

ANNEXURE - C2
BHEL : BAP : RANIPET
MM – WATER SYSTEM
COMMERCIAL TERMS AND CONDITIONS - (FOR IMPORT 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
			VENDOR NAME: OFFER REF:
I	Technical		
01	SCOPE OF SUPPLY	Please confirm the Scope of Supply of "LT POWER CABLES" as per: 01. Technical Specification ROS 4232 REV 00 DT 18.12.2018 for LT XLPE POWER CABLES (Pg:01 to 05) 02. Contract Quality Requirements (CQR) BAP/QR/R4N0/PC:009 REV NO. : 00 DT:27:07:2018. 03. NTPC SQP LT Power Cable 0000-999-QOE-S-041 REV 00 DT:03:02:2012. 04. Pre-Qualification Requirement For Power Cables Vide Ref: RWT80719:PCAB:PQ REV 00 DT 18.12.2018 05. Sample MQP Format 06. Reference Standard Field Quality Plan 07.All Cables Shall Be Supplied in 1000 Mtr Drums. & 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 01.Technical specifications 02.Data sheets & 03.Quality plan for the approval by NTPC/BHEL.	01. 02. 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. 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. 03.BHEL inspection is applicable at vendor works.Confirm for the same. 04.Submission of relevant test certificate to BHEL for review during inspection.Please Confirm.	01. 02. 03. 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 SUB-SUPPLIER QUESTIONNAIRE alongwith their credentials for our customer approval.	

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13	DELIVERY PERIOD FOR THE SUPPLY	01.Please confirm the supply completion on or before 24.07.2019 or 3 Months from the date of Manufacturing clearance, which ever is Later. 02.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. 03.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. Vendor can also quote improved delivery date if any or otherwise, please clearly indicate the delivery period in weeks / months from the date of Manufacturing clearance.	01. 02. 03
		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. No other condition acceptable.	
14	INSPECTION	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: (ROS 4232 REV 00 DT 18.12.2018 for LT XLPE POWER CABLES (Pg:01 to 05)) & your submitted -Technical specifications, Data sheets, Quality plan - subject to customer/BHEL's approval & (CQR) BAP/QR/R4N0/PC:009 REV NO. : 00 DT:27:07:2018., Standard Quality Plan :QP.NO.0000-999-QCE-S-041 REV 00 DT 03.02.2012 & others if any.	
15	IF ANY TECHNICAL / QUALITY QUERIES : CONFIRM BEFORE SUBMITTING YOUR OFFER.	01.Please note: After techno commercial bid opening, re-submission of price bid or any other impact is not allowed. 02.Hence,before submitting your offers please contact Shri.VN Santhakumar, Sr.Manager/WEG-WB , Ph: 04172-284170 & clarify your Technical /Quality queries if any thro' e mail with :vnskumar@bhel.in	01. 02.
16	CONTACT PERSON'S ON TECHNICAL DETAILS FOR CORRESPONDENCE	Name: Designation: Phone No.: Mobile No.: Fax No.: E-mail ID:	
II	<u>Commercial Terms & Conditions</u>		
01	PRICE	Please confirm 'Firm Price' till completion of order	
02	UNPRICED BID (PART-1)	Please confirm submission of 'Unpriced bid' in the price bid format attached duly signed. SCANNED COPY of FILLED & 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.	
03	PRICED BID (PART-2)	Please confirm submission of 'Priced bid' in the price bid format attached duly signed. SCANNED COPY of FILLED & 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. Price bid opening will be considered after the evaluation of pre-qualification requirements,Techno-Commercial evaluation	

