

Registration of Suppliers for Establishing an Open Framework Agreement for the Supply of STC Branded Original Equipment Manufacturer (OEM) Air Conditioners

Tender No.: STC/PRO/2026/OEM/01

The Sri Lanka State Trading (General) Corporation Ltd. (STC) a fully Government-owned commercial enterprise functioning under the Ministry of Trade, Commerce, Food Security and Cooperative Development, invites applications from eligible International Manufacturers, Authorized Local Distributors, Authorized Agents, and Local Suppliers for registration under an Open Framework Agreement for the manufacture and supply of **STC Branded** Original Equipment Manufacturer (OEM) Air Conditioners.

Eligible bidder shall possess the capability and authorization to manufacture and supply air conditioners under the **STC Brand Name**, in accordance with STC's technical specifications, quality standards, branding requirements, warranty obligations, and after-sales service requirements.

The estimated procurement requirement during the framework period is approximately 300 Air Conditioning Units of various capacities. This quantity is indicative only and does not constitute a guaranteed purchase commitment.

Open Framework Agreements in Two Stages

In the First Stage, eligible International Manufacturers, Authorized Local Distributors, Authorized Agents, and Local Suppliers shall be registered for the specified framework period. The Register of Approved Suppliers shall be maintained by the Sri Lanka State Trading (General) Corporation Ltd. (STC) in accordance with the eligibility criteria and requirements specified in the Supplier Registration Document.

In the Second Stage, STC shall invite the registered International Manufacturers and Authorized Local Distributors submit Call-Off Price Proposals for specific quantity requirements. The submitted proposals shall be evaluated in accordance with the evaluation criteria specified in the Call-Off Invitation, and the contract shall be awarded to the responsive and most advantageous evaluated bidder.

Instructions to Bidders

Eligible suppliers are requested to carefully read and comply with the following instructions and complete supplier registration application

1. Eligibility

- Applications are invited from eligible International Original Equipment Manufacturers (OEMs), International Manufacturers, Authorized Local Distributors, engaged in the manufacture, supply, or trading of air conditioners.
- Applicants shall possess the necessary technical capability, financial capacity, and relevant experience as specified in the Supplier Registration Document.

2. Purpose of Registration

- Registration is conducted for the establishment of an Open Framework Agreement for the future procurement of STC Branded OEM Air Conditioners.
- Registration does not guarantee the award of any contract or purchase order.

3. Manufacturer (OEM) Qualification and Compliance Requirements

3.1) The air conditioner manufacturer (Original Equipment Manufacturer) shall have a minimum of 10 years' experience in manufacturing air conditioning equipment.

3.2)The OEM shall possess ISO 9001:2015, ISO 45001:2018, ISO 14001:2015 (Quality Management System) certification. Copies of valid certificate shall be submitted.

3.3)The offered products shall comply with internationally recognized standards such as ISO, IEC, CE, CB or equivalent.

3.4)The OEM shall have an authorized serviced and spare parts support network in sri lanaka through the bidder or an authorized representative.

3.5) The OEM shall provide a manufacture's authorization letter specifically authorizing the bidder to supply, install, and provide warranty support for the offered products.

3.6)The offered models shall be currently in production and shall not be discontinued or end –of- life production

3.7)The OEM shall guarantee the availability of spare parts for minimum of 7 years from the date of supply.

3.8)The manufacturer shall have an annual manufacturing capacity adequate to meet the tender requirement and shall have supplied similar products to government projects.

3.9)The OEM shall provide a minimum warranty of 01 one year for the complete unit and 5 years for the compressor, or as specified in the technical requirement

4. Submission of Applications

- Applicants shall complete the prescribed Supplier Registration Application Form and submit all required supporting documents and certificates.
- Applications shall be duly signed by an authorized representative of the applicant.

5. Method of Submission

- The completed registration application together with all supporting documents shall be submitted electronically to registration@stc.lk.
- The application and supporting documents shall be submitted as a single PDF file wherever possible.

6. Email Subject

- The subject line of the email shall be:

"Registration for the Supply of STC Branded OEM Air Conditioners – Tender No. STC/PRO/2026/OEM/01"

7. Registration Fee

- A non-refundable Supplier Registration Fee of Rs. 15,000.00 shall be paid prior to submitting the application.
- Proof of payment shall be attached to the registration application.
- Beneficiary Name : Sri Lanka State Trading (General) Corporation Ltd.
- Bank Name : People's Bank
- Bank Address : No.91, ACHC Building, Sir Chittampalam A Gardiner Mawatha, Colombo 02.
- Bank Code : 7135
- Branch Code : 004
- Bank Branch : Corporate Banking Division
- Bank Account Number: 004-1-001-2-0210918
- Swift Code :PSBKLKLXymment details are available on the STC website.

