

GENERAL TERMS AND CONDITIONS OF RA

Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL may resort to “**REVERSE AUCTION PROCEDURE**” i.e., **ON LINE BIDDING ON INTERNET**.

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
3. BHEL will inform the vendor in writing in case of reverse auction, the details of Service Provider to enable them to contact & get trained.
4. Business rules like event date, time, Start price, bid decrement, extensions etc. also will be communicated through service provider for compliance.
5. Vendors have to fax the Compliance form in the prescribed format (provided by Service provider) before start of Reverse auction. Without this, the vendor will not be eligible to Participate in the event.
6. BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at “Total Cost to BHEL” like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the vendor to enable them to fill-in the price and keep it ready for keying in during the Auction.
7. Reverse auction will be conducted on scheduled date & time.
8. At the end of Reverse Auction event, the lowest bidder value will be known on the network.
9. The lowest bidder has to Fax the duly signed Filled-in prescribed format as provided on case-to-case basis to BHEL through Service provider within 24 hours of Auction without fail.
10. Any variation between the on-line bid value and the signed document will be considered as sabotaging the tender process and will invite disqualification of vendor to conduct business with BHEL as per prevailing procedure.
11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL’s standard practice.

Bharat Heavy Electricals Limited, Trichirapalli – 620 014**MM : CAPITAL PURCHASE****(To be filled and submitted along with offer)**

BHEL Commercial Terms and Conditions for Indigenous Supplies	Vendor's Confirmation / Comments
EMD for Rs 2,0,000/- shall be payable as per the instructions furnished in the annexure. Otherwise the offer will not be considered. Pay order / DD No / Cash receipt no & date may be furnished	
Security Deposite shall be payable by the successful vendors as per the instructions furnished in the Annexure-VI	
Security Deposite will be refunded within 30 days after successful completion of Contract by the successful vendor.	
Technical confirmation to BHEL's Specification as called for in BHEL Format shall be furnished. If needed additional sheets shall be used.	
Prices shall be quoted item wise only as per the model format enclosed. An unpriced copy shall be submitted along with technical bid where in the applicable Taxes and Duties Shall be clearly specified	
Prices shall be quoted on "FIRM PRICE" basis only. The prices should be only on F.O.R / Despatching station basis inclusive of Packing & Forwarding charges if any. Applicable % of ED & Sales Tax , Freight & Insurance, Installation & Commissioning Charges should be clearly indicated.	
Validity of offer shall be for a minimum period of 120 days from the date of Tender opening	
Delivery period (for supply portion) from the date of Letter of Intent / Purchase order shall be clearly mentioned in the offer.	
Period for completion of the Retrofitting / Reconditioning work at BHEL shall be clearly specified in the offer	
Liquidated damages @ ½% per week subject to a maximum of 15% of the order value shall be applicable for delay in deliveries.	
Liquidated damages @ ½% per week subject to a maximum of 15% of the Erection Charges shall be applicable for delay in the period of completion of the Retrofitting / Reconditioning works.	
Following Risk Purchase clause shall be applicable: 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 dispatch within the time stipulated or if the same were not available, the best and the nearest available substitute therefore. The supplier shall be liable for any loss which the Purchaser may sustain by reason of such risk purchases.	
Submission of Performance Bank Guarantee (PBG): Vendor should provide a performance bank guarantee(PBG) for 10% of the total Purchase order value valid for a period of 12 months from the date of commissioning (or) 18 months from the date of dispatch whichever is later with an additional claim period of 2 months. This PBG shall form one of the documents for effecting payment. The PBG shall be submitted in non-judicial stamp paper value of not less than Rs.80/- issued by any one of the following banks who is a member bank in our consortium of banks. 1) State Bank of India, 2) State Bank of Hyderabad, 3) State Bank of Travancore, 4) State Bank of Mysore, 5) Canara bank, 6) Bank of Baroda, 7) Punjab National bank, 8) Deutsche Bank, 9) HDFC Bank, 10) Standard Chartered Bank, 11) Citi Bank, 12) Standard Chartered Grindlays Bank 13) Bank of America and 14) Any one of the Nationalised banks.	
Payment terms for supply portion: * 100% payment will be made within 45 to 90 days after receipt and acceptance / commissioning of goods at BHEL. against submission of PBG for 10% of Order value with required validity. (or) * 80% value of the goods will be paid within 45 to 90 days against dispatch documents negotiated through bank. Balance 20% will be paid within 45 to 90 days from the date of acceptance / commissioning of goods against submission of supplementary invoice and also against submission of PBG for 10% of Order value with required validity. All bank charges are to vendor's account only.	
Erection / commissioning Charges: Erection / commissioning shall be done at free of cost. If any charges, 100% of the Erection / commissioning charges (in case contract involves erection/commissioning) shall be paid only on completion of such erection / commissioning at BHEL and also against remittance of required Security Deposit to BHEL in accordance with the terms of the Contract	
The equipment shall be guaranteed for a period of 12 months from the date of commissioning.	
Equipment will be inspected and proved at vendor's works prior to dispatch. However final inspection and acceptance of equipment will be after installation at BHEL, Trichy.	
All Equipments / Services including concern Personal for carrying out the erection and commissioning of the Equipment shall be arranged by the vendor. If any Services is availed from BHEL, it is only on chargeable basis unless otherwise specified.	
The vendor shall provide necessary drawings, Test Certificates and Operating Maintenance Manuals etc., as called for in the Technical Specification, in the required number of copies at no extra cost.	
Any warranty replacement during warranty period shall be supplied free of charge on FOR BHEL, Trichy basis.	
Offers should be submitted only in sealed cover super-scribing clearly the Enquiry reference and due date.	

