



# BHILAI STEEL PLANT

## Notesheet Approval

Notification : 500381964

Created On : 17.01.2026

Note Sheet No : No.:

Subject : CENTRALISED PROCUREMENT OF FERRO-NIOBIUM, FOR 3 YEARS PERIOD JUL'23 TO JUN'26.

17.01.2026 15:42:40 E7 301572 YESHJEET SINGH B002115 GM(PURCHASE)

SUB: CENTRALISED PROCUREMENT OF FERRO-NIOBIUM, FOR 3 YEARS PERIOD JUL'23 TO JUN'26.

REF: Minutes of Sourcing Team Members signed by rotation.

### 1) Details of RFQ at a glance:

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Plants covered: BSP, BSL, RSP, DSP, SSP & ISP

Annual Projected requirement: 720 MT of Ferro Niobium

Coverage period: 03 years

Tentative requirement: 2160 MT for 3 years

Estimated value(3 years): Rs.509.57 crore Approx.

Mode of tender: Global

EMD amount: Bid Security Declaration to be submitted

Price discovery cycle: Price discovery through Sealed Price Bids/ RA on six monthly basis for actual quantity required. Before every price discovery cycle, tender to be uploaded for participation of additional vendors.

### 2) Recommendation of Sourcing Team for the 5th cycle:

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Draft RFQ with changed quantity for procurement of Ferro-Niobium for procurement in 5th Cycle of present tender was forwarded to all the ST members for perusal and suggestions. Meeting of ST members was called on 08.01.2026 through VC after deliberations and the Draft RFQ was discussed.

ST members after deliberations and considering all the aspects, recommended as under:

a) Requirement as informed by each plant for 6 months is BSP: 100 MT, RSP: NIL, BSL: 80 MT, ISP: 60 MT, DSP: NIL, and SSP: NIL; Total 240 MT (Rounded off to nearest container load 20 MT for 20ft GP container).

b) Committee noted that Techno-commercial bids of all 03 known sources namely M/s CBMM Asia PTE Ltd., Singapore, M/s Innovation Worldwide DMCC, Dubai, UAE (Representing M/s Niobic Canada) and M/s MM Ceramics & Ferro Alloys, India, received against the RFQ (1st cycle) are valid for 36 months from first cycle i.e. Aug'23.

c) For provision for entry of new vendors as per PCP, same RFQ, with changed quantity and draft RFQ to be uploaded, as per instant guidelines.

Total value for procurement of 240 MT of Ferro-Niobium works out to INR 31,41,668.35 per MT(LPP RA LCNITC dt.16.09.2025) works out to INR 75,40,00,404.00 on LCNITC basis. Signed copy of Minutes of ST members is being enclosed for ready reference.



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### 3) WC perusal:

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The ST minutes was sent for ST members of respective plants and they were requested to get it perused by the respective WC members. There were no comments from WC members. (mail copy enclosed)

In view of above, ED(MM) and Commodity Champion may kindly approve issuance of RFQ for procurement of Ferro-Niobium on Global tender basis, as per guidelines for CPA procurement No. SAIL/CMMG/POLICY 16-07-2018 Page 9 Clause 2.c); against this tender, techno-commercial bids are already frozen for a period of 3 years(from first price discovery i.e. 08.08.2023) and for price discovery vendors will have to submit Price on M/s.MJunction's platform for fifth procurement cycle of 06 months cycle of Jan'26 to Jun'26, and new vendors are given a chance to participate in this tender by uploading the RFQ on SAIL website. Draft RFQ No. BSP/CPA/FERRO NIOBIUM/2023-26/5 is attached. Approval may also be accorded to publish Tender Notice in the Indian Trade Journal (ITJ) of DGCI&S, Ministry of Commerce & Industry to fulfill adherence of clause 5.2.3 of PCP-24.

Submitted for approval please.

(Yeshjeet Singh)  
GM (Purchase-R&RM)

GM I/c (Purchase-R,R&RM)  
CGM(MM)  
ED (MM)

[19.01.2026 13:33:36 E7 MAHENDRA KUMAR KULKARNI B001570 GM I/c\(PURCHASE\)](#)

We may discuss please.

[06.03.2026 17:48:41 E7 301572 YESHJEET SINGH B002115 GM\(PURCHASE\)](#)

Further to above Notification, as per discussion, the balance quantity of 20MT of LOA issued for 3rd cycle, for which DSP did not place Backup order and had refused to place Backup order was offered to other SAIL plants and BSL accepted to place order for this 20 MT of FeNb. Accordingly, Management approval was obtained and LOA of 3rd cycle was amended delivering this 20 MT to BSL, and backup PO was placed by BSL.

Similarly, RSP has refused to place backup order on M/s.CBMM Asia PTE Ltd., Singapore for the 4th cycle LOA where the quantity for RSP was 100 MT. Present requirement of BSP is 100 MT for 5th cycle. LOA has been placed for USD 47.50 per Kg of Nb and the Fastmarkets Global Ltd., in 12th Sep'25 was USD 50.83 per Kg of Nb and present price on Fastmarkets Global Ltd., is lower than price of Sept'25. The Draft RFQ for the 5th cycle has been amended reducing BSL's quantity from 80 MT to 60 MT and Total tender quantity of 220 MT.



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With above change in tender quantity, Total value for procurement of 220 MT of Ferro-Niobium works out to INR 31,41,668.35 per MT(LPP RA LCNITC dt.16.09.2025) works out to INR 69,11,67,037.00 on LCNITC basis.

In view of above, ED(MM) and Commodity Champion may kindly approve issuance of RFQ for procurement of Ferro-Niobium on Global tender basis, as per guidelines for CPA procurement No. SAIL/CMMG/POLICY 16-07-2018 Page 9 Clause 2.c); against this tender, techno-commercial bids are already frozen for a period of 3 years(from first price discovery i.e. 08.08.2023) and for price discovery vendors will have to submit Price on M/s.MJunction's platform for fifth procurement cycle of 06 months cycle of Jan'26 to Jun'26, and new vendors are given a chance to participate in this tender by uploading the RFQ on SAIL website. Amended Draft RFQ No. BSP/CPA/FERRO NIOBIUM/2023-26/5 is attached. Approval may also be accorded to publish Tender Notice in the Indian Trade Journal (ITJ) of DGCI&S, Ministry of Commerce & Industry to fulfill adherence of clause 5.2.3 of PCP-24.

Submitted for approval please.

(Yeshjeet Singh)  
GM (Purchase-R&RM)

GM I/c (Purchase-R,R&RM)  
CGM(MM)

07.03.2026 17:29:51 E7 300783 MAHENDRA KUMAR KULKARNI B001570 GM I/c(PU)  
Submitted please.

09.03.2026 13:15:14 E8 300526 KHITISH CHANDRA MISRA B001579 CGM(MM)  
सादर प्रस्तुत |

ED(MM)  
09.03.2026 16:04:08 E9 406884 AJAY KUMAR CHAKRABORTY D000584 ED(MM)  
अनुमोदित |

09.03.2026 18:03:10 E8 300526 KHITISH CHANDRA MISRA B001579 CGM(MM)  
अग्रेषित |

10.03.2026 10:14:14 E7 300783 MAHENDRA KUMAR KULKARNI B001570 GM I/c(PU)  
For NA.

Marked To :

E7 301572 YESHJEET SINGH,GM(PURCHASE)