

Relaxations available to Startups

Para No.	Provisions
1.1	<p>The definition of “Startup” shall be as per Gazette Notification G.S.R. 127(E) dated 19.02.2019 (as amended) of Govt of India.</p> <p>As per aforesaid Gazette Notification, the Department of Promotion of Industry and Internal Trade, Ministry of Commerce and Industry has defined Startups as under:</p> <p><i>“An entity shall be considered as a Startup:</i></p> <p><i>(i) Upto a period of ten years from the date of incorporation/ registration, if it is incorporated as a private limited company (as defined in the Companies Act, 2013) or registered as a partnership firm (registered under section 59 of the Partnership Act, 1932) or a limited liability partnership (under the Limited Liability Partnership Act, 2008) in India.</i></p> <p><i>(ii) Turnover of the entity for any of the financial years since incorporation/ registration has not exceeded one hundred crore rupees.</i></p> <p><i>(iii) Entity is working towards innovation, development or improvement of products or processes or services, or if it is a scalable business model with a high potential of employment generation or wealth creation.</i></p> <p><i>Provided that an entity formed by splitting up or reconstruction of an existing business shall not be considered a ‘Startup’.”</i></p>
1.2	<p>Relaxations from ‘Prior Experience Criteria’ and ‘Criteria to ascertain Financial capability’ (as applicable) for Start-ups shall be provided in all the tenders, except in following cases:</p> <p>(i) LSTK Contracts</p> <p>(ii) Tenders wherein QCBS/LCS shall be adopted as per policy guidelines.</p> <p>(iii) Items/services falling under the category related to public safety, health, critical security operations and equipments etc.</p> <p>(iv) Service contracts in connection with offshore operations.</p>
1.3	<p>For availing above relaxations, Start-ups are required to submit the following documents:</p> <p>(i) Registration Certificate issued by Department for Promotion of Industry and Internal Trade (DPIIT), earlier known as Department of Industrial Policy and Promotion (DIPP), Ministry of Commerce, certified by Start-up Director/Partner.</p> <p>(ii) A declaration from the Directors/Partner of the start-up stating that bid is submitted by Start-up as Manufacturer of the quoted item (in case of procurement of Goods)/ Provider of quoted services (in case of procurement of services) and not as a trader/dealer/distributor.</p>
1.4	<p>In case Start-up does not meet the Experience Criteria as per BEC, Start-up can submit their proposal separately, and not against the instant tender requirement, for Development Order to Head INDEG, Oil and Natural Gas Corporation Ltd, Deendayal Urja Bhawan, 5-A Nelson Mandela Marg, Vasant Kunj, New Delhi –</p>

	<p>110070, about its product/services along with the documents as mentioned at para 1.3. Development order procedure as uploaded in ONGC Tender website (www.tenders.ongc.co.in) shall be followed in this regard.</p> <p>Further, in case start-up wants to offer their product/service even though ONGC has not floated any tender for the same, but the material/service is being regularly required by ONGC, Start-ups can submit their proposal requesting for Development Order, for a particular item or Services to Head INDEG, ONGC. After examining the proposal of the Start-up, by following the similar process as per development order procedure, development order may be awarded.</p>
1.5	<p>Start-ups shall be considered as established source for supply of such items/providing such services, for which they have successfully executed development order and they will not be required to submit documents for satisfying experience criteria as per BEC except for the cases as mentioned under para 1.2 above. For the cases as mentioned under para 1.2 above, Start-up, even after successful execution of development order, shall be required to meet experience requirement as stipulated in tender in full and no relaxation from 'Prior experience Criteria' will be provided.</p>