ORDER

G.O. No. 2/2/2016- 4IBII(1)

Subject: Haryana State Public Procurement Policy for MSMEs - 2016.

Enabling provisions have been made in the Micro, Small & Medium Enterprises (MSMEs) Development Act, 2006 for the Government to notify preferences and policies for Procurement of Goods & Services produced and supplied by Micro & Small Enterprises to the Govt. Departments/ Agencies from time to time in order to facilitate promotion and development of Micro & Small Enterprises. In this direction, the Ministry of Small Scale Industries, Govt. of India vide its order of dated 23.03.2012 has notified “Public Procurement Policy for Micro & Small Enterprises (MSEs) - 2012”

2. The matter regarding acceptance of GOI Public Procurement Policy for MSEs-2012 for its implementation in the State of Haryana was under consideration of the State Government. The matter was examined and it was observed that the manufacturing Micro & Small Enterprises (MSEs) with their manufacturing facilities based in Haryana (including Khadi & Village Industrial Units) needs to be offered a competitive protection, especially in terms of Tender Fee, Earnest Money Deposit, Performance Security, Past Performance/ Experience, Purchase Preference & Turnover imposed by the procuring Departments/ Govt. Agencies as part of its Qualifying Requirements, so that they become eligible to bid and compete. Further, it was also observed that the manufacturing (newly established/ making first entry into Public Procurement) Medium Enterprises with their manufacturing facilities based in Haryana needs to be offered a competitive protection in terms of Past Performance/ Experience & Purchase Preference imposed by the procuring Departments/ Govt. Agencies as part of its Qualifying Requirements to enable them to participate in Public Procurement.

3. Accordingly, it has been decided to extend special benefits/ concessions to the Haryana based Micro, Small & Medium Industrial Enterprises in the State Public Procurement as under:-

A. Concessions/ benefits to Micro & Small Enterprises (MSEs):-

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Area as part of Qualifying requirements</th>
<th>Concessions benefits allowed to MSEs</th>
<th>Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>i.</td>
<td>Tender Fee or Exemption on the payment of Tender Fee subject to fulfillment of conditions as per eligibility</td>
<td>Manufacturing Micro &amp; Small Enterprises (MSEs) (including Khadi &amp; village industries/ Units) who have filed Entrepreneur Memorandum in Haryana in respect of the quoted items, participate directly in tender and not through any intermediaries (their dealers/ agents/ distributors), will not subcontract to any other firm and to carry the entire manufacturing at their enterprise.</td>
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<tr>
<td>ii.</td>
<td>Earnest Money Deposit (EMD) Exemption on the payment of Earnest Money Deposit (EMD) subject to fulfillment of conditions as per eligibility</td>
<td>Concerned MSE will be required to submit the copy of Entrepreneurs Memorandum in respect of its category of Micro/ Small issued to the firm by the Industries Department Haryana as part of Technical Bid.</td>
<td></td>
</tr>
<tr>
<td>iii.</td>
<td>Performance Security 90% concession on Performance Security as applicable to other Haryana based firms subject to fulfillment of conditions as per eligibility</td>
<td></td>
<td></td>
</tr>
<tr>
<td>iv.</td>
<td>Turnover a. Micro Enterprises: Concession of 80% on Turnover condition imposed as qualifying criteria b. Small Enterprises: Concession of 70% on Turnover condition imposed as qualifying</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Area as part of Qualifying requirements</th>
<th>Concessions/ benefits allowed to Medium Enterprises</th>
<th>Eligibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>i.</td>
<td>Past Performance &amp; Experience</td>
<td>Exemption on Qualifying Requirement of Past Performance &amp; Experience as part of Qualifying Requirements of the tender subject to fulfillment of conditions as per eligibility.</td>
<td>Manufacturing Medium Enterprises of the State that have filed Entrepreneur Memorandum for quoted items in Haryana. Participate directly in tender and not through any intermediaries (their dealers/ agents/ distributors), and will not subcontract to any other firm and to carry the entire manufacturing at their enterprise. This concession will be applicable only for one year to newly registered Medium Enterprises or Medium Enterprises of State who are not eligible in State Public Procurement due to eligibility criteria of past performance &amp; Experience. The firm will be required to submit the detailed information in respect of above through an affidavit as per the format enclosed as Annexure-II.</td>
</tr>
<tr>
<td>ii.</td>
<td>Purchase Preference</td>
<td>10% of the total tendered quantity provided quoting price within band of L-1+15% by bringing down their price to L-1 and subject to condition that it agrees to fulfillment of other terms &amp; conditions of the tender and further subject to fulfillment of conditions as per eligibility.</td>
<td></td>
</tr>
</tbody>
</table>

