



**Annexure - A to Tender 2700631E/OT-12**  
**STANDARD COMMERCIAL TERMS & CONDITIONS FOR PROCUREMENT OF CAPITAL EQUIPMENT**  
**[FORMAT TO BE FILLED-UP BY THE SUPPLIER]**

| S No. | BHEL Standard Terms                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Supplier Confirmation | Deviation |
|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------|
| 01    | <b>Price:</b> Supplier shall be quoted on " <b>FIRM PRICE</b> " basis only. No price variation clause will be entertained.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                       |           |
| 02    | <b>Terms of Delivery:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                       |           |
| (a)   | <b>Indigenous Supplies :</b> FOR - Destination means FOR - BHEL Stores, Ranipet [Packing & Forwarding, Freight & Insurance are in Supplier's scope i.e. included in the quoted prices.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       |           |
| (b)   | <b>Foreign Supplies :</b> CFR - Chennai Port basis inclusive of SEA / AIR-worthy packing and inclusive of all charges till Chennai Port. Port of Loading should be indicated in Techno-Comemrcial offer. <b>No other delivery term is acceptable.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>Not Applicable</b> |           |
| 03    | <b>Time Period for 'Supply' :</b> To be indicated in weeks from date of receipt of Purchase Order(PO). The bidders should quote their earliest schedule for Supply against the schedule indicated in the NIT. Supply period indicated by bidder should include reasonable time required for approval of drawings(if any) and other inputs from BHEL. BHEL, however, reserves the right to accept an offer not meeting the NIT schedule. Delivery period shall not be more than <b>08 weeks</b> from the date of PO.                                                                                                                                                                                                                                                                           |                       |           |
| 04    | <b>Penalty:</b> For the purpose of penalty for delay in 'Supply' will be applicable to the delays attributed to vendor. The rate of penalty for delayed Supply shall be @ 0.5% per week of delay of PO value in supply subject to a maximum of 10% of PO value .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                       |           |
|       | <b>Loading Factor for non-acceptance of Penalty Clause:</b> In case any bidder is not accepting the above penalty for delayed Supply, the offer of bidder shall be loaded to the extent to which it is not agreed by the bidder. Example : If the Supplier has accepted for maximum 5% penalty clause, then balance 5% will be loaded for evaluating lowest bidder.                                                                                                                                                                                                                                                                                                                                                                                                                           |                       |           |
| 05    | <b>Payment Terms:</b> If payment terms as mentioned by BHEL are not agreed by bidder, such bidder have to submit Bank Guarantee at the time of payment / opening of LC in the prescribed Format. Additionally, for any deviation sought including as mentioned above, in Payment Terms by bidder w.r.t. tender conditions, following loading shall be followed:<br><b>(a) Benchmark Prime Lending Rate (BPLR) of SBI as applicable on the scheduled date of tender opening + 2%, for the amount &amp; period of relaxation sought by bidder.</b><br><b>(b) On account of payment through LC, if insisted by bidder, Bank charges shall also be loaded for the deviation in (i) opening of LC by BHEL and (ii) period and amount of LC w.r.t. NIT norms, as per the prevailing bank rates.</b> |                       |           |
| (a)   | <b>Terms of payment for Indigenous Offer:</b><br>Dispatch of Goods on door delivery basis only. Goods dispatched with documents presented through Bank will be loaded with corresponding bank charges.<br><br>In case of direct payment, 100% payment of Supply value shall be made within 45 days from the date of receipt of material at BHEL with submission of Performance Bank Guarantee (PBG) valid for 3 months beyond the warranty period by Supplier from any of the Consortium Banks of BHEL for 10% of total PO Value in the prescribed Format. The PBG confirmation charges shall be borne by vendor.                                                                                                                                                                             |                       |           |

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| (b)   | <b>Terms of Payment for Foreign Offers:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Not Applicable        |           |
| (i)   | 100% payment of Supply value shall be made within 45 days from the date of receipt and acceptance of material at BHEL thri irrevocable unconfirmed L/C.<br>The above L/C can be negotiated after the Shipment against submission of B/L or AWB and such other documents as mentioned in the PO. The above L/C will be valid for a period extending 21 days beyond the shipment date for negotiation of documents.                                                                                                                                                                                                                                                                                                                              |                       |           |
| (iii) | 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. <b>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.</b> | Not Applicable        |           |
| 06    | <b>CEBG:</b> The successful tenderer shall be required to execute within 30 days from the date of PO, a contract execution bank guarantee for 10% (ten percent) of the Contract Price in favour of the BHEL. <b>(Applicable for orders above Rs. 20.00 lakh)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Not Applicable        |           |
| (i)   | Bank Guarantee <b>(PBG)</b> from indigenous suppliers shall be in the prescribed form and from the list of bankers, provided by BHEL.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                       |           |
| (ii)  | Bank Guarantee <b>(PBG)</b> from foreign suppliers should be in the prescribed form from any Bank of international repute. The bank guarantee is to be confirmed by any of the approved Banks of BHEL.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Not Applicable        |           |
| 07    | <b>Guarantee Period:</b> Full Guarantee for the performance of the equipment for a period of 18 months from the date of dispatch.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                       |           |
| 08    | <b>Performance Bank Guarantee (PBG):</b> The Supplier shall submit a PBG for 10% of the contract value or acceptance for retaining 10% of contract value by BHEL in lieu of PBG valid for Guarantee period.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                       |           |
| 09    | <b>Erection &amp; Commissioning (E &amp; C) Charges:</b> Supplier to specify clearly the E & C Charges in their price bid. GST (IGST/SGST and CGST/UTGST) shall be extra as applicable. Requirement of technical specification needs to be complied with.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Not Applicable        |           |
| 10    | <b>Essential / Mandatory Spares:</b> Supplier to specify clearly the charges of Essential / Mandatory Spares in the form of <b>Extra / Included / Free of Cost</b> . Requirement of technical specification needs to be complied with. <b>Where the price of spares is included in the basic price or shown as free of cost the list of spares and their individual prices are to be shown separately.</b>                                                                                                                                                                                                                                                                                                                                     |                       |           |
| 11    | <b>Validity:</b> Supplier to mention clearly the validity date of the offer. [Minimum 180 days from tender opening date]                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                       |           |
| 12    | <b>Risk Purchase:</b> Supplier specific confirmation is required for this clause - The purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or despatch within the time stipulated as aforesaid or if the same were not available, the best and the nearest available substitute therefor. The supplier shall be liable for any loss which the purchaser may sustain by reason of such risk purchases in addition to penalty at the rate mentioned in "Penalty" clause.                                                                                                          |                       |           |

