



ENERGY MANAGEMENT CENTRE – KERALA

*State Designated Agency under the Energy Conservation
Act, 2001*

Department of Power, Government of Kerala

Thiruvananthapuram – 695017

pEXPRESSION OF INTEREST (EOI)

for Empanelment of Manufacturers/Authorised Dealers of BEE 5-Star Rated BLDC Ceiling Fans for EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme

EOI No.: EMC/199/2026-ETB-1(EED) Date: 15 / 09 / 2026

Energy Management Centre – Kerala (EMC), under the Department of Power, Government of Kerala, is the State Designated Agency (SDA) of the Bureau of Energy Efficiency (BEE), Ministry of Power, Government of India, for implementation of the Energy Conservation Act, 2001 in Kerala. EMC invites applications for empanelment from eligible Manufacturers/Dealers for the supply of BEE 5-Star rated BLDC 1200 mm sweep ceiling fan models under the “EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme”.

The programme has been included in the Chief Minister’s 100-Day Programme of the Government of Kerala.

The current implementation target is up to 1,00,000 fan units across Kerala from the Programme Launch Date, to be notified separately by EMC, up to 31 March 2027. Considering the statewide consumer base and programme outreach, EMC anticipates that overall sales of participating models may reach up to 5,00,000 fan units during the programme period. This anticipated sales figure is indicative, depends on consumer response and market participation, does not alter the current implementation target, and does not constitute a purchase commitment or guarantee of sales by EMC.

EOI No.	EMC/199/2026-ETB-1(EED)
Date of Publishing EOI	15 September 2026
Clarification Start Date	15 September 2026
Clarification End Date	22 September 2026
Document Submission Start Date	22 September 2026

Last Date for Document Submission	30 September 2026
Programme Launch Date	To be notified separately by EMC
Programme End Date	31 March 2027
Empanelment Validity	365 days from the date of issue of the empanelment letter
Current Implementation Target	Up to 1,00,000 fan units
Anticipated Statewide Sales	Up to 5,00,000 fan sales statewide (indicative, dependent on consumer response and market participation, and not guaranteed)
Application Fee	Rs. 5000/- + GST @ 18% (Total ₹5,900)
EMD	Nil
Application Fee Payment	Bank Transfer or Demand Draft (refer Section 11.1)
Mode of Submission	Online by email + offline in sealed hard copy; model-wise Programme Price/cost: hard copy only

Director

Energy Management Centre – Kerala

1. PROGRAMME OVERVIEW

Programme Owner	Energy Management Centre – Kerala (EMC), Department of Power, Government of Kerala
Programme	EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme
Product	BEE 5-Star rated BLDC 1200 mm sweep ceiling fans
Geographical Coverage	Statewide – all districts of Kerala
Current Implementation Target	Up to 1,00,000 fan units
Anticipated Statewide Sales	Up to 5,00,000 fan sales statewide (indicative, dependent on consumer response and market participation, and not guaranteed)
Programme Launch Date	To be notified separately by EMC
Programme End Date	31 March 2027
Consumer Category	All domestic electricity consumers in Kerala
Sales Channel	Existing authorised retail shops/dealers, optional special outlets established/designated by the participating manufacturer/dealer within Kerala, and other sales channels approved by EMC.
Online portal	EMC will establish an online portal for displaying the details of fans offered by the empanelled manufacturers/dealers, including their technical specifications, prices, and the stores where they are available. Customers will be able to access the portal and generate coupons for the purchase of eligible fans.
Programme Coupon	One digital Programme Coupon for each selected fan model. The coupon will be linked to the consumer mobile number; subject to an aggregate maximum of 10 fan units per mobile number during the Programme period.

Programme Price	The applicant shall quote a statewide Programme Price for each model. The approved Programme Price will be the maximum permissible selling price. The initial Programme Price shall remain valid up to 31 January 2027. If a revision is required, the applicant may submit a model-wise revision request to EMC at least one week prior to 1 February 2027; any revised price shall apply only after EMC approval. Retailers may sell below the applicable approved Programme Price.
EMC Support	Statewide campaign, programme portal, Manufacturer/model empanelment and programme monitoring

1.1 Market Opportunity and Indicative Programme Scale

Kerala has 1,09,28,620 domestic electricity consumers, and the domestic consumer base is projected to increase to about 1,11,24,476 by FY 2026-27. The current implementation seeks to facilitate the sale of up to 1,00,000 BEE 5-Star BLDC ceiling fans across the State up to 31 March 2027. Based on the statewide residential market and programme outreach, EMC anticipates that overall sales of participating models may reach up to 5,00,000 fans during the programme period. This indicative expectation represents about 4.5% of the projected domestic consumer base on a one-fan-per-consumer-connection basis, does not alter the current implementation target and shall not be treated as an assured sales estimate.

1.2 Purpose of the EOI

The purpose of this EOI is to empanel eligible Manufacturers/Authorised Dealers and BEE 5-Star BLDC ceiling fan models that can be made available to domestic consumers across Kerala at a special preferential Programme Price through the existing retail network and other sales channels approved by EMC, supported by a statewide consumer awareness campaign and an online portal with a digital coupon mechanism.

EMC submitted a proposal to the Government of Kerala for providing additional subsidy apart from the special price quoted by the manufacturer/dealers. If the proposal is approved and notified by the Government, it will be passed through to the consumer as a reduction from the applicable Programme Price.

1.3 Key Principles

- Only BEE 5-Star rated BLDC 1200 mm sweep ceiling fan models meeting the applicable statutory requirements will be considered.
- Manufacturer/dealers may offer more than one eligible model. Each model will be evaluated separately.
- The Manufacturers/Authorised Dealers shall quote a special price for each model proposed to be included under the Programme. The quoted price, inclusive of GST, shall constitute the maximum

permissible statewide selling price ("Programme Price") for the respective model. Retailers of the concerned manufacturer shall sell the approved model at or below the approved Programme Price. The initially approved Programme Price shall remain valid until 31 January 2027, and no revision in price shall be permitted during this period. If a revision is required, the Manufacturers/Authorised Dealers may submit a proposal for a model-wise price revision to EMC at least one week prior to 1 February 2027. Any such revision shall be subject to the approval of EMC, and the revised Programme Price, upon approval, shall be made applicable on the programme portal from 1 February 2027 onwards. If no revised price is proposed and approved, the initially approved Programme Price shall continue to remain valid until 31 March 2027. Any additional discount offered by a retailer may be provided at its own discretion and need not be separately published or managed through the programme portal.

- The Programme Price quoted by the Manufacturers/Authorised Dealers shall be lower than the prevailing regular selling price of the identical model through the Manufacturer's own or authorised sales channels at the time of submission.
- Consumers may purchase the number of fans required by them, subject to the coupon limit specified in this EOI. One Programme Coupon shall be generated for each selected fan model, with the required quantity specified against the coupon, subject to the prescribed aggregate limit.
- Consumers may choose any approved model of any empanelled manufacturer/dealer, subject to availability.
- Manufacturers/Authorised Dealers may, at their discretion, offer an additional old-ceiling-fan exchange benefit. Such an offer is voluntary and will not affect eligibility or empanelment.
- EMC will not centrally procure, stock, or distribute the fans and does not guarantee the achievement of either the current implementation target of up to 1,00,000 fans or the indicative anticipated statewide sales of up to 5,00,000 fans. However, EMC will make its best efforts to facilitate and support the implementation of the programme and achieve the envisaged targets.