NOTE:-

- It is confirmed that all the terms and conditions stipulated in the Enquiry have been fully understood by us and all clarifications & details have been obtained.**
- Your offer should be indicating applicable if any P&F Charges, % of ED, Sales Tax -CST or VAT, Service Tax), Freight, Insurance and Installation and Commissioning Charges etc., as per our Price Format.**
- Your specific acceptance to our Payment terms, LD, Risk Purchase Clause & Submission of PBG for 10% of the order value are essential for consideration of your offer. Other wise your offer is liable for rejection.**

Signature & Office Seal of the vendor

CAPITAL PURCHASE**COMMERCIAL TERMS AND CONDITIONS****1.0 QUOTATIONS**

The Bidders shall submit the offer in **THREE INNER ENVELOPES** as indicated below which shall be sealed in one outer envelope.

Envelope I : This sealed envelope should contain the required EMD amount of **Rs 2,00,000/- (2 Lakhs)**

Envelope II : This sealed envelope should contain all the copies of technical bid together with un-priced commercial bid. This envelope should be clearly marked **“Part II - Technical and commercial bid”**, indicating Enquiry No., Due Date and Address & Reference of the Bidder.

Envelope III : This sealed envelope should contain **price details**. This envelope should be clearly marked **“Part III - Price bid”**, indicating Enquiry No., Due Date and Address & Reference of the Bidder.

All the three envelopes (Part I,II & III) shall be put in one cover, duly sealed, super scribing as Part I ,Part II and Part III of Enquiry No., due date of opening and the address and reference of the Bidder.

The above offer should reach this office on or before the due date by 14.00 Hrs (IST). Late offers will not be considered.

Tender should not be addressed to any Individual's name but only by designation to:

**MANAGER / CAPITAL PURCHASE / MFG
BHARAT HEAVY ELECTRICALS LIMITED
HIGH PRESSURE BOILER PLANT
TIRUCHIRAPALLI - 620 014
TAMIL NADU, INDIA**

Tenders should be free from **CORRECTION AND ERASURES**, Corrections if any, must be attested. All amount shall be indicated both in words as well as in figures. Where there is difference between amount quoted in words and figures, amount quoted in words shall prevail.

