

**ANNEXURE - C1**  
**BHEL : BAP : RANIPET**  
**MM – WATER SYSTEM & FGD**  
**COMMERCIAL TERMS AND CONDITIONS - (FOR INDEGENOUS OFFER)**  
**"LT POWER CABLES" FOR BANGLADESH MAITREE STPP 2 X 660 MW PROJECT**  
**Enquiry No. 7790243E DATED: 16.05.2019 Due Date : 06.06.2019 (Within 1400 Hrs) (NIT\_46265)**  
**Material Delivery Destination: BHEL Stores,Ranipet -632 406,Tamilnadu.**

| Sl. No.  | DESCRIPTION                                       | BHEL (PURCHASER) REQUIREMENT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | VENDOR (SELLER) CONFIRMATION<br><br>VENDOR NAME:<br><br>OFFER REF: |
|----------|---------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| <b>I</b> | <b>Technical</b>                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                    |
| 01       | SCOPE OF SUPPLY                                   | Please confirm the Scope of Supply of "LT POWER CABLES" as per:<br>01. Technical Specification ROS 4232 REV 00 DT 18.12.2018 for LT XLPE POWER CABLES (Pg:01 to 05)<br>02. Contract Quality Requirements (CQR) BAP/QR/R4N0/PC:009 REV NO. : 00 DT:27:07:2018.<br>03. NTPC SQP LT Power Cable 0000-999-QOE-S-041 REV 00 DT:03:02:2012.<br>04. Pre-Qualification Requirement For Power Cables Vide Ref: RWT80719:PCAB:PQ REV 00 DT 18.12.2018<br>05. Sample MQP Format<br>06. Reference Standard Field Quality Plan<br>07.All Cables Shall Be Supplied in 1000 Mtr Drums.<br><br>& submit the same after necessary Filling,signing & returning a copy of the same. |                                                                    |
| 01a      | QUANTITY TOLERANCE                                | Over all quantity tolerance against each size shall be +0%, -2%.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                    |
| 02       | SPECIFICATION                                     | Please confirm Clause wise / Point wise "IN TOTO" for all specifications (ROS 4232 REV 00 DT 18.12.2018 for LT XLPE POWER CABLES (Pg:01 to 05)) and submit along with offer.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                    |
| 03       | DATA SHEETS / DRAWINGS                            | Filled Data Sheets and Drawings are to be submitted along with offer. (if applicable )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                    |
| 04       | QUALITY ASSURANCE PLAN (QAP)                      | To confirm applicable QAP will be followed. (OR) Supplier's Quality Plan to be submitted for our review and approval within 30 days from the date of Letter of Award (LOA) / PO.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                    |
| 05       | SPECIFICATION DEVIATION DISPOSITION REPORT (SDDR) | Attached SDDR to be filled & submit along with offer. (Even, If NO deviation is taken, NIL report to be submitted).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                    |
| 05a      | ITEMS COMPARED ON INDIVIDUAL LINE ITEM BASIS      | All items will be compared on individual line item basis & order will be placed on whom who is L1 on individual line item.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                    |
| 06       | DOCUMENTS TO BE SUBMITTED                         | Confirm to submit the documents<br>01.Technical specifications<br>02.Data sheets &<br>03.Quality plan for the approval by BHEL.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 01.<br>02.<br>03.                                                  |
| 07       | INSPECTION REPORTS, TEST CERTIFICATES (TC), etc., | Please confirm the required Inspection reports ,TC's etc., will be provided at 'No Extra Cost' after carrying the Inspection & Testing as per Technical Specifications.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                    |
| 08       | TYPE TEST CERTIFICATES                            | Specify & Confirm to submit applicable certificates.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                    |
| 09       | ROUTINE TEST CERTIFICATE                          | Specify & Confirm to submit applicable certificates.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                    |
| 10       | CONFIRM: QUALITY ASSURANCE CONDITIONS             | 01.Confirm to follow the Standard Quality Plan : 0000-999-QOE-S-041 REV 00 DT:03:02:2012.<br>02.Confirm to Contract Quality requirements for power cables as per Doc no. BAP/QR/R4N0/PC:009 REV NO: 00 DT:27:07:2018.<br>03.BHEL inspection is applicable at vendor works.Confirm for the same.<br>04.Submission of relevant test certificate to BHEL for review during inspection.Please Confirm.                                                                                                                                                                                                                                                               | 01.<br>02.<br>03.<br>04.                                           |
| 11       | PRE-QUALIFICATION REQUIREMENT                     | Vendor should confirm the Pre-qualification requirements and Necessary Documentary evidences shall be submitted alongwith the offer for proof of meeting the QR.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                    |
| 12       | CUSTOMER APPROVAL                                 | Vendor should submit the filled <b>SUB-SUPPLIER QUESTIONNAIRE</b> alongwith their credentials for our customer approval.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                    |