2. CONSUMER PARTICIPATION AND COUPON SYSTEM

2.1 Consumer Participation

- The Programme shall be open to all domestic electricity consumers in Kerala, irrespective of income, social category, or any other beneficiary selection criteria. No special category-based eligibility or beneficiary selection conditions shall apply under the Programme.
- A valid mobile number shall be linked to the consumer's programme profile and shall be used as the primary identifier for generation and tracking of programme coupons. EMC may additionally require the consumer to provide/validate the relevant domestic electricity Consumer Number or such other information as may be prescribed for establishing eligibility under the programme.
- A consumer may generate one Programme Coupon for each selected fan model and specify the required quantity of that model through the programme portal, subject to an aggregate maximum of 10 fan units against one mobile number during the Programme period.

2.2 Coupon Issuance

- One digital Programme Coupon shall correspond to one selected ceiling fan model. A consumer intending to purchase multiple units of the same model may use a single coupon and specify the required quantity through the programme portal. Where a consumer intends to purchase different fan models, a separate coupon shall be generated for each model. In all cases, the aggregate quantity shall not exceed 10 fan units per mobile number during the Programme period.
- Coupons shall be generated electronically by the consumer through the online programme portal after linking/validating the consumer's mobile number. EMC may prescribe additional information or verification requirements for coupon generation.
- Each coupon shall carry a unique identification number/code and shall be linked to the mobile number used for generation. Each coupon shall be valid only for the programme period or such shorter validity as may be stated on the coupon.
- The online portal shall maintain coupon generation, status, validation, redemption and reconciliation records. The detailed coupon format, portal workflow, validation rules, cancellation/return procedure and other operational matters will be communicated separately by EMC and may be modified from time to time, as required.

2.3 Purchase and Coupon Redemption

The detailed mechanism for coupon verification, validation, redemption, prevention of duplicate use and related transaction controls will be finalised by EMC and communicated separately through operational instructions before programme rollout.

At the time of purchase, the consumer shall present/carry the valid coupon (digital or printed representation, as permitted by EMC) to the participating retail shop/dealer/special outlet, as applicable. The participating outlet shall verify and process the coupon in accordance with the procedure notified by EMC. Where a Government subsidy is applicable under the Programme, the applicable subsidy amount shall be deducted from the consumer's payable price at the point of sale. Empanelled manufacturers/dealers and all participating retail shops/dealers/special outlets shall comply with the coupon acceptance, validation and redemption procedure and all operational instructions communicated by EMC.

The participating outlet shall issue the proper invoice and warranty documents to the consumer.

The participating outlet or manufacturer/dealer, as applicable, shall enter/reconcile the prescribed coupon and sale details in the programme portal at least once every week, within the weekly cut-off notified by EMC. The required information shall include, as applicable, coupon number, consumer mobile number, model, sale date, approved Programme Price, any notified subsidy amount, consumer payable price, retailer/outlet and invoice details. The detailed validation/redemption workflow and timing will be governed by the separate operational instructions issued by EMC.

Only coupons validated/redeemed in accordance with the procedure notified by EMC and supported by the prescribed programme records shall be counted as programme fan sales. Coupons generated

but not utilised shall not be treated as sales. Where a Government subsidy is notified, reimbursement shall be made only for validated sales supported by the prescribed invoice and other documents.

3. ELIGIBILITY OF MANUFACTURERS/DEALERS AND PRODUCTS

3.1 Eligible Manufacturers / Authorised Dealers

- The applicant shall be a reputed manufacturer or authorised dealer legally authorised and responsible for the sale of the fan models offered under the Programme.
- The applicant shall have an established sales and service support network in Kerala for the supply of 1200 mm BLDC ceiling fans having a valid BEE 5-Star label. The applicant shall be legally registered and operating in India and shall possess valid PAN and GST registration.
- The applicant shall offer only fan models that have valid registration with the Bureau of Energy Efficiency (BEE) under the applicable standards and labelling requirements.
- The applicant shall have an existing authorised dealer/retail presence in all 14 districts of Kerala as on the date of EOI submission and shall submit district-wise details of the proposed participating outlets.
- The applicant shall have established after-sales service coverage in all 14 districts of Kerala through its own or authorised service arrangements, with clearly identified service and escalation contacts.
- The applicant shall demonstrate adequate manufacturing/supply capacity and logistics to support the statewide programme.
- The applicant shall not be blacklisted/debarred by any Government Department/Agency, PSU or statutory authority as on the date of submission.

3.2 Eligible Fan Models

- Only BEE 5-Star rated BLDC 1200 mm sweep ceiling fan models will be considered.
- The exact brand/model, BEE registration number, star rating, rated power, air delivery/service value and other declared specifications shall match the applicable BEE record.
- All standard components required for normal operation of the model, including controller/remote where applicable, shall be included in the Programme Price.
- All applicable safety, quality, taxation, labelling, packaging and consumer-protection requirements shall be complied with.
- A manufacturer may offer multiple eligible models. Each model shall be quoted separately.
- The complete fan shall carry a minimum comprehensive warranty of two years, or the manufacturer's longer standard warranty where applicable.

4. SCOPE AND RESPONSIBILITIES

Agency / Participant	Main Responsibility
EMC	Issue the EOI; evaluate and empanel the manufacturers/dealers and their models; undertake the statewide campaign; establish and maintain the programme online portal and official model-wise catalogue; prescribe and modify the digital coupon mechanism and detailed procedure; publish approved models, Programme Prices, dealer/service details and manufacturer complaint-resolution channels; where Government subsidy is notified, prescribe the applicable validation, claim and reimbursement procedure; and monitor programme sales through coupon and portal reconciliation.
Empanelled Manufacturer/Dealer	Offer eligible models; quote and honour the special preferential Programme Price; maintain authorised retail presence and after-sales service coverage across all 14 districts; ensure stock availability and dealer compliance; provide accurate model, catalogue and promotional information; maintain warranty and consumer-support arrangements; comply with the online portal, coupon mechanism and operational instructions notified by EMC; where Government subsidy is notified, ensure it is passed through at the point of sale and submit the prescribed records/claims; and support programme sales reporting.

Agency / Participant	Main Responsibility
Retail Shop / Dealer / Special Outlet	Make approved models available; sell at or below the approved Programme Price; where Government subsidy is notified, reduce the applicable amount from the consumer price at the point of sale; verify and process valid consumer coupons in accordance with the procedure notified by EMC; complete the sale and invoice; submit/reconcile prescribed coupon and sale details within the notified frequency/cut-off; issue invoice and warranty documents; and follow the Manufacturers/Authorised Dealer's declared customer-care and service process.
Consumer	Register/link a valid mobile number; provide/validate the relevant domestic electricity Consumer Number or other eligibility information if prescribed by EMC; generate the required programme coupon(s) through the online portal, subject to an aggregate maximum of 10 fan units per mobile number during the Programme period; carry/present valid coupon(s) at the participating retail shop/dealer/special outlet, as applicable; choose an approved model; purchase at or below the approved Programme Price, less any Government subsidy notified by EMC; and retain invoice and warranty documents.

5. PROGRAMME PRICE

Each manufacturer/dealer shall quote one all-inclusive special preferential initial Programme Price per fan for each eligible model. The quoted price shall include applicable GST, standard accessories/components, dealer margin and normal freight up to the participating retail outlet and shall apply statewide irrespective of the sales volume during its validity period.

- The approved Programme Price shall be the maximum permissible selling price for that model under the programme. Participating retailers shall sell the approved model at or below the approved Programme Price.