Offers should be in **ENGLISH** and accompanied by detailed technical literature, catalogue and detailed dimensional drawings in **ENGLISH** or otherwise, the offers will not be considered.

2.0 PART I (TECHNICAL & COMMERCIAL BID)**2.1 Technical**

This part shall include / indicate the following :

- 2.1.1. Offer should contain complete scope of supply with all technical details, specifications, delivery and other commercial terms and conditions.
- 2.1.2. Point by point confirmation for the Technical Specification enclosed to be provided. if there are any deviation, the same should be clearly specified. Offers received without confirmation to our specification will be liable for rejection.
- 2.1.3. List of customers to whom same or similar equipment have been supplied along with performance certificates to be enclosed.
- 2.1.4. Relevant catalogues to be attached
- 2.1.5. List of spares parts (with part numbers) for two years operation and maintenance should be attached.
- 2.1.6. Information on shipping weight and cubage (length, width & height) to be provided.
- 2.1.7. Incase of foreign bidder offer, the Principal's technical offer should be enclosed.

2.2 Commercial

This part shall include / indicate the following :

- 2.2.1. Station of dispatch/Port Of Shipment
- 2.2.2. Terms of payment
- 2.2.3. Taxes & duties applicable.
- 2.2.4. Delivery Schedule
- 2.2.5. Offer validity
- 2.2.6. Country of origin
- 2.2.7. Percentage of agency commission if any along with a copy of Agency agreement.
- 2.2.8. A copy of “Un-Priced Part III” i.e., a copy of the Price Bid **without the price details** to be enclosed.

3.0 PART III (PRICE- BID)

This part should contain the schedule of price particulars and to be co-related to the technical details provided in Part II.

4.0 OPENING OF TENDERS

The part I – EMD would be opened on the tender opening date and if EMD is not furnished the offer will be duly rejected.

The Part II- Technical & commercial bid would be opened on the Tender opening date.

The Part III - Price bid of Technically suitable Bidders alone would be opened. The Technically suitable Bidders would be informed about the tender opening date.

Clarifications if any required by BHEL for Technical evaluation would be sought from Bidders before opening of Part III - price bid.

5.0 GENERAL

5.1. Incomplete offers will not be considered.

5.2. **Fixed price:** Prices quoted by the bidder shall be fixed and not subject to any escalation whatsoever during the period of bid validity and execution of the Purchase Order. A bid submitted with an adjustable price will be treated as non - responsive and rejected. Prices shall be written in words and figures. In the event of difference, the price in words shall be valid and binding. Unit prices shall be considered correct in the event of any discrepancy with regard to total price.

5.3. **Bid currency:** Indian bidders should submit the prices only in Indian Rupees. Foreign bidders may submit their bid in their home currency.

5.4. **Terms of Delivery:** Bidders are required to quote their best delivery period. Foreign Bidders should submit their offer for net **FOB Nearest Sea / Air Port**. Indian Bidders should submit their offer for **FOR Despatching station**.

5.5. **Taxes and Duties :** All Taxes and Duties payable as extra to the quoted price should be specifically stated in offers along with CST & TNGST No / Tariff No. etc., failing which the purchaser will not be liable for payment of such Taxes and Duties. Our T.N.G.S.T No. 356005 Dt. 04-04-1995, C.S.T. No. 239383 dt. 11-06-1991 and TIN NO.33243560005..

5.6. **Validity :** The offers for main equipment and spares shall be kept open for acceptance for **120 days (one hundred and twenty days)** from the date of opening of the tender (Part I).

5.7. **Terms of Payment :**

5.7.1. **Indian Bidders**

5.7.1.1. The preferred payment terms are indicated below :

SUPPLY PORTION:

100% payment, within 45 to 90 days, after receipt / acceptance / commissioning of equipment at BHEL, Tiruchi.

or

5.7.1.3 80% value of the goods will be paid within 45 to 90 days against dispatch documents negotiated through bank. Balance **20%** against submission of supplementary invoice will be paid on acceptance / commissioning of goods and also against remittance of required Security Deposit to BHEL in accordance with the terms of the Contract.