B. Concessions/ benefits to Medium Enterprises:-

4. The apportionment/ distribution of tendered quantity after negotiations based on the existing instructions and Purchase Preference allowed to MSMEs as above may have different scenarios. The general guidelines for the apportionment of tendered quantity to firms other than MSMEs, MSEs & MEs will be as under:-

i. Purchase Preference to MSMEs will not be applicable if the tendered quantity is only one.

ii. Purchase Preference for Medium Enterprises (MEs) will only be allowed on the quantities in multiple of 10 say 10, 20, 30 and so on. The quantity less than 10 or in between multiple of 10, 20, 30 will not be considered for Purchase Preference to MEs.
iii. Negotiations will be held only with L1+5% firms. MSMEs as per above instructions within the price range of L1+15% will be counter offered to match the finally arrived L1 rate. In case, MSMEs within L1+15% range refuse to match the finally arrived L1 rate than the entire 60% (50% for MSe and 10% for MEs) of purchase preference will be transferred to L1+5% category firms.

iv. In case, no Micro & Small Enterprises (MSEs) and Medium Enterprises (MEs) as per the eligibility criteria specified in the above instructions are within L1+15% range, the entire 100% tendered quantity will be distributed as per the existing guidelines.

v. In case, there are no Micro & Small Enterprises (MSEs) within L1+15% range, the Purchase Preference Quota of 50% of MSEs will stand transferred to open category making it from 40% to 90%.

vi. In case there are no Medium Enterprises (MEs) within L1+15% range, the Purchase Preference Quota of 10% of MEs will stand transferred to open category making it from 40% to 50%.

vii. In case, no MSMEs is within L1+5% range and there is one MSE & one ME in L1+15% range and further agree to match the arrived L1 rate, the quantity distribution will be upto 40% for firm other then MSME, upto 50% for MSE and upto 10% for ME and so on.

viii. In case, there are MSMEs (both or either MSEs and MEs) within L1+5% range and there are MSEs & MEs in L1+15% range. Negotiations will be carried out with all firms within L1+5% as per the existing guidelines to arrive at finally arrived L1 rate. The finally arrived firm can be - any other firm /MSE/ME or any/ more of these - other firm/MSE/ME matches the finally arrived price; in such a situation, apportionment will be done as per the existing instructions of ratio of 70:30 or 50:25:25 & so on. Thereafter, offer will be given to MSE and MEs within L+15% range to match the finally arrived L1 rate and if they agree to match the arrived L1 rate, the apportionment of quantity will have many scenarios for the distribution of tendered quantities. Some of the scenarios and sub-scenarios of quantity apportionment may be as per Annexure-'III' enclosed with this notification. However, there can be many more scenarios depending upon the number of MSMEs within price range of L1 +5% and L1+15%.

The above instructions will supersede the instructions as issued vide Industries & Commerce Department Haryana Order No.2/2/2010-4I IB II of dated 24.03.2015 related to concessions/ benefits to Haryana based Micro & Small Enterprises (MSEs) including Khadi & Village Industrial Units.

This issues with the concurrence of Finance Department conveyed vide their U.O. No. 1/48/2016-4FD III/27758 of dated 03.10.2016.

The above instructions may be brought to the notice of all concerned and shall be applicable to all the tenders floated/ invited after issue of these instructions.


Devender Singh
Principal Secretary to Government Haryana, Industries & Commerce Department

Endst. No.2/2/2016-4I-B II(1)/ Dated: 20/10/2016

A copy of the above is forwarded to the following for information and necessary action:-

1. All the Administrative Secretaries to Government of Haryana.
2. All the Heads of Departments, Govt. of Haryana.
3. All the MDs/ CEOs of Boards/ Corporations/ Federations in the State of Haryana.
4. All the Divisional Commissioners in the State of Haryana.
5. All Deputy Commissioner in the State of Haryana.
6. Registrar, Punjab & Haryana High Court.

Raj Singh
Superintendent Industries-II,
For Principal Secretary to Government Haryana, Industries & Commerce Department
Endst. No.2/2/2016-4I B II(1)/
A copy of the above is forwarded to the following for information and necessary action:
1. Director, Supplies & Disposals, Haryana, Panchkula.
2. Principal Accountant General (Audit), Haryana, Sector-33, Chandigarh.