- The initial approved Programme Price shall be applicable statewide from the programme launch and shall remain valid up to and including 31 January 2027. Any further discount offered by a participating retailer shall be at the retailer's discretion and shall not create a separate programme price. Such discretionary retailer discount shall not be presented as or substituted for any fixed old-ceiling-fan exchange benefit declared by a manufacturer under Section 5.3.
- The quoted Programme Price shall be a special preferential price and shall be lower than the prevailing regular selling price of the identical model through the Manufacturer/Authorised Dealer's own or authorised sales channels at the time of submission.
- The manufacturer/dealer shall submit reasonable supporting evidence of prevailing authorised online/offline market prices for the identical model along with the quotation and shall disclose the proposed Programme Price for publication on the portal.
- A manufacturer/dealer may submit a request to EMC for a model-wise revision of the approved Programme Price at least one week prior to 1 February 2027. The request shall be supported by current evidence of the prevailing regular selling price of the identical model through the manufacturer's own or authorised channels. Any revised Programme Price shall take effect only after approval by EMC and publication on the programme portal and shall apply from 1 February 2027 up to and including 31 March 2027. If no revision is requested or approved, the initial approved Programme Price shall continue up to 31 March 2027. Participating retailers may sell below the applicable approved Programme Price at any time without such lower sale price constituting a formal revision. A Government subsidy, if notified, shall not be a basis for increasing the Programme Price.
- The approved Programme Price shall be applicable only to sales made under the Programme to domestic consumers in Kerala and shall not be advertised or represented as the EMC Programme Price for sales outside Kerala.
- EMC may seek clarification, supporting price evidence or a revised Programme Price before approving a model or any requested price revision.

5.1 Programme Price and Consumer Price Display

The approved Programme Price for each empanelled model shall be published in the official EMC model-wise catalogue and on the programme portal along with the relevant manufacturer/brand, participating retailer/outlet and approved product information. Where a Government subsidy is notified, the catalogue and portal shall separately display the approved Programme Price, applicable fixed subsidy and consumer payable price. Participating retailers may, at their discretion, offer a further discount below the approved Programme Price.

The Programme Price published in the official EMC catalogue and on the portal shall be the official programme price for the concerned model and shall be honoured by the empanelled manufacturer/dealer and its participating retailers throughout the applicable price period. Any model-wise price revision shall be handled only in accordance with Section 5. Any discretionary retailer discount need not be separately published or administered by EMC.

5.2 Government Subsidy, if Approved

A fixed Government subsidy may be introduced for up to 1,00,000 validated programme sales, subject to approval and separate notification by EMC. If approved, the subsidy shall be a uniform amount per fan and shall not vary by manufacturer or model. The subsidy shall not form part of the approved Programme Price. If no subsidy is notified, the consumer shall purchase the model at the approved Programme Price or any lower discretionary retailer price. Sales beyond any notified subsidy-supported quantity shall not carry an entitlement to subsidy and may continue at the applicable approved Programme Price or any lower discretionary retailer price.

Where the subsidy is notified, the participating retail shop/dealer/special outlet, as applicable, shall pass the full applicable subsidy amount to the consumer as a reduction from the approved Programme Price at the point of sale. EMC shall reimburse the applicable subsidy on a monthly basis, after validation of the prescribed coupon, sale invoice and other documents, to the empanelled manufacturer or an authorised recipient nominated in writing by the empanelled manufacturer/dealer. The empanelled manufacturer shall remain responsible for the accuracy and validity of all claims made on its behalf. The detailed claim, validation and settlement procedure shall be notified by EMC separately.

5.3 Optional Additional Old Ceiling Fan Exchange Benefit

- Manufacturers are encouraged, but not required, to offer an additional old-ceiling-fan exchange benefit to consumers who surrender an old ceiling fan while purchasing an approved model under the programme. If offered, the benefit shall be a fixed amount in Rupees per old ceiling fan for the concerned approved model, shall be entirely funded and managed by the manufacturer, and shall be additional to the applicable Programme Price.
- The manufacturer shall submit the exact fixed exchange-benefit amount and all applicable conditions for each relevant model with its application. EMC will publish the accepted benefit separately on the programme portal and official model-wise catalogue. The published benefit shall not be varied during its published validity without prior written approval from EMC. A retailer's discretionary discount shall not be presented as or substituted for this exchange benefit. Absence of an exchange offer shall not affect eligibility, evaluation or empanelment.

6. DEALER / RETAIL NETWORK

- The programme will be implemented primarily through the existing authorised retail shops/dealers of the participating manufacturers and such other authorised sales channels as may be approved by EMC. Participating manufacturers/dealers may also, at their discretion, establish or designate special outlets within Kerala for sale of approved models under the Programme.
- Establishment of special outlets shall be optional and shall not be a condition for eligibility or empanelment. Any such special outlet shall comply with the applicable Programme Price, coupon mechanism, invoicing, warranty, service and other Programme requirements notified by EMC.

- Details of such special outlets, where applicable, shall be communicated to EMC as and when established, in the manner prescribed by EMC.
- Existing authorised retail presence in all 14 districts of Kerala shall be mandatory. Each manufacturer shall submit a district-wise list with at least one participating authorised dealer/outlet in every district.
- The manufacturer shall ensure that participating outlets make the approved models available and sell them at or below the approved Programme Price throughout the programme period. Participating outlets may, at their discretion, offer a further discount below the approved Programme Price.
- The manufacturer shall promptly notify EMC of material changes in the participating dealer/outlet list so that the programme portal can be updated.
- The manufacturer shall remain responsible for price compliance, coupon compliance and programme conduct within its participating sales network.

7. WARRANTY, SERVICE AND COMPLAINT RESOLUTION

- The manufacturer shall provide a minimum two-year comprehensive warranty on the complete fan, or a longer standard warranty where ordinarily offered for the model.
- After-sales service coverage in all 14 districts of Kerala shall be mandatory. Service may be provided through the manufacturer's own or authorised service centres, service partners or doorstep service arrangements, with a defined service route and contact for every district.
- Each manufacturer shall submit its complaint/grievance-resolution methodology, including the available customer-care channel(s) such as toll-free/customer-care number, mobile app, email, web portal, service-centre route or other mechanism, together with the escalation process and contact details.
- The complaint-resolution methodology of each participating brand will be published on the EMC programme portal. Consumers shall approach the concerned manufacturer directly for product, dealer, pricing, warranty and service complaints.
- The manufacturer shall remain responsible for resolving complaints relating to its products and participating sales/service network.

8. PUBLICITY AND PROGRAMME PORTAL

EMC will undertake a statewide awareness campaign through suitable visual, audio, print, digital, social-media and other communication channels to promote adoption of BEE 5-Star BLDC ceiling fans through this programme.

EMC will maintain an online programme portal and official model-wise product catalogue containing the approved manufacturers, model information and product features accepted by EMC, MRP, approved Programme Price, participating dealer/outlet details and such other sales-channel information as may be notified by EMC from time to time, warranty/service information, manufacturer complaint-resolution channels, optional old-fan exchange offers with their fixed benefit amount in Rupees per old ceiling fan and applicable conditions, consumer coupon-generation facility,

coupon status/validation/redemption records and programme information/progress as decided by EMC. The catalogue shall be prepared from information, documents and product images submitted by the concerned manufacturer and accepted by EMC.