All bank charges are to vendor's account only.

5.7.2. **Foreign Bidders**

An Irrevocable Letter of Credit shall be established for 80% of the value of the goods. Balance 20% shall be paid on receipt / acceptance / commissioning of the goods at BHEL against 10% Performance Bank Guarantee on total order value. All bank charges outside India are to Vendor's account. Letter of Credit shall be opened through a branch of State Bank of India in the country where order shall be placed. In case, in the country where order is placed, State Bank of India is not there, Letter of Credit will be opened through our bankers or as permitted by Government of India. All bank charges outside India are to supplier's account. Lump sum erection and commissioning charges, if any, shall be payable after satisfactory erection and commissioning of the equipment by sight draft against certificate issued by the competent authority.

ERECTION & COMMISSIONING PORTION:

100% of the Erection / commissioning charges (in case contract involves erection/commissioning) shall be paid only on completion of such erection / commissioning at BHEL and also against remittance of required Security Deposit to BHEL in accordance with the terms of the Contract

5.7.3 **Common to both Indian & Foreign Bidders**

E&C charges will be released after deduction of Income Tax as per the Govt. of India rules. The TDS certificate will be issued by BHEL. Applicable service tax on E&C charges will be payable extra. The liability of depositing the same to the Govt. will be of the supplier.

- 5.8. **Performance Bank Guarantee (PBG):** The Bidder, in the event of an order, should furnish a bank Guarantee from an Indian Bank approved by BHEL, at no extra cost in a proforma prescribed by BHEL, alongwith the order, for an amount equivalent to **10% (Ten percent)** of the value of the contract. The PBG shall be valid for period of 18 months from the date of despatch or **12 months** from the date of receipt / acceptance / commissioning of the equipment at BHEL, Tiruchi which ever is more, with a claim period of two months.
The Performance Bank Guarantee shall be obtained from any one of the following banks who is a member bank in our consortium of banks.
State Bank of India, 2) State Bank of Hyderabad, 3) State Bank of Travancore, 4) State Bank of Mysore, 5) Canara Bank, 6) Bank of Baroda, 7) Punjab National Bank, 8) Deutsche Bank, 9) HDFC Bank, 10) Standard Chartered Bank, 11) Citi Bank, 12) Standard Chartered Grindlays Bank, & 13) Bank of America or any other Nationalised Bank.
- 5.9 **Liquidated damages :** It is clearly understood among the parties to the contract the **“ Time is the essence of the contract ”**. Therefore, the delivery of the goods specified in the purchase order should be made within the time prescribed. Where the seller supplies or despatches the goods, beyond the delivery period specified the purchaser will have no obligation to accept the goods. If accepted liquidated damages at the rate of 1/2% of the value of goods delayed for each week of delay subject to a maximum of 15% of the order value will be levied. Liquidated damages @ ½% per week subject to a maximum of 15% of the Erection Charges shall be applicable for delay in the Period for completionof the Retrofitting / Reconditioning work
- 5.10 **Risk purchase :** Alternatively 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.
- 5.11 **Agency commission :** In case of Foreign Bidders, agency commission if any, payable to their Indian Agents, shall shown separately in the Offer. This will be paid by us in India, in Indian Rupees, on satisfactory completion of the Contract. Copies of current Agency Agreement / Authorization Letter in respect of Agency Commission shall be furnished alongwith offer. For calculation of Rupee equivalent of Agency Commission, exchange rate as prevailing on the date of offer will be taken.
- 5.12 **Inspection & Testing:** All goods shall be subject to inspection by BHEL or its authorized representatives at supplier's works or at BHEL stores or at any other place in India indicated by BHEL as the case may be. The supplier will not charge for the facilities provided for inspection of goods. In case of machine tools, the machine would be inspected and proved at supplier's works prior to dispatch however, final inspection and acceptance of the machine will be carried after installation of the machine at BHEL, Tiruchirappalli.
- 5.13 **Test certificates / Operating and Maintenance manuals :** The Bidders shall clearly mention in their offer, that Test Certificates and Operating Maintenance Manuals, etc., as called for in the Technical Specification, in the required number of copies will be provided at no extra cost.
- 5.14 **Cenvat credit** (for Indian Bidders only) : If any Excise Duty is payable, the chapter head / sub-head reference and the rate of the duty should be quoted. If the tenderer is availing **CENVAT** credit for his input materials, the effect of proforma credit should be passed on to the purchaser.
- 5.15 **Packing and marking :** The Supplier shall arrange for securely protecting and packing the stores to avoid loss or damages during transit.
- 5.16 Purchase preference will be given to CPSUs as per Government guidelines.
- 5.17 BHEL shall be at liberty to reject or accept any tender, part or in full, at their own discretion and any such action is not liable for any question or claim against BHEL.
- 5.18 **Earnest Money Deposit** shall be payable as per the instructions furnished in the **Annexure-V**. Otherwise the offer will be rejected.
- 5.19 **Security Deposit** shall be payable as per the instructions furnished in the Annexure.
- 5.20 **BHEL reserves the right to go for a Reverse Auction (RA)** instead of Opening the submitted sealed bid, which will be decided after technical evaluation. Information and general terms and conditions governing RA are given below.