Dated: 20/10/2016

RanSingh
Superintendent Industries-II,
For Principal Secretary to Government Haryana,
Industries & Commerce Department

Endst. No.2/2/2016-4I B II(1)/
A copy of the above is forwarded to the Controller, Printing & Stationery Department, Haryana, Chandigarh with the request that above notification may be published in Haryana Govt. Gazette Ordinary immediately and 50 copies thereof be supplied to this department.

Dated: 20/10/2016

RanSingh
Superintendent Industries-II,
For Principal Secretary to Government Haryana,
Industries & Commerce Department

U.O. No.2/2/2016-4I B II(1)/
A copy of the above is forwarded to Spl. Private Secretaries/ Private Secretaries to Minister of Industries & Commerce Haryana for information please.

Dated: 20/10/2016

RanSingh
Superintendent Industries-II,
For Principal Secretary to Government Haryana,
Industries & Commerce Department

To,
Spl. Private Secretaries/ Private Secretaries to Minister of Industries & Commerce Haryana

U.O. No.2/2/2016-4I B II(1)/
A copy of the above is forwarded to Administrative Secretary to Government Haryana, Finance Department for information with reference to his U.O. No. 1/48/2016-4FD III/27758 of dated 03.10.2016.

Dated: 20/10/2016

RanSingh
Superintendent Industries-II,
For Principal Secretary to Government Haryana,
Industries & Commerce Department

To,
Administrative Secretary to Government Haryana,
Finance Department

U.O. No.2/2/2016-4I B II(1)/
A copy of the above is forwarded to Sr. Spl. Private Secretaries/ Spl. Private Secretaries to the Chief Minister/ Ministers for their kind information.

Dated: 20/10/2016

RanSingh
Superintendent Industries-II,
For Principal Secretary to Government Haryana,
Industries & Commerce Department

To,
Sr. Spl. Private Secretaries/ Spl. Private Secretaries/
Private Secretaries to the Chief Minister/ Ministers

U.O. No.2/2/2016-4I B II(1)/

Dated: 20/10/2016
Annexure 'I'

Format of Affidavit

(Seeking benefits/ concessions in Past performance/ Experience & Purchase Preference by Haryana based manufacturing Micro & Small Enterprises (MSEs) in the State Public Procurement)

(On non judicial paper of Rs. 10/- )

I ____________________________ S/o ____________________________ aged ____________________________ residing at ____________________________

M/s ____________________________ do hereby solemnly affirm and declare that:-

1. My/our above noted enterprise M/s ____________________________ (Name & Address) ____________________________ has been issued Manufacturing Entrepreneurs Memorandum in Haryana by the District Industries Centre ____________________________ under acknowledgement No. ____________________________ of dated ____________________________

(Self Certified Copy of the same is attached as Annexure 'A' with this affidavit) and has been issued for manufacture of the following items in category Micro / Small Enterprise (please tick the either) as under:-

i. ____________________________

ii. ____________________________

iii. ____________________________

2. That the quoted item(s) in the tender ____________________________ is one (or more) of the item for which my/our above noted enterprise has been issued Manufacturing Entrepreneurs Memorandum by the Industry Department Haryana as per details at para 1 above.

3. That my/our above mentioned manufacturing Micro/ Small Enterprises fulfils either or both of the below mentioned eligibility criteria:

   i. That my/our above mentioned enterprise has been issued quality certification of ISI Mark/ ISO/ Ag. Mark/ any other quality mark ____________________________ (please tick either of the option) by ____________________________ (name of GOI/ State Govt. Agency/ Institution authorized by GOI/ State Govt.) on ____________________________ and the same is valid from ____________________________ to ____________________________ in respect of item/ good (give name of item/good) ____________________________ mentioned in the tender (Self Certified Copy of the relevant certificate is attached as Annexure 'A' with this affidavit)

      OR/AND

   ii. That my/our above mentioned enterprises has been registered with DGS&D, GOI/ NSIC/ Govt. of India Departments/ State Govt. Department/ Govt. of India Public Sector Undertakings (PSUs) or State Government Public Sector Undertakings (PSUs) (Please tick one of the option as above) in respect of Name of item/ goods/ work/ services ____________________________ (Name) as mentioned in the tender for the corresponding period of time of this tender. A self certified Copy of the same attached as Annexure 'B' with this affidavit

4. That in case the Purchase Order of the quoted item is issued to me/us, it will not be outsourced or subcontracted to any other firm and the entire manufacturing of the order item shall be done in-house by our Enterprise based in Haryana (address mentioned as at Sr.No.1). Further, the billing will be done from Haryana.

