



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

Expression Of Interest (EOI) for joint bidding for a tender for Crushing, Beneficiation and Pellet Plant based on Hematite Iron Ore

CONTENTS

- 1.0 BHEL – An Introduction**
- 2.0 Intent of Expression of Interest (EOI)**
 - 2.1 Brief Tender Details**
 - 2.2 Qualification Criteria**
- 3.0 EOI information by Bidders**
 - 3.1 Information to be submitted by Bidders**
 - 3.2 Method of Submission**
- 4.0 Formats to be filled by Bidders (separately for Beneficiation and Pellet Plant)**
 - 4.1 Documentary reference from customer for meeting the qualification criteria**
 - 4.2 Write up on technology offered**
 - 4.3 Reference list of projects executed**
 - 4.4 Company profile including organisation chart**
 - 4.5 List of equipment manufactured**
 - 4.6 Techno commercial deviations on SAIL tender**
 - 4.7 List of equipment / services offered (Preliminary Scope Matrix)**
 - 4.8 Any other relevant salient features**



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

**Expression Of Interest (EOI) for joint bidding for a tender for
Crushing, Beneficiation and Pellet Plant based on Hematite Iron Ore**

1.0 BHEL – AN INTRODUCTION



ISG, Bangalore

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1.1 Bharat Heavy Electricals Limited

Bharat Heavy Electricals (BHEL) is the largest Engineering Enterprise in India, contributing to the Power & Industry Sectors in the last 50 years through Engineering, Supply and Installation of various Equipment and Systems. BHEL has been addressing steel Industry business by providing turnkey solutions for Captive Power Plants, Electrics, Drives, Controls and Automation for all process, from Raw Material Handling, Iron & Steel making to Casters & Finishing Mill including Process lines etc. and have been supplying standalone products/ sub-systems like Fans, ESP etc.

Further details on BHEL is available in web site : \\www.bhel.com

1.2 Industrial Systems Group – An Introduction

Industrial Systems Group (ISG) at Bangalore is one of the business units of BHEL.

Industrial Systems Group (ISG), has been in the fore front of Design, Engineering, Supply and Installation of Electrics, Drives, Control & Automation, since its inception in 1977, and has been providing Integrated systems with Turnkey Solutions, to all the Steel Plants in India and especially to all SAIL Plants in association with all Major International Mill Builders. Today our major business is from EPC contracts for **Raw Material Handling Systems** for Power Plants and Steel Plants.

Also for BHEL-ISG brochure refer file “02-BHEL-ISG Brochure”



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

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Crushing, Beneficiation and Pellet Plant based on Hematite Iron Ore**

2.0 INTENT OF EXPRESSION OF INTEREST (EOI)



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

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2.1 BRIEF DETAILS OF SAIL TENDER FOR CRUSHING, ORE BENEFICIATION AND PELLET PLANT

M/s Steel Authority of India Limited (SAIL) is a leading steel manufacturer of India, Raw Material Division (RMD) is seeking proposal for Crushing, Beneficiation and Pellet plant (package-001) for 10 MT Expansion of Gua Mines at Gua , Dist West Singhbhum, Jharkhand, India.

BHEL-ISG intent to participate in this tender as these are synergic to Raw Material handling Business being pursued by ISG. The following Technical Qualification requirements are envisaged in the tender to be overcome by entering into suitable tie-ups with technology provider as a consortium partner/s or technology licensor who have established satisfactory performance of at least one number of either or both of the following plants as specified in Technical Qualification specified in section 2.0 below.

BHEL may opt for meeting the Technical Qualification requirement by

- a) Partnering with a single party meeting both qualifications requirements
- Or
- b) Partnering with individual parties for respective plants

Other Technical Qualification criteria with respect to civil works, structural works and conveyor system sought in the tender in met by BHEL.

It may be noted that this tender shall be quoted as a consortium of maximum 4 partners only as per SAIL tender specifications. BHEL is one of the consortium partners

BHEL proposed to quote this tender either

- a) As a consortium with technology provider where BHEL will play the role of consortium leader with the major scope of work.
- or
- b) As a sole bidder with the license agreement from the technology provider



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DATE : 21-11-2011

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2.2 QUALIFICATION CRITERIA SPECIFIED BY SAIL TO BE COMPLIED BY PARTNERS

“ Bidder / Bidder on the strength of License agreement should have

- developed process flow sheet, designed, engineered ,supplied /provided procurement services , commissioned or provided technical supervision services for commissioning and have established satisfactory performance of at least one number of minimum 5 MTPA throughput New Beneficiation plant based on Hematite iron ore which includes grinding , gravity and high intensity magnetic separation .The plant must have operated satisfactorily for a period of at least Two Years after commissioning prior to 1st October 2011 .
- designed, engineered, supplied /provided procurement services, commissioned or provided technical supervision services for commissioning and have established satisfactory performance of at least one number of New Pellet Plant of minimum 3 MTPA capacity in a single module working on Hematite Iron Ore. The plant must have operated satisfactory for a period of at least Two years after commissioning prior to 1st October 2011 . “

For detailed Technical & Commercial specifications, drawings etc., on SAIL tender specifications, refer SAIL web site : www.sailtenders.co.in by suitable simple registration. Reference Tender number - RMD/K/PROJ/NIT/GOM/11-12/046 DTD. 01.10.2011



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

**Expression Of Interest (EOI) for joint bidding for a tender for
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3.0 EOI INFORMATION BY BIDDERS