Empanelled manufacturers may, at their own cost and discretion, promote their participation in the programme and their approved models/offers through their own marketing and dealer channels. All programme-specific promotional materials, including proposed product features or claims, product images, Programme Price, subsidy references and any use of EMC or Government of Kerala name/logo/branding, shall require prior written approval from EMC. Such promotional material shall relate only to the approved model and shall be consistent with the model details, price, warranty and applicable conditions accepted by EMC. The EMC Programme name, Programme Price, logo or other Programme-specific branding shall not be used for sales outside Kerala.

9. EVALUATION AND EMPANELMENT

EOIs will generally be evaluated in the following sequence:

1. Preliminary scrutiny of completeness and eligibility.
2. Verification of manufacturer legal status and BEE compliance.
3. Technical evaluation of each proposed BEE 5-Star BLDC ceiling fan model.
4. Review of the proposed Programme Price against prevailing authorised market-price evidence and the requirement that it be a genuine special preferential programme price.
5. Verification of manufacturing/supply capacity, existing authorised dealer presence and after-sales service coverage across all 14 districts of Kerala.
6. Empanelment of eligible manufacturers/dealers and approved models satisfying EMC's technical, commercial and programme requirements.

EMC will empanel more than one manufacturer and more than one model. Empanelment does not constitute a purchase order or guarantee any minimum sales quantity. Consumers shall remain free to choose from the approved models available under the programme.

10. GENERAL CONDITIONS

- The EOI is not a purchase order and does not create an assured procurement or sales commitment. The current implementation target of up to 1,00,000 fans and the indicative anticipated statewide sales of up to 5,00,000 fans are not guaranteed volumes.
- The programme will remain valid up to 31 March 2027 unless otherwise notified by EMC. Empanelment shall remain valid for 365 days from the date of issue of the empanelment letter; such empanelment validity shall not by itself extend the programme or the applicable Programme Price beyond 31 March 2027. The initial and revised Programme Price validity periods shall be governed by Section 5.
- Applicable BEE, GST, safety, labelling and other statutory requirements prevailing at the time of sale shall be complied with.
- EMC may inspect/verify documents, products, participating outlets, service arrangements and programme records where required.

- The manufacturer shall maintain authorised sales presence and after-sales service coverage across all 14 districts throughout the programme period. Material gaps in such coverage may lead to suspension of the concerned manufacturer/dealer/model until the required coverage is restored.
- False declarations, product non-compliance, systematic overcharging, misuse/reuse of programme coupons, failure to record sales within the prescribed period or misleading programme claims may result in rejection, suspension or removal from the panel.
- The retail sale is a transaction between the consumer and the participating manufacturer/dealer. The manufacturer shall remain responsible for product quality, warranty, service and acts/omissions of its participating network.
- The manufacturer shall continue to honour warranty and after-sales service obligations for the full applicable warranty period even after closure of the programme.
- EMC may finalise, modify or issue operational instructions relating to the online portal, coupon generation, verification, validation, redemption, duplicate-use prevention, reconciliation, reporting, weekly sales entry, publicity, catalogue publication, Government subsidy claim validation/reimbursement and programme monitoring from time to time.

11. EOI DATA SHEET

EOI No.	EMC/199/2026-ETB-1(EED)
Date of Publishing EOI	15 September 2026
Clarification Start Date	15 September 2026
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Programme End Date	31 March 2027
Empanelment Validity	365 days from the date of issue of the empanelment letter
Current Implementation Target	Up to 1,00,000 fan units
Anticipated Statewide Sales	Up to 5,00,000 fan sales statewide (indicative, dependent on consumer response and market participation, and not guaranteed)

Mode of Submission	Online by email and offline in sealed hard copy; model-wise Programme Price/cost details: sealed hard copy only
Submission Address	Online: emck@keralaenergy.gov.in; Offline: The Director, Energy Management Centre – Kerala, Sreekrishna Nagar, Sreekariyam P.O., Thiruvananthapuram – 695017
Application Fee	Rs. 5000/- + GST @ 18% (Total ₹5,900)
EMD	Nil
Application Fee Payment	Bank Transfer or Demand Draft (refer Section 11.1)

11.1 Submission Instructions

Applicants shall submit the completed EOI through both the online and offline modes described below.

Online submission: A signed scanned PDF copy of the EOI and supporting documents shall be sent by email to emck@keralaenergy.gov.in on or before the last date for document submission. The online submission shall not include the proposed model-wise Programme Price/cost.

Offline submission: One signed hard copy of the EOI shall be submitted, on or before the last date for document submission, to the Director, Energy Management Centre – Kerala, Sreekrishna Nagar, Sreekariyam P.O., Thiruvananthapuram – 695017 in a sealed cover bearing the following title: "Application for Empanelment for the Sale of BEE 5-Star Rated BLDC Ceiling Fans under the EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme".

Model Price / Cost Submission: The proposed model-wise initial Programme Price/cost shall be submitted only in the sealed hard copy. The price/cost details shall not be included in the online/email submission.

Application Fee Payment: The Application Fee of ₹5,900/- (₹5,000/- plus GST @ 18%) shall be paid either by bank transfer or by Demand Draft.

Bank Transfer: Bank of Baroda, Ulloor Branch, Thiruvananthapuram; Account Number: 32860100005883; IFSC Code: BARB0ULLOOR. A copy of the payment receipt/transaction acknowledgement shall be submitted along with the EOI application.

Demand Draft: The Demand Draft shall be drawn in favour of "The Director, Energy Management Centre-Kerala", payable at Thiruvananthapuram, and shall be accepted from any Nationalized Bank. The Demand Draft shall be submitted along with the hard copy of the EOI application.

12. Cost of Application

The applicant shall bear all costs associated with the preparation and submission of its application, and the EMC, will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

13. The Application Documents

The applicant is expected to examine all instructions, forms, terms and specifications in the application documents. Failure to furnish all information required or submission of an application not substantially responsive to the EoI in every respect will be at the applicant's risk and may result in the rejection of its application.

14. Amendment of EOI

- At any time prior to the deadline for submission of application, EMC may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective applicant, modify the EOI by amendment.
- The amendment will be notified in the website and will be binding on all the applicants who submit the application
- To provide prospective applicants with reasonable time to take any amendment into account while preparing their application, EMC may, at its sole discretion, extend the deadline for the submission of application.

15. Preparation of Bids

15.1 Language of application

The application prepared by the applicant and all correspondence and documents relating to the application exchanged by the applicant and EMC, shall be written in the English language, provided that any printed literature furnished by the applicant may be written in another language so long as accompanied by an English translation of its pertinent passages in which case, for purposes of interpretation of the application, the English translation shall govern.

15.2 Application Currencies

For all goods and services covered in this application document, prices shall be quoted in Indian Rupees only.

16. Documents Establishing Applicants' Eligibility and qualifications

16.1 The manufacturer/dealer shall furnish, as part of its application, documentary evidence establishing its eligibility and capability to fulfil the obligations under this Programme.

The manufacturer/dealer shall meet the minimum eligibility and qualification requirements specified in this EOI.

16.2 Applications shall include, as applicable, the following documents and information:

- Duly Attested copies of documents relating to the Registration of the firm, Partnership deed, Articles of Association, Commercial Tax Registration /, Latest Income Tax Clearance certificate / PAN number from IT Department, GST registration, excise department registration certificates, etc.
- Details of the designated single point of contact and relevant technical/service contacts for programme coordination, supply, warranty and related matters.