Dated: ____________________________

DEPONENT

VERIFICATION:

Verified that the contents of para no. 1 to 4 of the above are true and correct to my knowledge as per the official record and nothing has been concealed there in.

Dated: ____________________________

DEPONENT
Government of Haryana  
Department of Industries & Commerce

Annexure 'II'

Format of Affidavit
(For seeking the benefits/concessions by Haryana based manufacturing Medium Enterprises in Past Performance/ Experience & Purchase Preference in the State Public Procurement)

(On non judicial paper of Rs. 10/- )

I _____________________________ S/o _____________________________ aged ___________ residing at _____________________________ Proprietor/ Partner/ Director of _____________________________

M/s _____________________________ do hereby solemnly affirm and declare that:-

1. My/our above noted enterprise M/s _____________________________ (Name and Complete address) has been issued Manufacturing Entrepreneurs Memorandum in Haryana by the District industries Centre _____________________________ under acknowledgement No. _____________________________ of dated _____________________________ (Self Certified Copy of the same be attached as Annexure 'A' with this affidavit) and has been issued for manufacture of the following items in category Medium Enterprise as under:-
   i. _____________________________
   ii. _____________________________
   iii. _____________________________
   iv. _____________________________

2. That my/our above mentioned manufacturing Medium Enterprises meet all the remaining terms & conditions of the tender except Past Performance/ Past Experience.

3. That my first purchase order under this benefit/concession was issued by State Government Department/ State Government Agency (name of Deptt./Agency) _____________________________ vide P.O. No. _____________________________ of dated _____________________________ for the supply of _____________________________ (name of the item/ good/ work/ services) was successfully complied by above mentioned Enterprises. A self certified Copy of the same is attached as Annexure 'B' with this affidavit.

4. That in case the Purchase Order of the quoted item is issued to me/us, it will not be outsourced or subcontracted to any other firm and the entire manufacturing of the order item shall be done in-house by our Enterprise based in Haryana, (address mentioned as at Sr.No.1).

5. That we agree to the condition that this benefit/concession to the Medium enterprises is valid for one year from the date of getting the first supply order under State Public Procurement.

6. That the billing will be done from Haryana.

Dated: _____________________________ DEPONENT

VERIFICATION:

Verified that the contents of para no. 1 to 6 of the above are true and correct to my knowledge as per the official record and nothing has been concealed there in.

Dated: _____________________________ DEPONENT
### Various possible scenarios during negotiations/apportionment of quantities in view of implementation of MSMEs Public Procurement Policy in the State:

<table>
<thead>
<tr>
<th>S. No.</th>
<th>Scenario</th>
<th>Sub scenario/Negotiations</th>
<th>Sub-sub scenario</th>
<th>Apportionment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>When no Micro &amp; Small Enterprises (MSEs) or Medium Enterprises (MEs) (Purchase Preference Enterprises) have submitted their bids in the tender</td>
<td></td>
<td>Negotiations shall be done as per the exiting provisions</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>When L1+5% have MSEs (Purchase Preference) options in addition to firms other than MSEs and L1+15% have no MSEs (Purchase Preference) options:</td>
<td>When one or more MSEs is within L1+5% (evaluated rates) and no MSEs</td>
<td>(i) In case, MSE is finally arrived L1, then it will be entitled 100% of the tendered quantity (40% of unreserved category + 50% for MSEs + 10% for MEs)</td>
<td>100% of quantity allotment to MSE</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(ii) In case, one MSE matches the finally arrived L1 (other than MSE), it will be eligible for 70:30 ratio of the tendered quantity out of 50 % (40% reserved for non purchase preference quota + 10% full quota for MSEs ) and further will be entitled for full 50% reserved quota for MSEs</td>
<td>35% quantity allotment to Firm other than MSE and 65% quantity allotment to MSE</td>
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<td></td>
<td></td>
<td>(iii) In case, more than one MSEs (say two) matches the finally arrived L1 rate (other than MSE), both will be eligible for 50 (non MSE) :25(MSE1):25(MSE2) ratio of the tendered quantity out of 50 % (40% reserved for non purchase preference quota + 10% full quota for MEs ) and further will be entitled for half of 50% reserved quota for MSEs and so on</td>
<td>25% quantity allotment to Firm other than MSE and 37.5% quantity allotment each to MSE1 and MSE2 respectively</td>
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<td></td>
<td></td>
<td>When one or more MEs is within L1+5% (evaluated rates) and no Micro &amp; Small Enterprises (MSEs)(Purchase Preference) have submitted its bids or are beyond L1+15% range: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.</td>
<td>(i) In case, ME is finally arrived L1, it will be entitled 100% of the tendered quantity (40% of unreserved category + 50% for MSEs + 10% for MEs)</td>
<td>100% of quantity allotment to ME</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(ii) In case, one ME matches the finally arrived L1 (other than ME), it will be eligible for 70:30 ratio of the tendered quantity out of 50% (40% reserved for non purchase preference quota and 50% reserved quota for MSEs) and further will be entitled for full 10% quota for MEs</td>
<td>60% quantity allotment to Firm other than MSE and 40% quantity allotment to ME</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>(iii) In case, more than one MEs (say two) matches the finally arrived L1 rate (other than ME), both will be eligible for 50 (Non MSE):25(ME1):25(ME2) ratio of the tendered quantity out of 90% (40% reserved for non purchase preference quota and 50% reserved quota for MEs)</td>
<td>45% quantity allotment to Firm other than MSE and 27.5% quantity allotment each to ME1 and ME2 respectively</td>
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<td></td>
<td></td>
<td>When one or more MSEs and MEs is within L1+5% (evaluated rates and no MSEs/MEs are within L1 + 15 % (evaluated range) Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as</td>
<td>(i) In case, one MSE is finally arrived L1, it will be entitled 90% of the tendered quantity (40% of unreserved category + 50% for MSEs and the one ME will be entitled for 10% of the tendered quantity subject to condition that it accept the counter offer of finally arrived L1.</td>
<td>90% quantity allotment to MSE and 10% quantity allotment to ME</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(ii) In case, one ME is finally arrived L1, it will be entitled 50% of the</td>
<td>50% quantity allotment to ME and 50% quantity allotment to MSE</td>
</tr>
</tbody>
</table>