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04	CONSIGNEE DETAILS	Please confirm supply to the following consignee address in the event of Order. To Addl General Manager, M/s :BHEL STORES, Bharat Heavy Electricals Limited, Boiler Auxiliaries Plant, Ranipet-632 406, Tamil Nadu. GST No: 33AAACB4146P2ZL	
05	NOTIFYING ADDRESS	Manager Material Services, Regional Operation Division Bharat Electricals Limited 690, 6th Floor EVR Periyar Building Annasalai, Nandanam Chennai-600 035	
06	SELLERS NAME	Please furnish Full Address, Contact Person, Phone, Fax & Email etc.	
07	MANUFACTURER'S NAME	Please furnish Full Address, Contact Person, Phone, Fax & Email etc.	
08	COUNTRY OF ORIGIN	Please indicate the Country of Origin of the Equipment	
09	PACKING & FORWARDING	Please confirm inclusion of Packing & Forwarding Charges (FOB Charges) to the nearest Public Sea / Air Port if any in the quoted price. Stuffing Charges shall be in Vendor's account only.	
10	DELIVERY TERM & PRICE BASIS	Please confirm submission of offer on C&F / Chennai Sea / Air Port basis.	
11	FREIGHT CHARGES FROM FOREIGN SEA / AIR PORT TO INDIAN SEA / AIR PORT	Please confirm provision of freight charges separately in the offer from Foreign Sea / Air Port to Indian Sea / Air Port.	
12	ALTERNATE DELIVERY TERM & PRICE BASIS	Please confirm submission of alternate offer on FOB Sea / Air Port basis.	
13	PORT OF SHIPMENT / AIRLIFTING	Please confirm and specify the nearest public Sea / Air Port in the Supplier's country.	
14	TRANSHIPMENT (IF ANY) NOT PREFERRED	Please note that Transshipment is not preferred by BHEL.	
15	APPROX. WEIGHT & DIMENSION OF THE CONSIGNMENT	Please indicate the consignment details clearly.	
16	ADDRESS OF THE INDIAN AGENT / REPRESENTATIVE	Please clearly indicate the Indian Agent's details	
17	AGENCY COMMISSION, IF ANY IN%	Should be included in the Price & will be paid in Indian Rupees only.	
18	BANKER'S NAME & ADDRESS FOR PAYMENT PURPOSE	LC will be opened through any one of the Indian Bank listed in Sl. No. 10 and advised by their Correspondent Bank in Seller Country	
19	SHIPPING	Consignment to be shipped through Containers, Stuffing Charges if any is to Supplier's Account only. Please indicate the Size & Number of Containers involved. Also confirm referer container / ordinary container.	
20	TERMS OF PAYMENT	Terms of Payment for Foreign Suppliers: "100% thru' irrevocable & unconfirmed LC at sight within 3 weeks and LC will be established 3 months prior to PO delivery date through any one of our Bankers listed elsewhere in the tender conditions for 100% value (less Agency Commission, if any) valid upto the PO delivery period and 15 days thereafter for negotiation. All bank charges in India to BHEL's account and all other charges outside India to Supplier's account. BHEL reserves the right to load the price of foreign suppliers in order to bring them on common platform as per Indigenous Suppliers on the account of differential payment terms to Indigenous Suppliers. Loading of payment terms will be "Base rate of State Bank of India (SBI) (as applicable on the date of bid opening: Techno-commercial bid opening in case of two part bids) + 6%, will be considered for loading for the periods of relaxation compared to indigenous suppliers i.e. 90 days. LC will be opened thro' SBI / SBT / DEUTSCHE BANK / IDBI / ICICI and advised by their Correspondent Bank in Seller Country. LC will be opened only with 2½ months validity for shipment.	

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21	TERMS OF PAYMENT	Whenever there is an Indian Agent to represent a Supplier, it is mandatory to give the details of services to be rendered by Indian Agent and / or the details of agreement between Supplier and Agent. Supplier to indicate the Agency Commission payable. Indian Agency Commission will be paid only in Indian Rupees, calculated at the rate of exchange prevailing on the date of price bid opening. This is payable on satisfactory completion of the contract. Agency agreement copy shall be submitted along with Annexure-C without fail. Note: In order to maintain sanctity of the tender system, it is mandatory that one Agent cannot represent two Suppliers or quote on their behalf in a particular tender enquiry. If any Agent represents more than one Suppliers all such offers will be rejected.	
22	LIQUIDATED DAMAGES (LD) - Supply Portion	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 Undelivered Portion price per week or part thereof, subject to a maximum of ten (10) percent of the total contract price including GST & freight, if the Seller/ Contractor fails to deliver any part of the ordered stores within the period stipulated in the Order/ Contract.	
23	OFFER VALIDITY	Please confirm Offer Validity for a minimum period of 60 days from the date of price bid opening.	
24	GUARANTEE CERTIFICATE (GC) - Supply Portion.	Please confirm furnishing of Guarantee certificate in BHEL format for 12 (Twelve) months from the date of arrival of the materials at purchaser's site or 18 (Eighteen) months from the date of shipment from the port of dispatch whichever is more.	
25	Contract Execution Bank Guarantee (CEBG).	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). Ple note CEBG deviation is not acceptable subject to Ple Ref: ANNEXURE –A GENERAL TERMS & CONDITIONS (FOR GUIDANCE TO THE SUPPLIERS) (Under Clause -J) Contract Execution Bank Guarantee:.	
26	BANK GUARANTEE (BG) TOWARDS Supply Portion (10% OF ORDER VALUE)	. Ple note BG deviation is not acceptable 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.	
27	ERECTION MANUAL (INSTALLATION INSTRUCTIONS)	NOT APPLICABLE.	
28	O & M MANUAL	NOT APPLICABLE.	
29	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.	
30	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.	

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31	ZERO DATE (CONTRACT EFFECTIVE DATE)	Contract Effective date starts from Manufacturing Clearance subject to Documents submission clause. Please confirm for 'Date of Manufacturing Clearance'.	
32	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, PBG, 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. In respect of LD offers which do not accept for LD Clause would be summerly rejected - Please Confirm.	
33	NEGOTATION	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.	
34	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.	
35	CONTACT PERSON'S ON COMMERCIAL DETAILS FOR CORRESPONDENCE	Name:	
		Designation:	
		Phone No.:	
		Mobile No.:	
		Fax No.:	
		E-mail ID:	
36	1. All the imported Items are to be supplied in container/s only and sufficient number of days (Minimum 20-25 Days) to be considered for return of the container after unloading at site. 2. BHEL expects Import Supply in Foreign Currency quote.	Acceptance Required	
37	BHEL will not take cognizance of commercial terms mentioned by the bidder any where else. Commercial terms and conditions indicated in this Annexure - A will only be applicable and binding.	Acceptance Required	

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