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**Enquiry No. 7790243E DATED: 16.05.2019 Due Date : 06.06.2019 (Within 1400 Hrs) (NIT\_46265)**  
**Material Delivery Destination: BHEL Stores,Ranipet -632 406,Tamilnadu.**

| Sl. No.                                     | DESCRIPTION                                                                | BHEL (PURCHASER) REQUIREMENT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | VENDOR (SELLER) CONFIRMATION<br>VENDOR NAME:<br>OFFER REF: |
|---------------------------------------------|----------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|
| 13                                          | DELIVERY PERIOD FOR THE SUPPLY                                             | <p>Please confirm the supply completion on or before 24.07.2019 or 3 Months from the date of Manufacturing clearance, which ever is Later.</p> <p>Vendor to submit all drawings/documents within 2 weeks from the date of purchase order and resubmit the drawings/documents within 1 week incorporating all the comments.</p> <p>In case there are delays of submission of drawings/documents beyond 2 weeks of order or 1 week of comments, that much days of delay would be reduced from delivery period.</p> <p>NOTE: Delivery period shall be reckoned till receipt of materials at site. For LD Purpose, Date of site receipt of material will only be considered.</p> | 01.<br>02.<br>03                                           |
| 14                                          | INSPECTION                                                                 | <p>Please confirm for 'Inspection' of all the Items by BHEL Engineers / BHEL Authorized Engineer and Customer / Consultant Engineer either jointly or individually before the dispatch of the item at vendor works as per Technical Specification:</p> <p>(ROS 4232 REV 00 DT 18.12.2018 for LT XLPE POWER CABLES (Pg:01 to 05)) &amp; your submitted -Technical specifications, Data sheets, Quality plan - subject to customer/BHEL's approval &amp; Standard Quality Plan :QP.NO.0000-999-QCE-S-041 REV 00 DT 03.02.2012, others if any.</p> <p>Please note that no payment will be made by BHEL towards inspection.</p>                                                  |                                                            |
| 15                                          | IF ANY TECHNICAL / QUALITY QUERIES : CONFIRM BEFORE SUBMITTING YOUR OFFER. | <p>01.Please note: After techno commercial bid opening, re-submission of price bid or any other impact is not allowed.</p> <p>02.Hence,before submitting your offers please contact <b>Shri.VN Shanthakumar, Sr.Manager/WEG-WB , Ph: 04172-284170 &amp; clarify your Technical /Quality queries if any thro' e mail with :vnskumar@bhel.in</b></p>                                                                                                                                                                                                                                                                                                                           | 01.<br>02.                                                 |
| 16                                          | CONTACT PERSON'S ON TECHNICAL DETAILS FOR CORRESPONDENCE                   | <p>Name:</p> <p>Designation:</p> <p>Phone No.:</p> <p>Mobile No.:</p> <p>Fax No.:</p> <p>E-mail ID:</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                            |
| <b>II Commercial Terms &amp; Conditions</b> |                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                            |
| 01                                          | PRICE                                                                      | Please confirm 'Firm Price' till completion of order                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                            |
| 02                                          | UNPRICED BID (PART-1)                                                      | <p>Please confirm submission of 'Unpriced bid' in the price bid format attached duly signed.</p> <p>SCANNED COPY of FILLED &amp; SIGNED COPY OF 'Price Bid' format attached by filling all informations by writing 'Quoted' as the case may be in the 'Rate' and 'Value' columns to be submitted through E-Procurement System- <a href="https://bhel.abcpocure.com">https://bhel.abcpocure.com</a>.</p>                                                                                                                                                                                                                                                                      |                                                            |
| 03                                          | PRICED BID (PART-2)                                                        | <p>Please confirm submission of 'Priced bid' in the price bid format attached duly signed.</p> <p>SCANNED COPY of FILLED &amp; SIGNED COPY OF 'Price Bid' format attached by filling all informations by writing the value as the case may be in the 'Rate' and 'Value' columns in a separate attachment to be submitted through E-Procurement System - <a href="https://bhel.abcpocure.com">https://bhel.abcpocure.com</a>.</p> <p><b>Price bid opening will be considered after the evaluation of pre-qualification requirements,Techno-Commercial evaluation</b></p>                                                                                                      |                                                            |
| 04                                          | DELIVERY TERMS & PRICE BASIS                                               | <p>Please confirm for FOR - Destination ( BHEL STORES,Ranipet-632 406, Tamil Nadu.) basis.</p> <p>Unloading the Material at site is under BHEL Scope.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                            |