- Valid BEE registration/label documents for each offered model, product photograph(s), catalogue/specification literature, warranty terms and applicable statutory approval documents.
- Details of relevant past experience in supply of ceiling fans to Government/private organisations, if any, and information demonstrating adequate supply/logistics capability for the Programme.
- Report of financial standing of the applicant such as Profit and Loss Statements, Balance Sheets and Auditor's Report of the past Three years.
- Copy of latest Income tax clearance certificate, PAN card and GST registration.

17. Variations in application

17.1 The manufacturer/dealer shall submit an offer that complies fully with the requirements of this EOI. Conditional applications may be treated as non-responsive.

17.2. Manufacturer/Dealer Clarification

- a) Prospective manufacturers/dealers may raise issues relating to the EOI and seek clarification on any matter before the clarification closing date.
- b) Clarification requests shall be submitted in writing or by email to EMC within the clarification period specified in the EOI Data Sheet.
- c) Clarifications and amendments, where issued, will be published on the EMC website.

18. Events of Default/Non-compliance

Any of the following may constitute an event of default or programme non-compliance by an empanelled manufacturer/dealer or its participating network, unless caused by a Force Majeure event:

1. Any delay occurring due to the negligence on the part of the manufacturer/ retailer/ dealer.
2. Delay in time of completion.
3. Material breach of the Empanelment Agreement or repeated failure to comply with operational instructions issued by EMC.
4. The manufacturer/ retailer/ dealer has failed to complete the assignment within time of completion or extended time of completion as given in writing by EMC.
5. The manufacturer/ retailer/ dealer is in breach of any of its commitments under the agreement and has failed to cure breach within time period specified.
6. The manufacturer/ retailer/ dealer has repudiated the agreement otherwise expressed its intention not to be bound by the agreement.
7. The manufacturer/retailer/dealer being ordered to be wound up, liquidated, or otherwise becoming subject to insolvency proceedings.

19. Termination due to Events of default

- (i) Without prejudice to any other right or remedy which EMC may have in respect thereof under this agreement , upon the occurrence of an event of default by the

manufacturer/dealer and the project is delayed more than 20 days, EMC shall be entitled to terminate the agreement hereinafter provided, under due intimation to the Manufacturer.

- (ii) If the EMC decides to terminate this agreement, it shall in the first instance issue a preliminary notice to the Manufacturer. Within 15 days of receipt of the preliminary notice, the Manufacturer shall submit to the EMC in sufficient detail, the manner in which it proposes to cure the underlying event of default. In case of non-submission of the Manufacturer's proposal to rectify within the said period of 15 days, the EMC shall be entitled to terminate the agreement by issuing the termination notice.

19.1 Termination Notice

If the EMC desires to terminate this agreement, it shall issue termination notice setting out

- (i) Details of the underlying event(s) of default or non-compliance;
- (ii) The termination date which shall be a date occurring not earlier than the 15 days from the date of the termination notice.
- (iii) Other relevant information.

19.2 Withdrawal of Termination Notice

Notwithstanding anything inconsistent contained in this agreement, if the manufacturer who has been served with the termination notice cures the underlying event of default to the satisfaction of the EMC at any time before the termination occurs, the termination notice shall be withdrawn by the EMC.

20. Governing Law & Jurisdiction

In case any difference or dispute arises in connection with the contract, all legal proceedings relating to the matter shall be instituted in the Courts at Thiruvananthapuram, Kerala.

21. Letter and/or notice to be served

Every notice hereby required or authorized to be given may be either given to the empanelled manufacturer/dealer personally or left at his residence or last known place of abode or business, or may be handed over to his agent personally, or may be addressed to the empanelled manufacturer/dealer by post at his usual or last known place of abode or business and if so addressed and posted, shall be deemed to have been served on the empanelled manufacturer/dealer on the date on which, in the ordinary course of post, a letter so addressed and posted would reach his place abode or business.

22. Execution of Empanelment Agreement

The applicant whose application is found acceptable by EMC and who is proposed to be empanelled under the Programme shall be required to execute an Empanelment Agreement with EMC on Kerala Stamp Paper of ₹200/- in the prescribed format. The duly signed Agreement shall be submitted to EMC within the time period specified by EMC. The applicant shall be considered formally empanelled under the Programme only upon receipt and acceptance of the duly executed Agreement by EMC and

issuance of the formal Empanelment Letter. Failure to submit the duly executed Agreement within the stipulated period may result in cancellation of the proposed empanelment.

23. Force Majeure

The Manufacturer shall be entitled to excuse performance of their respective obligations to the extent they are unable to perform its obligations under the Programme/Agreement by an event of Force Majeure. A Manufacturer claiming relief on this account shall immediately on becoming aware of Force Majeure event give notice to the Energy Management Centre disclosing the manner in and the period during which performance of its obligation is likely to be affected.

Force Majeure means Acts of God, wars or similar action affecting Kerala Civil Commotions or general strike (Excluding by its own employees) lying beyond the reasonable control.

24. Resolving Dispute

In case of a dispute between Manufacturer and EMC, The Manufacturer shall notify EMC in writing within 7 days, stating the reasons for the dispute. EMC shall convene a meeting to resolve the dispute acceptable to both parties. If the dispute is not amicably settled within 30 days of such meeting between the two, the dispute may be referred to the Executive Committee of EMC and the decision of the Executive Committee shall be binding on both parties and shall be final.

ANNEXURES

Annexure 1 – Covering Letter

(To be submitted on the Manufacturer/dealer's letterhead)

Date: _____

To

The Director

Energy Management Centre – Kerala

Sreekrishna Nagar, Sreekariyam P.O.

Thiruvananthapuram – 695017

Subject: Expression of Interest for Empanelment of Manufacturers/Authorised Dealers for the EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme

We, _____, hereby submit our Expression of Interest for empanelment under the EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme. We confirm that the information and documents submitted by us are true and complete and that we accept the conditions of the EOI.

We confirm our willingness to offer the approved model(s) throughout Kerala at the quoted special preferential initial Programme Price up to 31 January 2027 and, thereafter, at any revised Programme Price approved and notified by EMC for the period from 01 February 2027 to 31 March 2027. If no revised price is approved, we will continue to honour the initial approved Programme Price up to 31 March 2027. We will maintain the participating dealer/service network, comply with the online portal and digital coupon mechanism, pass through any Government subsidy notified by EMC at the point of sale, ensure the prescribed sales/coupon reporting and fulfil the applicable warranty, service, reporting and programme requirements.