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**Note:** The table above outlines various scenarios for negotiations and apportionment of quantities in the context of MSMEs Public Procurement Policy in Haryana, detailing how quantities are allocated based on the final tendered quantities and the eligible criteria for MSEs and MEs.
<table>
<thead>
<tr>
<th>When L1+5% have no MSMEs Purchase Preference options and L1+15% have MSMEs Purchase Preference options:</th>
<th>When no MSEs/MEs is within L1+5% (evaluated rates) but one or more MSEs/MEs are within L1+15%: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.</th>
</tr>
</thead>
<tbody>
<tr>
<td>per the exiting instructions to arrive at finally discovered price L1.</td>
<td>tendered quantity (40% of unreserved category +10% for MEs) and the one SME subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 50% of the tendered quantity.</td>
</tr>
<tr>
<td>(iii) In one case, one MSE matches the finally arrived L1 (firm other than MSE &amp; ME), it will be eligible for 70:30 ration (30% share for MSE) of the tendered quantity out of 40% (reserved for non purchase preference quota) + 50% reserved quota for MSEs and one ME subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 10% of tendered quantity.</td>
<td>30% of tendered quantity to firm other than MSME, 60% quantity allotment to MSE and 10% quantity allotment to ME.</td>
</tr>
<tr>
<td>(iv) In case, one ME matches the finally arrived L1 (from firm other than MSE &amp; ME), it will be eligible for 70:30 ration (30% share for ME) of the tendered quantity out of 40% non purchase preference quota and further 10% reserved quota for MEs and the one MSE subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 50% of the tendered quantity.</td>
<td>30% of tendered quantity to firm other than MSME, 50% quantity allotment to MSE and 20% quantity allotment to ME.</td>
</tr>
<tr>
<td>(v) In case, more than one MSEs or MEs (say two no) matches the finally arrived L1 rate (from firm other than MSE &amp; ME), both will be eligible as per the rational given above in (iii) and (iv).</td>
<td>20% of tendered quantity to firm other than MSME, 30% quantity allotment to MSE, 20% quantity allotment to ME1 and 10% quantity allotment to ME2.</td>
</tr>
<tr>
<td>Offer will be given to MSE1, MSE2, ME1 and ME2 to match the L1 rate.</td>
<td>50% of tendered quantity to firm other than MSME (40% unreserved share + 10% ME share) and 50% quantity allotment to MSE1</td>
</tr>
<tr>
<td>(i) In case, MSE1 matches the L1 rate &amp; ME2, ME1 &amp; ME2 do not agree to it, than the entire 50% of the tendered quantity will be offered to MSE1.</td>
<td>50% of tendered quantity to firm other than MSME (40% unreserved share + 10% ME share) and 25% each quantity allotment to ME1 and MSE2</td>
</tr>
<tr>
<td>(ii) In case, MSE2 also matches the L1 rate but ME1 &amp; ME2 do not agree to the same, than the 50% of tendered quantity available as Purchase Preference to MSEs shall be equally distributed amongst the two MSEs and so on.</td>
<td>90% of tendered quantity to firm other than MSME (40% unreserved share + 50% ME share) and 10% quantity allotment to ME1</td>
</tr>
<tr>
<td>(iii) In case, ME1 matches the L1 rate and MSE1, MSE2 &amp; ME2 do not agree to the same, than the entire 10% of the tendered quantity will be offered to ME1.</td>
<td>90% of tendered quantity to firm other than MSME (40% unreserved share + 50% ME share) and 05% each quantity allotment to ME1 &amp; ME2</td>
</tr>
<tr>
<td>(iv) In case, ME2 also matches the L1 rate and MSE1 &amp; MSE2 do not agree to the same, than the 10% of tendered quantity available as Purchase Preference to MEs shall be equally distributed amongst the two MEs and so on.</td>
<td>40% of tendered quantity to firm other than MSME (40% unreserved share), 50% quantity allotment to MSE1 and 10% quantity allotment to ME1.</td>
</tr>
<tr>
<td>(v) In case, one MSE1 and one ME1 matches the L1 rate and MSE2 &amp; ME2 do not agree to the same, than the entire 50% of the tendered quantity will be offered to MSE1 and the entire 10% of tendered quantity will be offered to ME1.</td>
<td>40% of tendered quantity to firm other than MSME (40% unreserved share), 25% each quantity</td>
</tr>
<tr>
<td>(vi) In case, MSE1, MSE2 and one ME1 matches the L1 rate and ME2 do not agree to the same, than the entire</td>
<td></td>
</tr>
</tbody>
</table>
| A1: When one or more MSMEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: | Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.