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|---------|-------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|
| 05      | CONSIGNEE ADDRESS                         | Please confirm supply to the following consignee address in the event of Order.<br><br>To<br>Addl General Manager,<br>M/s :BHEL STORES,<br>Bharat Heavy Electricals Limited,<br>Boiler Auxiliaries Plant,<br>Ranipet-632 406, Tamil Nadu.<br><br>GST No: 33AAACB4146P2ZL                                                                                                                                                                                                                           |                                                                                                                                            |
| 06      | ORIGIN OF DESPATCH OF CONSIGNMENT         | Please indicate clearly the origin of despatch of various consignments duly indicating whether interstate or intrastate based on the consignee address above. Origin of despatch should not be subjected to change during execution of contract.                                                                                                                                                                                                                                                   | Place:<br>State:<br>Pincode:                                                                                                               |
| 07      | PACKING & FORWARDING FOR THE TOTAL SUPPLY | Packing should be as per "SEAWORTHY PACKING SPEC. PE TS 888 100 A001 REV 00" - Please REF THE RELEVANT APPLICABLE FOR THIS REQUIREMENT & Ple confirm                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                            |
| 07a     |                                           | Please confirm inclusion of Packing & Forwarding Charges in the Basic quoted price.                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                            |
| 07b     |                                           | If it is extra payable by BHEL, Please clearly indicate the applicable<br><br>01.Packing & Forwarding charges in % on basic quoted Price.<br><br>02.Applicable GST on the above in %                                                                                                                                                                                                                                                                                                               | 01.Packing & Forwarding charges ____ % on basic quoted Price.<br><br>02.Applicable GST on the above: ____ %                                |
| 08      | FREIGHT & INSURANCE FOR THE TOTAL SUPPLY  | Please confirm inclusion of Freight & Insurance Charges towards this in the Basic quoted price.                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                            |
| 08a     |                                           | If it is extra payable by BHEL, Please clearly indicate the applicable<br>01.Freight in % on basic quoted Price<br><br>02.Insurance charges in % on basic quoted Price<br><br>03.Applicable GST on the above in %.                                                                                                                                                                                                                                                                                 | 01.Freight ____ % on basic quoted Price<br><br>02.Insurance ____ % on basic quoted Price<br><br>03.Applicable GST on the above in : ____ % |
| 09      | GOODS & SERVICES TAX (GST)                | Please indicate the exact percentage of CGST/SGST/UTGST/IGST (whichever is applicable) is quoted as per the existing tariff on the date of the offer and all benefits as per existing laws have been considered.<br><br>It is the responsibility of the seller to issue the Tax Invoice strictly as per the format prescribed under the relevant applicable GST law (CGST Act/SGST Act/UTGST Act/IGST Act).<br><br>Vendor to indicate the proper GSTN Registration/ HSN code in their tax invoice. |                                                                                                                                            |
| 09a     |                                           | Ple clearly specify the above CGST/SGST/UTGST/IGST is payable extra by BHEL for the supply or not                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                            |
| 10      | PAYMENT TERM FOR SUPPLY :                 | <b><u>In case of Non-MSE vendors,</u></b><br>100% payment will be against site receipt & submission of submission of all the documents <b>within 90 days</b> & receipt of complete documents as per PO.                                                                                                                                                                                                                                                                                            |                                                                                                                                            |
|         |                                           | <b><u>In case of Registered MSE vendors,</u></b><br>100% payment will be against site receipt & submission of all the documents <b>within 45 days</b> & receipt of complete documents as per PO.                                                                                                                                                                                                                                                                                                   |                                                                                                                                            |
| 11      | CONFIRM THE PAYMENT TERM FOR SUPPLY.      | 01. Ple confirm your status in case of <b>Micro, Small Category</b> with relevant proof.<br>02.Submit Udyog Aadhaar with Dt of filing in case of Micro, Small Category alongwith relevant applicable MSE Certificate.                                                                                                                                                                                                                                                                              | 01.<br>02.                                                                                                                                 |