Authorized Signatory: _____

Name & Designation: _____

Company Seal: _____

Date & Place: _____

Annexure 2 – Manufacturer/Authorised Dealer Profile and Qualification

Particular	Manufacturer/Dealer Response
Legal Name of Manufacturer / Applicant	
Brand Name(s)	
Legal Status	
Year of Establishment	
CIN / Registration No.	
Registered Office	
Kerala Office / Distributor, if any	
PAN	
GSTIN	
Authorized Signatory	
Programme Contact	
Technical Contact	
Existing Authorised Dealer / Retail Network in Kerala (all 14 districts)	
After-Sales Service Coverage in Kerala (all 14 districts)	
Manufacturing / Procurement Locations	
Monthly Supply Capacity for Kerala	
Past Government / Utility Programmes, if any	
Blacklisting / Litigation / Insolvency Disclosure	

Annexure 3 – Model-wise Technical and Programme Price Schedule

Particular	Manufacturer/Authorised Dealer Response
Manufacturer / Brand	
Exact Model Name / Code	
BEE Star Rating	5 Star
Fan Technology	BLDC
BEE Registration No. / Label Validity	
Sweep Size (mm)	1200 (fixed)
Rated Power Input (W)	
Air Delivery	
Service Value	
BIS / Applicable Statutory Approval	
Current Production Model (Yes/No)	
Standard Package Contents	
MRP including applicable taxes (₹/fan)	
Manufacturer/dealer's official/direct regular selling price, if applicable (₹/fan)	
Representative authorised online regular selling price (₹/fan)	
Representative authorised offline regular selling price (₹/fan)	
Proposed Initial Programme Price – special preferential all-inclusive price valid up to 31 January 2027 (₹/fan)	
Saving over prevailing regular market price (₹ and %)	
Supporting market-price evidence / reference	
Complete Fan Warranty	
Monthly Supply Capacity for Kerala	
Optional old-ceiling-fan exchange offer (Yes/No)	
Fixed old-fan exchange benefit amount (₹ per old ceiling fan) and applicable conditions for EMC programme page/catalogue (if offered)	

Particular	Manufacturer/Authorised Dealer Response
Model information, product features and images proposed for the official EMC catalogue / programme promotion (with supporting source)	
Any Condition / Qualification	

Declaration: The proposed initial Programme Price is our special preferential statewide price for the model, is inclusive of applicable GST, standard components/accessories, dealer margin and normal freight up to the participating retail outlet, and will remain valid up to 31 January 2027. The Programme Price is lower than the prevailing regular selling price of the identical model through our own/authorised sales channels as supported by the evidence submitted. We may notify EMC of a proposed model-wise revision only 1 week prior to 1st February 2027. Any revised Programme Price will apply from 01 February 2027 to 31 March 2027 only after approval and notification by EMC; if no revised price is approved, we will continue to honour the initial approved Programme Price up to 31 March 2027. The model-wise Programme Price/cost details shall be submitted only in the sealed hard copy and shall not be included in the online/email submission. We undertake to pass through any Government subsidy notified by EMC at the point of sale and submit the prescribed validation and claim records. Any old-ceiling-fan exchange benefit stated above is voluntary, a fixed declared benefit for the concerned model, additional to the applicable Programme Price and fully managed by us.

Annexure 4 – District-wise Dealer / Outlet and Service Coverage

Provide the existing authorised participating dealer/outlet and service arrangement for each district. At least one participating authorised dealer/outlet and a defined after-sales service arrangement shall be shown for every one of the 14 districts of Kerala. Additional sheets may be attached.

Sl. No.	District	Participating Dealer / Outlet (Name & Address)	Contact	After-Sales Service Arrangement / Contact
1	Thiruvananthapuram			
2	Kollam			
3	Pathanamthitta			
4	Alappuzha			
5	Kottayam			
6	Idukki			
7	Ernakulam			
8	Thrissur			
9	Palakkad			
10	Malappuram			
11	Kozhikode			
12	Wayanad			
13	Kannur			
14	Kasaragod			

Annexure 5 – Coupon and Programme Sales Tracking Readiness

Requirement	Manufacturer or Dealer Response/Details
Manufacturer programme contact for coupon coordination	
Readiness to communicate/train participating dealers on the coupon procedure notified by EMC	
Capability/readiness to support coupon verification, validation and redemption in the manner to be notified by EMC	
Capability/readiness to implement the duplicate/repeat-use prevention mechanism to be notified by EMC	
Capability to maintain and submit coupon redemption and sale records in the format/frequency notified by EMC	
Model-wise / district-wise programme sales summary capability	
Capability to handle sale cancellation / product return in accordance with the procedure notified by EMC	
Any operational clarification required from EMC	
Readiness to use/support the EMC online programme portal for coupon generation, validation, redemption and sales entry	

Requirement	Manufacturer or Dealer Response/Details
Capability to enter/reconcile prescribed coupon and sale details at least once every week within the cut-off notified by EMC	
Capability to provide model-wise, outlet-wise and date-wise portal sales/coupon data for reconciliation	
Readiness to pass through any Government subsidy notified by EMC at the point of sale and reflect it in the consumer invoice	
Readiness to submit monthly subsidy validation/reimbursement records and to nominate an authorised recipient, if required by EMC	

Annexure 6 – Warranty and Complaint Resolution Methodology

Particular	Manufacturer/Authorised Dealer Response
Consumer complaint channel(s)	
Toll-free / customer-care number	
Mobile app / web portal / email, if applicable	
Service centre / service request route	
Complaint acknowledgement time	
Service visit / pickup time, if applicable	
Repair / replacement time	
Escalation contact and process	
District-wise after-sales service coverage methodology (all 14 districts)	

Annexure 7 – Submission Checklist

Sl. No.	Document / Requirement	Submitted (Yes/No)	Remarks
1	Covering Letter – Annexure 1		
2	Manufacturer/Authorised Dealer Profile and Qualification – Annexure 2		
3	Model-wise Technical and Programme Price Schedule – Annexure 3 (model-price/cost details in sealed hard copy only)		
4	District-wise Authorised Dealer and Service Network – Annexure 4		
5	Coupon and Programme Sales Tracking Readiness – Annexure 5		
6	Warranty and Complaint Resolution Methodology – Annexure 6		
7	Declarations and Undertakings – Annexure 7		
8	BEE registration / label documents for each offered model		
9	BIS / statutory approval documents		
10	PAN / GST / incorporation or registration documents		
11	Product brochure/specification sheet, proposed catalogue content/product image(s) and warranty terms		
12	Supporting prevailing market-price evidence for each quoted model		
13	Authorisation of signatory		
14	Portal / digital coupon and weekly sales-entry readiness declaration		
15	Proof of payment of Application Fee / Demand Draft		

Authorized Signatory: _____ Date: _____ Company Seal: _____

ENERGY MANAGEMENT CENTRE – KERALA
Department of Power, Government of Kerala

Thiruvananthapuram – 695017

AGREEMENT FOR EMPANELMENT

Under the EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme

(To be executed on Kerala Stamp Paper of ₹200/-)

THIS AGREEMENT is made and executed on this ____ day of _____ 2026 at Thiruvananthapuram, Kerala between **ENERGY MANAGEMENT CENTRE – KERALA (EMC)**, a body functioning under the Department of Power, Government of Kerala, having its office at Sreekrishna Nagar, Sreekariyam P.O., Thiruvananthapuram – 695017, represented herein by its Director (hereinafter referred as “EMC” which expression shall where the context so admits include its successors and permitted assigns) of the FIRST PART.

And

S.1.2 Sri of and Company Limited incorporated under the and having its registered office at (hereinafter referred to as the “Manufacturer/Dealer”) of the Second Part.

EMC and the Manufacturer/Dealer are hereinafter individually referred to as a “Party” and collectively as the “Parties”.

WHEREAS

- EMC is implementing the “EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme” for facilitating the availability and sale of eligible BEE 5-Star rated BLDC ceiling fans to domestic electricity consumers in Kerala through participating manufacturers/dealers and their authorised sales networks;
- EMC invited applications through an Expression of Interest (EOI) for empanelment of eligible manufacturers/dealers and eligible fan models under the Programme;
- the Manufacturer/Dealer submitted its application and supporting documents in response to the EOI and the application has been found acceptable by EMC, subject to execution of this Agreement and compliance with all applicable Programme requirements;
- the Parties now desire to record the terms and conditions governing the Manufacturer/Dealer’s participation and empanelment under the Programme.