For any queries / clarifications the bidders may contact us through our FAX NO. +91 431 2520719 or through e-mail balasund@bheltry.co.in and <srchandran@bheltry.co.in>

MODEL PRICE BID FORMAT FOR INDIAN BIDDERS

Enquiry No. & Date:

Bidder's Offer No. & Date:

Sl No.	Description of item	Unit	Quantity	Rate in Rs.	Value in Rs.
	The price indicated shall be inclusive of all accessories, spares etc. as given in the scope of supply. Individual item-wise break-up price shall be attached as an annexure to this price bid format.				
	Ex-Works value in Rs.				
	Packing & Forwarding charges (if any) in Rs.				
	FOR Dispatching station value in Rs.				
	Excise Duty (indicate the % as well as value)				
	% Of TAX (TNGST with FORM-17 or CST with C-FORM)				
	% Of TAX (TNGST without FORM-17 or CST with C-FORM)				
	Any other taxes/duties applicable (indicate the % as well as value)				
	Freight charges if any (Lumpsum) Freight charges from Dispatching station to BHEL, Tiruchirappalli (Note:If the delivery terms is Ex Works the materials has to be sent through BHEL approved carrier only ,in this case the freight will be borne by BHEL)				
	Approximate transit insurance charges in Rs.				
	Erection & Commissioning Charges in Rs				
	% of Service Tax if applicable extra				
	Approximate Net weight of the total consignment				
	Approximate Gross weight of the total consignment				
	Approximate Dimensions of the Consignment				

Signature & Seal of Vendor

The price bid should be submitted only as per the above format. No row shall be left blank. Please indicate NA, in case the item is "not applicable"

EARNEST MONEY DEPOSIT

Earnest Money is to be paid by the Tenderer either in **Cash** (as permissible under Income Tax Act), **Pay Order** (or) **Demand Draft** drawn in favour of Bharat Heavy Electricals Ltd, Trichirapalli payable at Trichirapalli.

EMD by the Tenderer will be forfeited as per Tender Documents if

- 1) After opening the Tender, the Tenderer revokes his Tender within the validity period or increases his earlier quoted rates
- 2) The Tenderer does not commence the work within the period as per LOI/Contract. In case the LOI/Contract is silent in this regard then within 15 days after award of the Contract.

EMD given by all unsuccessful Tenderers shall be refunded normally within 15 days of acceptance of award of work by the successful Tenderer.

EMD shall not carry any interest.