(i) In case, either of MSE3/MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it.

(ii) In case, MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.

(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.

(iv) In case, ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.

(v) In case, MSE3 & ME3 matches the L1 rate & MSE4, ME4 do not agree to it.

(vi) In case, MSE3, MSE4 & ME3, ME4 matches the L1 rate |

Let as assume that MSE1 is the finally arrived L1 |

A2: When one or more MSMEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.

Let as assume that MSE1 matches the finally arrived L1 (other than MSME) |

| A3: When one or more MSMEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: | Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.

(i) In case, either of MSE3/MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it.

(ii) In case, MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.

(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.

(iv) In case, ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.

(v) In case, MSE3 & ME3 matches the L1 rate & MSE4, ME4 do not agree to it.

(vi) In case, MSE3, MSE4 & ME3, ME4 matches the L1 rate |

50% of the tendered quantity will be offered equally to MSE1 & MSE2 and the entire 10% of tendered quantity will be offered to ME1 |

5% of tendered quantity to MSE1, 25% of tendered quantity to either of MSE3/MSE4 |

40% of tendered quantity to firm other than MSME (40% unreserved share), 25% each quantity allotment to MSE1 & MSE2 and 05% each quantity allotment to ME1 & ME2 |

75% of tendered quantity to MSE1 and 25% of tendered quantity to either of MSE3/MSE4 |

5% of tendered quantity to MSE1, 12.5% each of tendered quantity to MSE1 and MSE4 |

90% of tendered quantity to MSE1 and 10% of tendered quantity to ME3/ME4 |

90% of tendered quantity to MSE1 and 05% each of tendered quantity to ME3/ME4 |

65% of tendered quantity to MSE1, 25% of tendered quantity to MSE3 and 10% of tendered quantity to ME3 |

56% of tendered quantity to MSE1, 17% each of tendered quantity to MSE3 & MSE4 and 05% each of tendered quantity to ME3 & ME4 |

35% of tendered quantity to firm other than MSME, 40% of tendered quantity to MSE1 and 25% of tendered quantity to either of MSE3/MSE4 |

35% of tendered quantity to firm other than MSME, 31% of tendered quantity to MSE1 and 17% each of tendered quantity to MSE3 & MSE4 |

28% of tendered quantity to firm other than MSME, 62% of tendered quantity to MSE1 and 10% each of tendered quantity to either of ME3/ME4 |

28% of tendered quantity to firm other than MSME, 62% of tendered quantity to MSE1 and 05% each of tendered quantity to ME3 & ME4 respectively |