NOW, THEREFORE, in consideration of the mutual covenants and obligations contained herein, the Parties agree as follows:

1. PURPOSE OF THE AGREEMENT

This Agreement sets out the terms and conditions governing the participation of the Manufacturer/Dealer and the empanelment of its approved BEE 5-Star rated BLDC ceiling fan model(s) under the EMC Domestic Consumer BEE 5-Star BLDC Ceiling Fan Programme.

2. CONDITION PRECEDENT TO EMPANELMENT

The execution and submission of this Agreement, duly signed by the authorised representative of the Manufacturer/Dealer on Kerala Stamp Paper of ₹200/- and accepted by EMC, shall be a condition precedent to the issue of the final empanelment letter. The Manufacturer/Dealer shall be treated as formally empanelled only upon issuance of the empanelment letter by EMC after receipt and acceptance of this duly executed Agreement.

3. SCOPE OF EMPANELMENT

- Empanelment shall be limited to the Manufacturer/Dealer and the specific fan model(s) approved by EMC.
- Only BEE 5-Star rated, 1200 mm sweep BLDC ceiling fan models meeting the applicable BEE and statutory requirements shall be covered under the Programme.
- Each approved model shall be identified in Schedule A to this Agreement or in such empanelment communication as may be issued by EMC.
- EMC may empanel more than one manufacturer/dealer and more than one model under the Programme.

4. NO PROCUREMENT OR SALES GUARANTEE

The Manufacturer/Dealer acknowledges that EMC will not centrally procure, purchase, stock or distribute the ceiling fans. Empanelment under this Agreement shall not constitute a purchase order, procurement commitment, assured sales commitment or guarantee of any minimum quantity. The implementation target and any anticipated statewide sales figures communicated under the Programme are indicative and shall not create any financial or commercial liability on EMC.

5. PROGRAMME PRICE

- The Manufacturer/Dealer shall honour the approved model-wise Programme Price specified for each empanelled model.
- The Programme Price shall be inclusive of applicable GST, standard components/accessories, dealer margin and normal freight up to the participating retail outlet, unless otherwise specifically approved by EMC in writing.
- The approved Programme Price shall be the maximum permissible statewide selling price for the concerned model under the Programme, and participating authorised retailers/outlets shall sell the model at or below such price.
- The initially approved Programme Price shall remain valid up to 31 January 2027, unless otherwise modified by EMC through a written amendment to the Programme.

- Any proposed model-wise revision shall be submitted to EMC at least one week prior to 1 February 2027. Any revised Programme Price shall take effect only after written approval by EMC and publication or communication through the official Programme mechanism.
- If no revised price is approved, the previously approved Programme Price shall continue for the applicable Programme period.
- A retailer may offer an additional discretionary discount below the approved Programme Price. Such discount shall not constitute a revision of the official Programme Price and need not be separately managed through the Programme portal.
- The approved Programme Price shall be applicable only to sales made under the Programme to domestic consumers in Kerala and shall not be advertised or represented as the EMC Programme Price for sales outside Kerala.

6. RETAIL SALES NETWORK AND AVAILABILITY

- The Manufacturer/Dealer shall maintain an authorised sales and retail presence across all 14 districts of Kerala throughout the applicable Programme period.
- The Manufacturer/Dealer may, at its discretion, establish or designate special outlets within Kerala in accordance with the EOI and operational instructions issued by EMC. Such special outlets shall comply with the approved Programme Price, coupon mechanism, invoicing, warranty, service and other applicable Programme requirements. Details of such special outlets shall be communicated to EMC as and when established, in the manner prescribed by EMC.
- The Manufacturer/Dealer shall provide and keep updated the district-wise list of participating authorised dealers/outlets.
- The Manufacturer/Dealer shall make reasonable efforts to ensure adequate availability of approved models through the participating network.
- The Manufacturer/Dealer shall remain responsible for ensuring compliance by its participating dealers/outlets with the approved Programme Price, coupon requirements and other applicable Programme instructions.
- Any material change in the participating dealer/outlet network shall be promptly communicated to EMC for updating the Programme portal and official records.

7. ONLINE PORTAL AND PROGRAMME COUPON SYSTEM

- The Manufacturer/Dealer and its participating dealers/outlets shall comply with the online portal, digital coupon generation, verification, validation, acceptance, redemption, reconciliation and reporting procedures notified by EMC from time to time.
- The Manufacturer/Dealer shall ensure that valid Programme Coupons presented by eligible consumers are processed in accordance with the operational procedure notified by EMC.
- The Manufacturer/Dealer or its authorised participating outlet shall enter and reconcile the prescribed coupon and sale details within the frequency and cut-off period notified by EMC.

- Only sales validated and supported by the prescribed Programme records shall be treated as Programme sales for the purposes of the Programme and any notified subsidy or reimbursement process.

8. GOVERNMENT SUBSIDY, IF NOTIFIED

If a Government subsidy is approved and notified for the Programme, the Manufacturer/Dealer and its participating retailers/outlets shall pass the full applicable subsidy amount to the eligible consumer as a reduction from the consumer's payable price at the point of sale. Any claim, validation and reimbursement shall be governed by the procedure separately notified by EMC. The Manufacturer/Dealer shall remain responsible for the accuracy, completeness and validity of claims and records submitted on its behalf.

9. PRODUCT QUALITY, STATUTORY COMPLIANCE AND DOCUMENTS

- The Manufacturer/Dealer shall ensure that all empanelled models continue to possess valid BEE registration/approval in the name of the concerned manufacturer/permittee, as applicable, and comply with all applicable BEE, BIS, safety, quality, labelling, packaging, taxation and consumer-protection requirements.
- The specifications, star rating, BEE registration details, rated power, air delivery/service value and other technical particulars declared for each approved model shall remain accurate and verifiable.
- All fans supplied under the Programme shall be new, unused and current-production retail products.
- The Manufacturer/Dealer shall promptly inform EMC of any suspension, cancellation, expiry or material change affecting the eligibility or statutory compliance of an empanelled model.

10. WARRANTY, AFTER-SALES SERVICE AND COMPLAINT RESOLUTION

- The Manufacturer/Dealer shall ensure provision of a minimum comprehensive warranty of two years for each approved fan, or such longer warranty as is ordinarily offered for the model.
- The Manufacturer/Dealer shall maintain adequate after-sales service coverage across all 14 districts of Kerala through its own or authorised service arrangements.
- The Manufacturer/Dealer shall maintain clearly identified customer-care and escalation channels and shall furnish the relevant contact details to EMC.
- The Manufacturer/Dealer shall remain responsible for resolving complaints relating to its products, pricing by its participating network, warranty and after-sales service.
- The Manufacturer/Dealer shall continue to honour all applicable warranty and after-sales service obligations even after expiry or closure of the Programme.

11. INFORMATION, CATALOGUE AND PUBLICITY

- The Manufacturer/Dealer shall provide accurate and complete information, product specifications, product images, warranty details, dealer/outlet details and service/complaint-resolution information required for publication on the Programme portal or official catalogue.

- The Manufacturer/Dealer shall ensure that all information and claims submitted to EMC are accurate, supported and consistent with the approved model.
- Any Programme-specific publicity or promotional material using the name, logo or branding of EMC or the Government of Kerala, or referring to the Programme Price or Government subsidy, shall require prior written approval from EMC.
- The Manufacturer/Dealer may promote its approved participation and models through its own channels at its own cost, subject to compliance with the approved Programme information and conditions.