SECURITY DEPOSIT

The successful Tenderer should pay Security Deposit before start of the work and the Rate of Security Deposit will be as below.

Value of Contract including all Taxes and duties	Rate of Security Deposit
Upto Rs.10 Lakhs	10%
Above Rs.10 lakhs and upto Rs.50 lakhs	Rs.1 Lakh + 7.5% of the amount exceeding Rs.10 Lakhs
Above Rs.50 lakhs	Rs.4 Lakhs + 5% of the amount exceeding Rs.50 Lakhs

Security Deposit may be furnished in any one of the following forms.

- i) Cash (as permissible under the Income Tax Act)
- ii) Pay Order, Demand Draft in favour of Bharat Heavy Electricals Limited, Trichirapalli payable at Trichirapalli
- iii) Local Cheques of Scheduled Banks, subject to realization
- iv) Securities available from Post Offices such as National Savings Certificates, Kisan Vikas Patras etc (Certificate should be held in the name of Contractor furnishing the security and duly pledged in favour of BHEL and discharged on the back)
- v) Bank Guarantee from Scheduled banks / Public Financial Institutions as defined in the Companies Act subject to a maximum of 50% of the total Security Deposit value. The balance 50% has to be remitted either by cash or in the other form of security. The Bank Guarantee format should have the approval of BHEL.
- vi) Fixed Deposit Receipt issued by Scheduled banks / Public Financial Institutions as defined in the Companies Act. The FDR should be in the name of the Contractor, A/C BHEL, duly discharged on the back.
- vii) Security Deposit will also be recovered at the rate of 10% from the running bills. However in such cases at least 50% of Security Deposit shall be paid by the Contractor before start of the work and the balance 50% will be recovered from the running bills.
- viii) EMD of the successful Tenderer shall be converted and adjusted against Security Deposit.

Note: Acceptance of security Deposit against sl.no.(iv) and (vi) above will be subject to hypothecation or endorsement on the documents infavour of BHEL. However BHEL will not be liable or responsible in any manner for the collection of interest or renewal of the documents or in any other matter connected therewith.

Security deposit shall not carry any interest. Security Deposit shall not be refunded to the Contractor except in accordance with the terms of the Contract.

CHECK LIST FOR REVERSE AUCTION

BHEL ENQUIRY NO & DATE

VENDOR OFFER REF NO & DTAE

SL NO.	Commercial Terms	In % or Text	Remarks
01	Delivery Terms (Exw Basis or For Destination Basis)		
02	% of Excise Duty		
03	% of Education Cess		
04	% of TAX (CST/VAT) (TNGST with FORM-17 or CST with C-FORM)		
05	% Of TAX (CST/VAT) (TNGST without FORM-17 or CST without C-FORM)		
06	% of Service Tax if applicable		
07	Packing & Forwarding Charges (either in % or lumpsum)		
08	Freight charges if any (Lumpsum) (Note:If the delivery terms is Ex Works the materials has to be sent through BHEL approved carrier only ,in this case the freight will be borne by BHEL)		
09	Transit Insurance charges		
10	Price Validity		
11	Payment Terms		As per Annexure-III
12	LD Acceptance		As per Annexure-III
13	Risk Purchase Clause		As per Annexure-III
14	PBG Acceptance , if applicable		As per Annexure-III
15	Delivery from the date of receipt of PO		
16	Quantity Tolerance, if applicable		
17	Approximate Gross Weight, Net. Weight & Dimensions of the Consignment		
18	As per Clause 5.20 of Commercial terms and conditions acceptance for participation in Reverse auction(RA).		Yes/No to be indicated

Signature & Seal of Vendor

QUALIFYING CRITERIA FOR MODIFICATION OF TEN FURNACE FIRING SYSTEMS Annexure-Q
ENQUIRY NO.2680900010 DT:02.02.09

LPG Conversion of furnaces - Qualifying criteria and data required from vendor s.
(Vendor to fill all the data in Section –I,II & III)

SECTION-I :