ISG, Bangalore

REF : IS-1-11-999002 / EOI

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3.1 INFORMATION TO BE SUBMITTED BY BIDDERS

Preliminary Broad Scope matrix proposed by consortium partner / Licensor shall be submitted as per the formats given in section 4.0

MAJOR DOCUMENTATION TO BE SUBMITTED FOR EVALUATION OF EOI

1. Expression of interest for Pellet Plant or beneficiation Plant or both the plants.
2. Documentary evidences from end customers for having met the qualification criteria mentioned .
3. Write up on technology offered.
4. Reference list of projects executed with customer certificates
5. Financial details for last three years (shall include Turnover, Profit, Credit limits)
6. Company profile including organization chart
7. List of equipments manufactured.
8. Confirmation to Sourcing of technological equipments in line with the makes specified in SAIL tender specifications for beneficiation plant and pellet plant.
9. Techno commercial deviations to SAIL specifications
10. Any other relevant details.

The above details along with other details shall be furnished in the format enclosed as given in section 4.0 with necessary annexures separately for Pellet plant and separately for Beneficiation plant.



ISG, Bangalore

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DATE : 21-11-2011

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3.2 METHOD OF SUBMISSION

BHEL – Industrial Systems Group invites from interested Technology partners / Technology Licensors meeting the above mentioned requirements to submit by 3 rd December 2011, 11: 00 Hrs, their proposals along with complete details as required. While EOI may be send by email , with requisite attachments, it is requested that mails may please be followed up with signed hard copy sent to following address.

The GENERAL MANAGER (STEEL- GROUP)

BHEL – Industrial Systems Group

PROF CNR RAO CIRCLE

PO BOX NO 1249

IISC POST, MALLESWARAM,

BANGALORE 560012

INDIA

Ph : + 918023365112 / +918022184124

Mob: +919845062823

Email : skk@bhelisg.com / gkp@bhelisg.com / ev@bhelisg.com

Working Hours : IST 08:00 HRS TO 17:15 HRS

Please do not hesitate to call us / contact us in case you need any more clarifications



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

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4.0 FORMATS TO BE FILLED BY BIDDERS

Note:

1. Separate formats to be filled up for Beneficiation Plant and Pellet Plant wherever applicable.
2. Any number of sheets and rows be added. Back up documents (soft copy/Hard copy) like company profile, products, portfolio, Annual reports etc shall be attached.



ISG, Bangalore

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4.1 DOCUMENTARY REFERENCE FROM CUSTOMER FOR MEETING THE QUALIFICATION CRITERIA**

NAME OF CUSTOMER	DETAILS OF PLANT	DATE OF COMMISSIONING	CAPACITY	CERTIFICATE FROM CUSTOMER ENCLOSED	REMARKS
** as per section 2.2					



ISG, Bangalore

REF : IS-1-11-999002 / EOI

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4.2 WRITE UP ON TECHNOLOGY OFFERED

Sln0	Description of Write up / Catalogue Enclosed	Remarks



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

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4.3 REFEREMCE LIST OF PROJECTS EXECUTED / UNDER EXECUTION

SLNO	NAME OF CUSTOMER	DETAILS OF PLANT	DATE OF COMMISSIONING	CAPACITY	CURRENT STATUS	REMARKS



ISG, Bangalore

REF : IS-1-11-999002 / EOI

DATE : 21-11-2011

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**4.4 COMPANY PROFILE INCLUDING ORGANISATION CHART (PLEASE ENCLOSE THE
DETAILS)**

ORGANIS ATION DETAILS	CONTACT PERSON DETAILS			TURNOVER IN LAST THREE YEARS IN USD	FINANICAL CAPABILITY (ANNUAL REPORTS ETC)	SUBSIDIA RY DETAILS	LOCATIO N OF BUSINESS UNITS	CAPACIT Y OF MANUFA CTURING UNITS
	NAME & DESIGNATI ON	EMAIL ID	CONTACT NO					
			LANDLINE-					
			FAX :					
			MOBILE NO :					



ISG, Bangalore

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4.5 LIST OF EQUIPMENTS MANUFACTURED

SLNO	EQUIPMENT	MAXIMUM RATING/ CAPAITY	MANUFACTUR ING LOCATION	EXISTING MARKET SHARE	% OF MANUFACTURED COMPONENT	% OF BOUGHT COMPONENT	DESIGN	O&M SERVICES	SPARES



ISG, Bangalore

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4.6 TECHNO COMMERCIAL DEIVATION ON SAIL TENDER

SLNO	Tender Ref	DETAILS OF DEVIATIONS	REMARKS
A) Technical			
B) Comercial			



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4.7 LIST OF EQUIPMENTS / SYSTEMS OFFERED (PRELIMINARY SCOPE MATRIX)

SL.No	EQUIPMENTS / SYSTEMS	Basic data	Basic Engg.	Detailed engg.	supply	Transport & Insurance	Unloading ,Storage, transport from stores to site	Erection	Superv ision Erectio n	Commis sioning	Supervisio n of commissio ning	PG TEST

Note:

The consortium Partner to indicate the List of Equipment and services offered. However BHEL prefers to do the supply and services related to Conveyor systems for the above plant, Civil & structural jobs, Aux systems, complete Electrical and Automation systems.

However, all technical details as required for the above shall be provided by the consortium partner.



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4.8 ANY OTHER RELEVANT SALIENT FEATURE