrt the RFP.
 - b) In case of export/sales in SEZ, then same shall be done under Canalization of Beach Sand Minerals through IREL.
 - c) Compliance of Shanti Act 2025 and addendum rules thereunder along with other applicable Legal, Social & Environmental Acts & Rules.
 - d) Along with RFP bidder has to remit applicable EMD (Rs 3,21,000 for normal bidders and Rs 1,65,500 for MSE bidders excluding traders). EMD shall be acceptable in form of DD or Online mode payment like RTGS/NEFT.
 - e) The EMD of bidders not meeting the PQ criteria, will be. refunded within one month of opening of bid which will bear no interest. Bids received without EMD will not be considered for further evaluation.
 - f) EMD of successful bidders to whom Quantity has been offered will be adjusted against the order quantity. EMD of other bidders to whom no offer is made will be refunded within 30 days finalisation offer letter to selected parties.

Selected bidder" means the bidder quoting for a particular quantity to be lifted. In case the selected bidders do not take the offered quantity within the scheduled period, or they refuse the offers, their EMD will be forfeited.

Commercial Offer/Price bid

Name of the Bidder:

Sl no	Item	Qty in Mt to be lifted (Minimum 500t)	Lifting schedule		
1	Sillimanite OR Grade		Nov 26	Dec 26	Jan'27 -15 Feb'27

The applicable GST and any other charges shall be charged extra.

The offer is valid for 60 days from bid due date. We confirm to lift the material upon become successful as per RFP terms as decided by IREL.

The material shall be lifted by the bidder within the stipulated timeline mentioned above from the date of the offer but not later than **15/02/2027**.

DATE _____

Authorised Signatory

Name:

Designation

with Company Seal

PLACE _____

**APPLICATION FOR REQUEST FOR PROPOSAL
(ON BIDDER'S LETTER HEAD)**

Sub: REQUEST FOR PROPOSAL FOR SALE OF SILLIMANITE AVAILABLE AT OSCOM
UNIT OF IREL (INDIA) LIMITED LOCATED, MATIKHALO-GANJAM, ODISHA -761045

Ref. No.

Date :

To,
General Manager (Technical) & Mktg
Plot No. 1207, Veer Savarkar Marg,
Near Siddhi Vinayak Temple
Prabhadevi, Mumbai – 400 028

REF: TENDER NO IREL/CO/MKTG/SIL/ RFP/12/2026

Dear Sir,

This is with reference to the advertisement dated DD/MM/YYYY inviting RFP/offer for the sale of Sillimanite at OSCOM Unit of IREL(India) Limited, for value addition.

I/We, the undersigned Applicant, have read and examined in detail the RFP Bid Document and are desirous of participating in the above process.

I/We confirm having submitted the details in support of qualifying criteria as required by you along with this Application and necessary documents. In case you require any further information in this regard, I/we agree to furnish the same.

We hereby confirm our acceptance of all the terms and conditions stipulated in the Request for Proposal (RFP). Further, we undertake that we shall not engage in or practice any unfair trade practices in relation to the supply of Sillimanite by IREL under this RFP.

I/ We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

I/We understand that you are not bound to accept any RFP bid you receive.

Yours sincerely

Authorized Signature,
(Name & Designation)

Encl: As above

Bidders Profile

Sl. No.	Description / Particulars	Bidder Details
1.	Name of the Bidder / Entity	M/s
2.	Legal Status of the Firm	(Proprietorship / Partnership / Private Ltd / Public Ltd)
3.	Registered Office Address	
4.	Name of the Authorized Signatory	
5.	Designation of Authorized Signatory	
6.	Have your firm/company is blacklisted by IREL or any Govt organization. If yes details to be provided	Yes/No
7.	Contact Details	Mobile No: Email ID:
8.	Permanent Account Number (PAN)	
9.	GST Registration Number	
10	Bank Account Details	Bank Name: Account No: IFSC Code:

11	Annual business turnover: An annual average turnover of the last three preceding financial years (i.e YYYY/YY , YYYY/YY & YYYY/YY).	
	Financial Year	Turnover (Rupees in lakhs)
12.	AMD/IBM Registration NO	In case of non availability, provide undertaking to supply the same within 7 days becoming eligible for lifting of the Sillimanite #.
13	Undertaking shall have to be submitted by party that during the execution of this contract they shall strictly comply with the provisions of Shanti Act 2025, rules and guideline thereunder as well as all applicable legal and social, environmental acts and compliances. (Yes/no)	
14	Any other relevant information	

DATE _____

Signature of Sole Proprietor/Managing
Partner / Director with Seal

PLACE _____

Incase of non-submission of the same within the stipulated time period then offer will be summarily rejected and the EMD amount will be forfeited.