28% of tendered quantity to firm other than MSME, 37% of tendered quantity to MSE1, 25% of tendered quantity to either of MSE3/MSE4, and 10% of tendered quantity to either of ME3/ME4 |

28% of tendered quantity to firm other than MSME, 28% of tendered quantity to MSE1, 17% each of tendered quantity to MSE3 & MSE4, and 05% each of tendered quantity to ME3 & ME4 |

25% of tendered quantity to firm other than MSME, 28% of tendered quantity to MSE1, 17% each of tendered quantity to MSE3 & MSE4, and 05% each of tendered quantity to ME3 & ME4 |
Government of Haryana  
Department of Industries & Commerce

<table>
<thead>
<tr>
<th>B1: When one or more MSEs (say ME1, ME2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: negotations will be carried out with L1, L2, L3, firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. Let as assume that ME1 is the finally arrived L1</th>
</tr>
</thead>
<tbody>
<tr>
<td>and ME2 (within L1+15% range) to match the L1 rate. (i) In case, either of MSE3/MSE4 matches the L1 rate &amp; MSE4/MSE3, ME3, ME4 do not agree to it. (ii) In case, MSE3 &amp; MSE4 matches the L1 rate and ME3, ME4 do not agree to it. (iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 &amp; ME4/ME3 do not agree to it. (iv) In case, ME3 &amp; ME4 matches the L1 rate and MSE3, MSE4 do not agree to it. (v) In case, either of MSE3/MSE4 &amp; either of ME3/ME4 matches the L1 rate &amp; further either of MSE3/MSE4 &amp; ME3/ME4 do not agree to it. (vi) In case, MSE3, MSE4 &amp; ME3/ME4 matches the L1 rate. Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate. (i) In case, either of MSE3/MSE4 matches the L1 rate &amp; MSE4/MSE3, ME3, ME4 do not agree to it. (ii) In case, both MSE3 &amp; MSE4 matches the L1 rate and ME3, ME4 do not agree to it. (iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 &amp; ME4/ME3 do not agree to it. (iv) In case, both ME3 &amp; ME4 matches the L1 rate and MSE3, MSE4 do not agree to it. (v) In case, either of MSE3/MSE4 &amp; either of ME3/ME4 matches the L1 rate &amp; further either of MSE3/MSE4 &amp; ME3/ME4 do not agree to it. (vi) In case, MSE3, MSE4 &amp; ME3/ME4 matches the L1 rate. Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate. (i) In case, either of MSE3/MSE4 matches the L1 rate &amp; MSE4/MSE3, ME3, ME4 do not agree to it. (ii) In case, both MSE3 &amp; MSE4 matches the L1 rate and ME3, ME4 do not agree to it. (iii) In case, either of ME3/ME4 matches the L1 rate.</td>
</tr>
<tr>
<td>B2: When one or more MEs (say ME1, ME2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: negotations will be carried out with L1, L2, L3, firms with the 5% price range as</td>
</tr>
<tr>
<td>other than MSE, 29.5% each of tendered quantity to MSE1 &amp; MSE2 and 16% of tendered quantity to either of MSE3/MSE4</td>
</tr>
<tr>
<td>25% of tendered quantity to firm other than MSE, 25% each of tendered quantity to MSE1 &amp; MSE2 and 12.5% each of tendered quantity to MSE3 &amp; MSE4 respectively</td>
</tr>
<tr>
<td>20% of tendered quantity to firm other than MSE, 35% each of tendered quantity to MSE1 &amp; MSE2 and 10% of tendered quantity to either of ME3/ME4</td>
</tr>
<tr>
<td>20% of tendered quantity to firm other than MSE, 27% each of tendered quantity to MSE1 &amp; MSE2, 16% of tendered quantity to either of MSE3/MSE4, and 10% of tendered quantity to either of ME3/ME4</td>
</tr>
<tr>
<td>20% of tendered quantity to firm other than MSE, 22.5% each of tendered quantity to MSE1 &amp; MSE2, 12.5% each of tendered quantity to MSE3 &amp; MSE4, and 95% each of tendered quantity to ME3 &amp; ME4</td>
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<table>
<thead>
<tr>
<th>Condition</th>
<th>Outcome</th>
</tr>
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<tbody>
<tr>
<td>(i) In case, either of MSE3/MSE4 &amp; either of ME3/ME4 matches the L1 rate &amp; further either of MSE4/MSE3 &amp; ME4/ME3 do not agree to it.</td>
<td>28% of tendered quantity to firm other than MSE3, 17% of tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
<tr>
<td>(ii) In case, both MSE3 &amp; ME4 matches the L1 rate and MSE3, ME4 do not agree to it.</td>
<td>28% of tendered quantity to firm other than MSE3, 16% of tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
<tr>
<td>(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, ME4 do not agree to it.</td>
<td>20% of tendered quantity to firm other than MSE3, 15% of the tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
<tr>
<td>(iv) In case, both MSE3 &amp; ME4 matches the L1 rate and MSE3, ME4 do not agree to it.</td>
<td>20% of tendered quantity to firm other than MSE3, 15% of the tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
<tr>
<td>(v) In case, either of MSE3/MSE4 &amp; either of ME3/ME4 matches the L1 rate &amp; further either of MSE4/MSE3 &amp; ME4/ME3 do not agree to it.</td>
<td>17% of tendered quantity to firm other than MSE3, 16% of tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
<tr>
<td>(vi) In case, MSE3, MSE4 &amp; ME3/ME4 matches the L1 rate.</td>
<td>16% of tendered quantity to firm other than MSE3, 15% of the tendered quantity to firm of MSE4 and 0% of tendered quantity to firm of MSE3/MSE4 and ME4</td>
</tr>
</tbody>
</table>