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|---------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| 12      | LIQUIDATED DAMAGES (LD)                                                                  | Purchaser reserves the right to recover from the Seller/ Contractor, as agreed liquidated damages and not by way of penalty, a sum equivalent to half (½) percent of the Service Portion price per week or part thereof, subject to a maximum of ten (10) percent of the total contract price including GST & if any, if the Seller/ Contractor fails to deliver any part of the ordered stores within the period stipulated in the Order/ Contract.  |                                                                    |
| 13      | OFFER VALIDITY                                                                           | Please confirm Offer Validity for a minimum period of 60 days from the date of price bid opening.                                                                                                                                                                                                                                                                                                                                                     |                                                                    |
| 14      | GUARANTEE CERTIFICATE (GC) - Supply Portion.                                             | Please confirm furnishing of Guarantee certificate in BHEL format for 12 months from the date of commissioning or 18 months from the date of last despatch whichever is earlier.                                                                                                                                                                                                                                                                      |                                                                    |
| 15      | <b>Contract Execution Bank Guarantee (CEBG).</b>                                         | To demonstrate the fidelity of the successful bidder, in executing the Contract, on receipt of the Letter of Intent / Purchase Order, the Supplier shall arrange to provide a contract execution bank guarantee (CEBG). <b>Ple note CEBG deviation is not acceptable subject to Ple Ref: ANNEXURE –A GENERAL TERMS &amp; CONDITIONS (FOR GUIDANCE TO THE SUPPLIERS) (Under Clause -J) Contract Execution Bank Guarantee:</b>                          |                                                                    |
| 16      | BANK GUARANTEE (BG) TOWARDS Supply Portion (10% OF ORDER VALUE) -                        | <b>Ple note BG deviation not acceptable.</b><br>Please confirm BG submission in BHEL format for 10% of the Total PO Value valid for 12 months from the date of commissioning of the system or 18 months from the last despatch date with a claim period of 3 months.                                                                                                                                                                                  |                                                                    |
| 17      | ERECTION MANUAL (INSTALLATION INSTRUCTIONS)                                              | <b>NOT APPLICABLE.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                    |
| 18      | O & M MANUAL                                                                             | <b>NOT APPLICABLE.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                    |
| 19      | REVERSE AUCTION                                                                          | Please see the Clause in the main enquiry regarding Reverse Auction (RA). RA will be conducted through our Service Provider. Vendor to confirm acceptance.                                                                                                                                                                                                                                                                                            |                                                                    |
|         |                                                                                          | Please note that in case BHEL decides not to conduct RA, the sealed price bids along with the impact price bids arising out of techno-commercial discussions already available with BHEL only will be opened. Please note that no impact price due to non-conductance of RA will be accepted. Vendor to confirm acceptance.                                                                                                                           |                                                                    |
| 20      | RISK PURCHASE CLAUSE (CLAUSE No. 6 of General Terms and Conditions for Indigenous offer) | BHEL's Standard Risk Purchase clause will be applicable. Please confirm.                                                                                                                                                                                                                                                                                                                                                                              |                                                                    |
| 21      | ZERO DATE (CONTRACT EFFECTIVE DATE)                                                      | Contract Effective date starts from Manufacturing Clearance subject to Documents submission clause.<br>Please confirm for 'Date of Manufacturing Clearance'.                                                                                                                                                                                                                                                                                          |                                                                    |
| 22      | Loading Criteria                                                                         | Please note that no Commercial deviation is acceptable to BHEL. In case any deviation is taken in any of the commercial terms such as PAYMENT TERMS, LD etc., where in we have specified the days, percentages etc., then loading will be done to the extent of the short fall with respect to the upper Limit specified for evaluation.<br><br>In repect of LD offers which do not accept for LD Clause would be summerly rejected - Please Confirm. |                                                                    |
| 23      | NEGOTIATION                                                                              | In the event of negotiation if any, please confirm participation only by supplier's representative and not by their Agent which include indian Agent in the case of Foreign Offer.                                                                                                                                                                                                                                                                    |                                                                    |

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|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|
| 24      | OTHER DOCUMENTS FOR APPROVAL (BBU)                                                                                                                                                                                 | In the event of order vendor should confirm the submission of BBU for the complete system supply with break up for each line item as well as quantities with value (If Applicable) |                                                            |
| 25      | PLEASE PROVIDE THE STATUTORY DETAILS<br>(Submit a copy of PAN, if not submitted already)                                                                                                                           | GST Regn. Number                                                                                                                                                                   |                                                            |
|         |                                                                                                                                                                                                                    | HSN NO.: Harmonized System of Nomenclature Under GST for the offered Item                                                                                                          |                                                            |
|         |                                                                                                                                                                                                                    | PAN No. :                                                                                                                                                                          |                                                            |
| 26      | CONTACT PERSON'S ON <b>COMMERCIAL DETAILS</b> FOR CORRESPONDENCE                                                                                                                                                   | Name:                                                                                                                                                                              |                                                            |
|         |                                                                                                                                                                                                                    | Designation:                                                                                                                                                                       |                                                            |
|         |                                                                                                                                                                                                                    | Phone No.:                                                                                                                                                                         |                                                            |
|         |                                                                                                                                                                                                                    | Mobile No.:                                                                                                                                                                        |                                                            |
|         |                                                                                                                                                                                                                    | Fax No.:                                                                                                                                                                           |                                                            |
|         |                                                                                                                                                                                                                    | E-mail ID:                                                                                                                                                                         |                                                            |
| 27      | <b>BHEL will not take cognizance of commercial terms mentioned by the bidder any where else.</b><br><br><b>Commercial terms and conditions indicated in this Annexure - A will only be applicable and binding.</b> | <b>Acceptance Required</b>                                                                                                                                                         |                                                            |

Signature, Seal & Date of offerer on all the pages.