Tentative Technical Specification of Sillimanite OR Grade

"OR" Sillimanite

i) Guaranteed:

Al_2O_3 : 58.0 % (Min)

ii) Typical Chemical Analysis:

Al_2O_3 : 58.3%

SiO_2 : 38.0%

ZrO_2 : 2.0%

TiO_2 : 0.3%

Fe_2O_3 : 0.4%

iii) Size Analysis (Typical):

Sieve Opening in Microns		Weight %
	+300	0.1
-300	212	8.9
-212	150	45.9
-150	106	38.3
-106	90	3
-90	75	3.4
	-75	0.4

UNDERTAKING REGARDING BLACKLISTING / NON – DEBARMENT

To,

General Manager – Technical & Marketing
IREL (India) Limited
Plot 1207, V S Marg,
ECTV, Prabhadevi,
Mumbai -400 028

We hereby confirm and declare that we, M/s -----, is not blacklisted/ De-registered/ debarred by any Government department/ Public Sector Undertaking/ Private Sector/ or any other agency for which we have Executed/ Undertaken the works/ Services during the last 5 years.

For -----

Authorised Signatory

Date:

EMD Declaration

I have furnished a sum of Rs. ...3,21,000...../- (Rupees Three Lakh Twenty One Thousand only) towards EMD vide NEFT/RTGS/DD/BG No..... dated.....

In case of MSE bidders(Except traders)

I have furnished a sum of Rs. ...1,60,500...../- (Rupees One Lakh Sixty Thousand Five Hundred) towards EMD vide NEFT/RTGS/DD/BG No..... dated.....

Place:

Signature of tenderer:

Full Address:

IREL Bank Details

Name of the Bank	HDFC Bank Limited, V S Marg, Opp. Siddhivinayak Temple, Prabhadevi, Mumbai – 400028
Account Type	Current Account
Account Number	00122320000135
IFSC Code	HDFC0000012

Details of payment receipt shall attach with bid documents.

ETHICS IN TENDERING & OTHER BUSINESS DEALINGS:

Dear Sir,

IREL (India) Limited, a Government of India undertaking under the administrative control of Department of Atomic Energy is doing its business as per the rules and regulation of the Public Sector Undertaking and other statutory agencies. The business is done in an ethical, rational & impartial manner with good corporate governance.

In our endeavour to be more transparent in our dealings and to support our ideology all **Vendors, Customers and Business Partners** are requested not to provide any gift and / or inducement to any of our employees for securing / being granted favour in dealings with our Company. In assurance of your commitment to the aforesaid, it will be highly appreciated if you fill up, sign and abide by the attached undertakings.

Report of any gifts and / or inducements sought by any employee of the company should be immediately reported to any one of the following:

Chairman & Managing Director IREL (India) Limited., 1207, V.S. Marg, Prabhadevi Mumbai 400 028. Ph: 022-24225778 Email:cmd@irel.co.in	Chief Vigilance Officer IREL (India) Limited., 1207, V.S. Marg, Prabhadevi Mumbai 400 028 Ph:022-24221068 Email:cvo@irel.co.in
--	---

We assure you that complaints if any made by you on the subject will be kept confidential and fair investigation will be conducted and appropriate action will be taken. Similarly, we expect your commitment to the undertaking and its violation will have consequences as per prevailing rule of the Company.

Thanking you,

For IREL (India) Limited
Name -----
Designation -----

Date

Declaration-cum-Undertaking for RFP Compliance

To,

General Manager - Technical) & Marketing
IREL (India) Limited
Plot 1207, V S Marg,
ECTV, Prabhadevi,
Mumbai -400 028

We hereby confirm and declare that we, M/s -----,

<Name of entity>, do hereby solemnly affirm, declare, and undertake as follows:

1. The entity is not convicted for any criminal offence involving moral turpitude / economic offences.
2. The entity is not applied multiple applications.
3. The entity is not blacklisted.
4. The entity shall compliance all terms and condition outlined in the RFP.
5. In case of not having IBM/AMD registration number, we undertake to provide the same with in 7 days of becoming eligible for offtake of Sillimanite as per RFP. Non submission of the same shall liable for rejection of bid and forfeiture of EMD.
6. Further we under take to obtain Mineral Dues Clearance Certificate (MDCC) from Department of Steel & Mines, Govt. of Odisha

For -----

Authorised Signatory

Date:

CHECKLIST OF DOCUMENTS TO BE PROVIDED BY THE BIDDER

Sl. No.	Document	Reference (Page No. of the Document Submitted)	Response (Yes/No)
1	Signed Copy of RFP Application including all addenda, corrigenda, and clarifications, if any	Annexure I, Page 12	
2	Commercial Offer/Price bid	Submitted as per format	
3	Bidder's Profile	Annexure II, Pages 13 to 14	
4	Pre-Qualification Documents in Support of:		
i	Business Registration - The firm is legally registered as a company, partnership, or sole proprietorship	Supporting document furnished, Refer Page 6	
ii	Average annual turnover of ₹ 1 Cr during the last 3 years ending with FY 2025-26. Rs50 lakhs for MSEs. Nil for Start ups.	Supporting document furnished, Refer Page 6	
iii	Valid to Consent to Operate	Supporting document to be provided, Refer Page 6	
iv	Blacklisting Undertaking	Annexure IV, Page 16	
5	EMD submission details	Annexure V, page 17	
6	Ethics in Tendering	Annexure -VI, page 18	
7	Declaration-cum-Undertaking for RFP Compliance	Annexure-VII, Page 19	