C1(I) : When one or more MSMEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3, MSE4) are within L1+5% range.:

- Offer will be given to MSE3, MSE4, MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.
- In case, MSE3 & ME4 matches the L1 rate & MSE4/MSE3 & ME4/ME3 do not agree to it.
- In case, both MSE3 & ME4 matches the L1 rate and MSE3, ME4 do not agree to it.
- In case, either of ME3/ME4 matches the L1 rate and MSE3, ME4 do not agree to it.
- In case, both ME3 & ME4 matches the L1 rate and MSE3, ME4 do not agree to it.
- In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it.

65% of tendered quantity to MSE4, 25% each of tendered quantity to MSE3 & ME4 and 0% of tendered quantity to either of MSE3/MSE4 and ME4.  
90% of tendered quantity to MSE1, 0% of tendered quantity to either of MSE3/ME4 and 0% of tendered quantity to ME1.
**Government of Haryana**

**Department of Industries & Commerce**

<table>
<thead>
<tr>
<th>Let as assume that one MSE1 and one MSE1 are there in L1+5% range and MSE1 is finally arrived L1</th>
<th>matches the L1 rate and MSE3, MSE4 do not agree to it.</th>
</tr>
</thead>
<tbody>
<tr>
<td>(v) in case, ME1 and either of MSE3/MSE4 &amp; either of ME3/ME4 matches the L1 rate &amp; further either of MSE4/MSE3 &amp; ME4/ME3 do not agree to it</td>
<td>03% each of tendered quantity to ME3 &amp; ME4 and 04% of tendered quantity to ME1</td>
</tr>
<tr>
<td>(vi) in case, ME1 and MSE3, MSE4 &amp; ME3, ME4 matches the L1 rate</td>
<td>65% of tendered quantity to MSE1, 25% of tendered quantity to either of MSE3/MSE4, 09% of tendered quantity to ME1 and 05% of tendered quantity to either of ME3/ME4</td>
</tr>
</tbody>
</table>

Depending upon the various options as mentioned, apportionment will be done accordingly.

| C1(ii) | When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3, MSE4)/MEs (ME3, ME4) are within L1+15% range: Negotiations will be carried out with L1, L2, L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. Let as assume that one MSE1 and one ME1 are there in L1+5% range and MSE1 is matches the finally arrived L1 |
| C2(ii) | When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3, MSE4)/MEs (ME3, ME4) are within L1+15% range: Negotiations will be carried out with L1, L2, L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. Let as assume that one MSE1 and one ME1 are there in L1+5% range and ME1 is finally arrived L1 |
| C2(ii) | When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3, MSE4)/MEs (ME3, ME4) are within L1+15% range: Negotiations will be carried out with L1, L2, L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. Let as assume that one MSE1 and one ME1 are there in L1+5% range and MSE1 is matches the finally arrived L1 |

Depending upon the various options as mentioned, apportionment will be done accordingly.

| C3(ii) | When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSMEs (MSE3, MSE4)/MEs (ME3, ME4) are within L1+15% range: Negotiations will be carried out with L1, L2, L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. Let as assume that one MSE1 and one ME1 are there in L1+5% range and both MSE1 and ME1 matches the finally arrived L1 |

Depending upon the various options as mentioned, apportionment will be done accordingly.

**AND SO ON**

Principal Secretary to Government Haryana, Industries & Commerce Department