8. Closing Date

- Applications for the First Stage shall be submitted on or before 10.30 a.m. on 21 August 2026.
- Under the Open Framework Agreement, STC may accept additional applications during the validity period of the Framework Agreement.

9. Evaluation

- Applications shall be evaluated against the eligibility criteria, financial capability, technical capability, experience, manufacturing capacity, after-sales service capability, and other requirements specified in the Supplier Registration Document.
- Only applicants meeting the minimum qualification requirements will be registered.

10. Open Framework Agreement

- The Register of Approved Suppliers shall be maintained by STC throughout the validity period of the Open Framework Agreement.
- Registered suppliers shall be invited to participate in Second Stage Call-Off Competitions for specific procurement requirements.

11. Call-Off Procurement

- During the Second Stage, registered suppliers will be invited to submit competitive Call-Off Price Proposals for specified quantities and technical requirements.
- Contracts shall be awarded to the responsive and most advantageous evaluated bidder in accordance with the procurement procedures and the Framework Agreement.

12. Validity of Registration

- Registration shall remain valid for the period specified in the Open Framework Agreement unless suspended or cancelled by STC in accordance with the terms and conditions of the Framework Agreement.

13. False Information

- Submission of false, misleading, or forged information or documents shall result in rejection of the application, cancellation of registration (if already granted), and may lead to blacklisting from future procurement conducted by STC.

14. Right of STC

- STC reserves the right to accept or reject any application, to request additional information or clarification, and to cancel or amend the registration process at any stage without assigning any reason.

15. Further Information

- Telephone: +94 11 2422341 / +94 11 2440880
- Email: registration@stc.lk
- Website: www.stc.lk

Applicants shall submit the following information together with documentary evidence.

A. Eligible Categories of Applicants

Applications are invited from the following categories:

1. International OEM Manufacturers.
2. Regional Manufacturers with international export experience.
3. Authorized Local Distributors of OEM Brands.

Applicants shall indicate the category under which they apply.

B. Company Information

Applicants shall submit:

1. Registered Company Name and Business Address.
2. Certificate of Incorporation/Business Registration.
3. Details of Directors and Shareholders.
4. Details of technical, engineering and service personnel.
5. Contact details including email, telephone and website.

C. Financial Capability

Applicants shall satisfy the following minimum financial requirements.

International Manufacturers

- Minimum Average Annual Turnover:
USD 40-50 Billion or equivalent during the last three financial years.

Local Distributor / Agent / Supplier

- Minimum Average Annual Turnover:
LKR 500 Million during the last three financial years.

Applicants shall submit:

1. Audited Financial Statements for the last three (03) financial years.

D. Minimum Supply Experience

Applicants shall provide documentary evidence of successfully completed supply contracts during the last three years.

Category	Minimum Quantity Supplied
International Manufacturer	2,000 Units
Local Distributor	1500 - 2000 Units

Acceptable documentary evidence includes:

- Purchase Orders
- Completion Certificates
- Customer Acceptance Certificates
- Commercial Invoices
- Bills of Lading
- Delivery Notes
- Performance Certificates

E. Technical Eligibility

Applicants shall submit:

1. Manufacturer Authorization Letter (where applicable).
2. OEM Product Catalogue.
3. Technical Brochures.
4. ISO 9001 Certification of Manufacturer.
5. ISO 14001 Certification (preferred).
6. CE / UL / IEC Compliance Certificates (where applicable).
7. Energy Efficiency Certification.
8. Warranty Policy.
9. Availability of Spare Parts for at least five (05) years.
10. Details of local service centres.
11. Details of qualified service engineers.
12. Annual maintenance capability.
13. Response time for breakdown services.

F. After-Sales Service Capability

Applicants shall provide:

- Number of Service Engineers.
- Number of Installation Teams.
- Locations of Service Centres.
- Annual Maintenance Service Capability.
- Availability of Spare Parts Inventory.

G. Product Requirements

Products offered shall be genuine OEM Brand Air Conditioners.

The following information shall be provided:

- Brand
- Country of Origin
- Manufacturer
- Cooling Capacity
- Energy Efficiency Rating
- Refrigerant Type
- Power Consumption
- Compressor Type
- Noise Level
- Voltage
- Warranty Period
- Expected Service Life

The Chairman

Department Procurement Committee

Sri Lanka State Trading (General) Corporation Ltd.

07 August 2026