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| 13                                                                                                                                                                                                                                                           | Reverse Auction (R/A) / Bidding through Internet: Supplier confirmation required.                                                                                                                                                                                                                                                              | Not Applicable        |           |
| 14                                                                                                                                                                                                                                                           | Taxes & Duties:                                                                                                                                                                                                                                                                                                                                |                       |           |
| (i)                                                                                                                                                                                                                                                          | Good & Service Tax (GST):- Applicable(Indian Vendors) GST (IGST/SGST and CGST/UTGST) for supply to be indicated by supplier in percentage.                                                                                                                                                                                                     |                       |           |
| (ii)                                                                                                                                                                                                                                                         | HSN Code (08 Digits):- To be indicated by supplier for each product                                                                                                                                                                                                                                                                            |                       |           |
| (iii)                                                                                                                                                                                                                                                        | Good & Service Tax Identification Number (GSTIN) :--- To be indicated by supplier (Indian Vendors).                                                                                                                                                                                                                                            |                       |           |
| (iv)                                                                                                                                                                                                                                                         | Service Accounting Code (SAC):--- To be indicated by supplier (Indian Vendors) for Erection/Commissioning/Installation.                                                                                                                                                                                                                        | Not Applicable        |           |
| (v)                                                                                                                                                                                                                                                          | Good & Service Tax (GST):- Applicable GST (IGST/SGST and CGST/UTGST) for Erection/Commissioning or Installation to be indicated by supplier(Indian Vendors) in percentage .                                                                                                                                                                    | Not Applicable        |           |
| (vi)                                                                                                                                                                                                                                                         | Income Tax: Wherever applicable income tax shall be deducted at source as per the rules and regulations of the Government of India. Necessary Tax Deduction at Source (TDS) certificate will be issued by BHEL for which supplier shall indicate Permanent Account Number (PAN).                                                               |                       |           |
| 15                                                                                                                                                                                                                                                           | Test Certificate: To be submitted.                                                                                                                                                                                                                                                                                                             |                       |           |
| 16                                                                                                                                                                                                                                                           | O & M Manual: To be submitted in english language as per the requirement of technical specification.                                                                                                                                                                                                                                           |                       |           |
| 17                                                                                                                                                                                                                                                           | Training: Supplier's scope, wherever applicable as per the requirement of technical specification at no extra cost. .                                                                                                                                                                                                                          |                       |           |
| 18                                                                                                                                                                                                                                                           | Pre-Despatch Inspection (PDI): BHEL will have the option to pre-inspect the equipment at Supplier's works by BHEL's own inspector or by third party agency appointed by BHEL before despatch. Inspection call for carrying out the inspection shall be given 15 days before for indigenous supplies from the scheduled contract delivery date. |                       |           |
| 19                                                                                                                                                                                                                                                           | Email ID & contact number of dealing person                                                                                                                                                                                                                                                                                                    |                       |           |
| 20                                                                                                                                                                                                                                                           | Small scale industry(SSi) status. Supplier has to indicate their SSI status and proof of the same to be attached to avail benefits. Proof:-DIC certificate or NSIC certificate or CA certificate in BHEL format.                                                                                                                               |                       |           |
| 21                                                                                                                                                                                                                                                           | For Foreign Offers:                                                                                                                                                                                                                                                                                                                            | Not Applicable        |           |
| (i)                                                                                                                                                                                                                                                          | Manufacturers' Name and address:                                                                                                                                                                                                                                                                                                               | Not Applicable        |           |
| (ii)                                                                                                                                                                                                                                                         | Country of Origin:                                                                                                                                                                                                                                                                                                                             | Not Applicable        |           |
| (iii)                                                                                                                                                                                                                                                        | Nearest - 1. Seaport; 2. Airport                                                                                                                                                                                                                                                                                                               | Not Applicable        |           |
| (iv)                                                                                                                                                                                                                                                         | Approximate weight, cubage of the consignment and number of containers required for shipment.                                                                                                                                                                                                                                                  | Not Applicable        |           |
| The above Commercial Terms and Conditions are confirmed by us for this tender. In case there is a variance between the conditions confirmed above and the main offer, we certify that the Commercial Terms and Conditions given above shall take precedence. |                                                                                                                                                                                                                                                                                                                                                |                       |           |

Signature and Office Seal of Vendor