QUALIFYING CRITERIA FOR THE LPG CONVERSION OF FURNACES

S. No.	PARTICULARS	VENDOR'S RESPONSE
1.0	<p>Only those vendors, who have designed and supplied the “Conversion of fuel firing system to LPG of respective Furnaces as per our required capacity or higher and working temperature of 1200 deg C or higher “</p> <p align="center">Or</p> <p>Designed ,supplied and commissioned at least one furnace of respective Capacity or higher size LPG Fired Furnace for operating temperature of respective furnaces of our enquiry or higher in the past and such Furnace is presently working satisfactorily for more than one year after commissioning (on the date of opening of Tender), should quote.</p> <p>However, if such Furnace (s) has / had been Designed and supplied to BHEL, then it should be presently working satisfactorily for more than six months after its commissioning and acceptance (on the date of opening of Tender) in BHEL.</p> <p><u>The vendor should submit the following information about the companies where similar machines have been supplied, for qualification of their offer.</u></p>	
	a. Name of the customer / company where similar furnace is installed.	
	b. Complete postal address of the customer	
	c. Month and Year of commissioning	
	d. Application for which the Furnace is supplied	
	e. Name and designation of the contact person of the Customer.	
	f. Phone, FAX no. and email address of the contact person of the Customer	
	g. Performance certificate from the customers regarding satisfactory performance of machine supplied to them	
2.0	Offers of only those vendors who meet the above Qualifying Criteria will be considered for further evaluation. In case of higher capacity furnaces of 100 Ton and above, the vendors who had supplied furnace of nearer capacity will be considered.	
3.0	BHEL reserves the right to verify the information provided by vendor. In case the information provided by vendor is found to be false/ incorrect, the offer shall be rejected.	

SECTION – II

The vendors are requested to provide the following details

S. No.	PARTICULARS	VENDOR'S RESPONSE
4.0	Number of Years of Experience of the BIDDER/ VENDOR in the field of design, manufacture, supply, erection & commissioning of Heat Treatment Furnaces	
5.0	Number of FURNACES supplied or converted Fuel firing system to LPG installed and commissioned till date	
7.0	Number of Heat Treatment Furnaces supplied, installed and commissioned till date for any firm.	
8.0	Details on SERVICE-AFTER-SALES Set-Up in India including the Addresses of Agents / Service Centre in India .	
9.0	Any Additional Data to supplement the manufacturing capability of the BIDDER for the subject equipment.	

SECTION – III

The Vendor has to comply with the following

S.No.	REQUIREMENTS	VENDOR'S RESPONSE
10.	The BIDDERS / VENDORS shall submit the offer in THREE PARTS- Part-I " Required EMD amount " Part-II " Technical and commercial bid " Part-III " Price bid "	
11.0	The Offer shall contain a comparative statement of Technical Specifications given by BHEL and the Offer Details Submitted by the Bidder, against each clause. Where details are required, a mere 'CONFIRMED' or 'COMPLIES' or 'YES' or 'NO-DEVIATIONS' or similar words in the technical comparative statement may lead to disqualification of the Technical Offer. The offerer should fill point to point details/confirmations in the column provided in our enquiry specifications only. For any extra informations, additional sheet can use.	
9.0	The BIDDER / VENDOR shall assure a continuous support for SPARES and SERVICE for TEN Years, from the date of commissioning of the equipment at BHEL Works.	
10.0	The Technical Offer shall be supported by Product Catalogue and Data Sheets in ORIGINAL and complete technical details of 'Bought-Out-Items' with copies of Product Catalogue and Selection Criteria	
11.0	The Commercial Offer (given with the Technical Offer) shall contain the Scope of Supply and the Un-Priced Part of the Price-Bid, for confirmation	
12.0	BIDDER has to indicate the Country of Origin for the supply of equipment.	
13.0	The reference List of Customers shall be accompanied with the details (Phone Number /E-Mail ID) of the CONTACT PERSON for cross reference by BHEL .	