12. OPTIONAL OLD CEILING FAN EXCHANGE BENEFIT

Any additional old-ceiling-fan exchange benefit offered by the Manufacturer/Dealer shall be voluntary, separately declared, fully funded and managed by the Manufacturer/Dealer and subject to the conditions accepted by EMC. Such benefit shall not affect eligibility for empanelment and shall not be substituted by an ordinary discretionary retailer discount.

13. RECORDS, REPORTING AND VERIFICATION

- The Manufacturer/Dealer shall maintain proper records relating to Programme sales, invoices, coupons, participating outlets, warranty and service arrangements and any notified subsidy claims.
- EMC may inspect or verify the Manufacturer/Dealer's documents, products, participating outlets, service arrangements and Programme records at reasonable times for the purpose of monitoring compliance.
- The Manufacturer/Dealer shall provide such clarifications, documents and information as may reasonably be required by EMC for Programme monitoring and verification.

14. REPRESENTATIONS AND UNDERTAKINGS OF THE MANUFACTURER/DEALER

- The Manufacturer/Dealer confirms that all information, declarations and documents submitted with its EOI/application are true, complete and correct.
- The Manufacturer/Dealer confirms that it is legally entitled and authorised to offer and sell the approved fan models under the Programme.
- The Manufacturer/Dealer confirms that it has not been blacklisted or debarred by any Government Department, Government Agency, PSU or statutory authority, except where specifically disclosed to EMC in writing.
- The Manufacturer/Dealer undertakes to comply with the EOI, this Agreement, the empanelment letter and all operational instructions issued by EMC under the Programme.
- The Manufacturer/Dealer shall promptly notify EMC of any material change that may affect its eligibility, legal status, product compliance, dealer network or service arrangements.

15. EMC'S ROLE AND POWERS

- EMC may establish and maintain the Programme portal and official model-wise catalogue and publish approved Programme information.

- EMC may issue, modify or update operational instructions relating to the Programme portal, coupon mechanism, validation, redemption, reconciliation, reporting, publicity, catalogue publication, subsidy procedures and Programme monitoring.
- EMC may seek clarifications or supporting documents and may verify compliance with the Programme requirements.
- EMC may suspend, remove or take other appropriate action in respect of an empanelled Manufacturer/Dealer or model in accordance with this Agreement and the applicable Programme conditions.

16. EVENTS OF DEFAULT

Any of the following shall constitute an Event of Default by the Manufacturer/Dealer, subject to the opportunity to cure where the nature of the default permits:

- submission of false, misleading or materially incomplete information or documents;
- loss of eligibility or statutory/BEE compliance of an approved model;
- systematic sale above the approved Programme Price;
- misuse, duplication or improper handling of Programme coupons;
- failure to maintain the required authorised sales or service coverage without satisfactory corrective action;
- failure to comply with material portal, coupon, reporting or subsidy procedures notified by EMC;
- misleading use of EMC/Government branding or misleading Programme claims;
- material breach of this Agreement, the EOI conditions, empanelment conditions or written operational instructions of EMC;
- repudiation of this Agreement or conduct demonstrating an intention not to comply with its material obligations;
- winding up, insolvency or any comparable event materially affecting the Manufacturer/Dealer's ability to perform its obligations.

17. SUSPENSION, TERMINATION AND REMOVAL FROM EMPANELMENT

- Where an Event of Default occurs, EMC may issue a written notice requiring the Manufacturer/Dealer to explain or rectify the default within such reasonable period as may be specified by EMC.
- In cases requiring immediate consumer protection or where continued participation may adversely affect the Programme, EMC may suspend the concerned model or Manufacturer/Dealer pending further action.
- If the default is not satisfactorily rectified within the period specified by EMC, or if the nature of the default is such that removal is warranted, EMC may terminate this Agreement and/or remove the Manufacturer/Dealer or the concerned model from the empanelled panel by written order.
- Termination or removal shall not affect obligations relating to warranties, consumer complaints, pending valid claims, statutory liabilities or matters which by their nature survive termination.

18. FORCE MAJEURE

Neither Party shall be liable for failure or delay in performing its obligations to the extent such failure or delay is caused by an event beyond its reasonable control, including natural disasters, war, civil disturbance, governmental restrictions or other comparable events. The affected Party shall promptly notify the other Party and take reasonable steps to minimise the effects of the event.

19. NOTICES

Any notice or communication under this Agreement shall be made in writing and delivered by hand, registered post, recognised courier or official email to the addresses notified by the Parties. Notices to EMC shall be addressed to the Director, Energy Management Centre – Kerala, Sreekrishna Nagar, Sreekariyam P.O., Thiruvananthapuram – 695017, unless otherwise notified.

20. TERM OF THE AGREEMENT

- This Agreement shall take effect from the date of execution/acceptance by the Parties and shall remain in force during the period of empanelment, unless earlier suspended or terminated in accordance with this Agreement.
- The empanelment validity shall be as specified in the empanelment letter issued by EMC. Unless otherwise notified, empanelment validity shall be 365 days from the date of issue of the empanelment letter.
- The Programme period, model-wise Programme Price validity and any subsidy-supported period shall be governed by the applicable EOI, empanelment letter and subsequent written instructions issued by EMC.

21. NO ASSIGNMENT

The Manufacturer/Dealer shall not assign, transfer or otherwise delegate its rights or material obligations under this Agreement without the prior written approval of EMC.

22. AMENDMENT

No amendment to this Agreement shall be valid unless made or confirmed in writing by EMC and accepted by the Manufacturer/Dealer where such acceptance is required. Operational instructions issued by EMC under the Programme shall be binding on the Manufacturer/Dealer to the extent they are consistent with the EOI and this Agreement.

23. GOVERNING LAW AND JURISDICTION

This Agreement shall be governed by and construed in accordance with the laws in force in India. Subject to applicable law, the courts at Thiruvananthapuram, Kerala shall have jurisdiction over disputes arising out of or in connection with this Agreement.

24. ENTIRE AGREEMENT AND ORDER OF PRECEDENCE

This Agreement shall be read together with the EOI, the Manufacturer/Dealer's accepted application, approved model-wise details, empanelment letter and operational instructions issued by EMC. In the event of any inconsistency, the specific written clarification or amendment issued by EMC for the Programme shall prevail to the extent of such inconsistency.

25. EXECUTION

The Manufacturer/Dealer confirms that this Agreement has been executed by its duly authorised signatory and submitted to EMC as a mandatory requirement for formal empanelment under the Programme.

SCHEDULE A – APPROVED MANUFACTURER AND MODEL DETAILS

Sl. No.	Brand / Model	BEE Registration No.	Approved Programme Price (₹)	Remarks

SCHEDULE B – PARTICIPATING DEALER / OUTLET AND SERVICE NETWORK

The Manufacturer/Dealer shall attach the latest district-wise list of participating authorised outlets and after-sales service arrangements for all 14 districts of Kerala.

SCHEDULE C – CUSTOMER CARE AND ESCALATION CONTACTS

Contact Channel	Details	Escalation Level	Contact Person / Number

IN WITNESS WHEREOF

the Parties hereto have executed this Agreement on the date and year first above written.

For ENERGY MANAGEMENT CENTRE – KERALA	For _____ (MANUFACTURER/DEALER)
Signature: _____	Signature: _____
Name: _____	Name: _____
Designation: _____	Designation: _____
Date: _____	Company _____ Seal: _____
	Date: _____

Witnesses:

1. Name: _____	2. Name: _____
Address: _____	Address: _____
Signature: _____	Signature: _____
Date: _____	Date: _____