

**Tender Enquiry No.: 201700021/5001**

Name of Vendor:.....

|   | Conditions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Vendor's Confirmation / Comments<br><b><u>(In case of blank / no comments it shall be deemed to have been accepted by vendor)</u></b> |
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|   | <b><u>PRE-QUALIFICATION CRITERIA:-</u></b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                       |
| 1 | Vendor must have to be a Manufacturer/Manufacturer's agent of Ferro-Molybdenum.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                       |
| 2 | Vendor must have supplied at least 6 MT of Ferro Molybdenum with Molybdenum purity minimum 60%, in one financial year within a period from date 01.04.2013 to the date of tender opening.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                       |
| 3 | In support of point (2) above, vendor has to provide copy of Purchase Order/ Purchase Agreement/Invoice along with their offer.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                       |
|   | <b><u>TECHNO-COMMERCIAL TERMS:-</u></b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                       |
| 1 | Material – <b>Ferro-Molybdenum</b> - shall be supplied as per specification no. <b>FF05009 Rev 05</b> (attached with enquiry) in all respect i.e. size, chemical composition, inspection, test certificate, packing & marking etc. and the seller confirms agreement of all the clauses of the said specification.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                       |
| 2 | Purchase order will be placed on Original Manufacturer even if the offer is submitted by Manufacturer's authorized agent.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                       |
| 3 | Authorization letter (for Indian manufacturers)/ Agency agreement (for foreign manufacturers) has to be provided by the manufacturer's authorized agents                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                       |
| 4 | <p>Material is required as per chemical composition specified in clause no. 6 of in specification no. <b>FF05009 Rev 05</b>. CFFP may consider acceptance of material under exceptional circumstances with deviation in <b><u>Molybdenum content only</u></b> provided all other clauses of specification are met subject to following conditions:</p> <ul style="list-style-type: none"> <li>For Molybdenum contents greater than 58% but less than 60% may be accepted with deductions. Deduction for lower Molybdenum content (Molybdenum between 58% to 60%) shall be on pro rata basis with equal penalty. For example, in case of material with 59% Molybdenum content, deduction will be 3.34% (1.67% on pro rata + 1.67% as penalty). The deduction will be made on the basic rate mentioned in Purchase Order issued by the Buyer.</li> </ul> |                                                                                                                                       |

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|   | <ul style="list-style-type: none"> <li>For Molybdenum contents greater than 65%, <b><u>no increase</u></b> in agreed basic rate as per PO on pro rata basis will be allowed.</li> <li>For Molybdenum content found below 58%, the material will be rejected.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  |
| 5 | Payment for accepted material in the specified range will be at Fixed PO Rate and no pro rata rate will be permitted for any constituent element in the material.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |
| 6 | Payment will not be made for material found beyond specified value of size in clause 3 of the specification as reported during inspection at CFFP. For example, as against the permitted undersized material of 5% if the undersized material in any lot of supply is found 8%, then no payment will be made for 3% which is beyond the permissible limit of 5%.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |
| 7 | Guarantee Certificate shall be provided by the seller along with despatch documents confirming that in case of any non-conformity with respect to the specification No. <b>FF05009 Rev 05</b> , the supplied material shall be replaced free of cost.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |
| 8 | Original Manufacturer's Test Certificate (with linkage to supplied material) shall be provided along with dispatch documents. Material shall be supplied in original manufacturer's packing with marking as per specification.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |
| 9 | <p>Third party inspection (before despatch) from one of the following six inspection agencies i.e. <b><u>LRIS/ BVIS(WINGS OF BUREA-VERITAS) / DNV/ TUV(SUD) /ALFRED H KNIGHT/ SGS</u></b> shall be arranged by seller at their cost. Third party inspection report should include test results as per requirement of tender enquiry specification. Scope of third party inspection is enclosed. Report of third party inspection shall be submitted along-with dispatch documents Acceptance of material shall be after final inspection at CFFP BHEL Haridwar as per tender enquiry / PO specification and shall be binding on seller. Material not found in conformance with applicable specification &amp; purchase order conditions will be rejected. In case material gets rejected during final inspection at CFFP the same shall be replaced by supplier immediately. All the charges (like To &amp; Fro freight, insurance etc.) for replacement shall be borne by supplier. Date of receipt of replacement material if accepted shall be considered as actual delivery date with respect to the PO delivery date for calculating penalty for Late Delivery.</p> |  |

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| 10 | <p><b>Delivery Term :-</b></p> <p>A. <u>For Indian Suppliers:</u> <u>FOR</u>, Destination (Door delivery basis). Destination will be C.Store, CFFP, BHEL, Haridwar.</p> <p>B. <u>For Foreign suppliers:</u> On CIF, Nhava Sheva , Mumbai</p> <p>Quoted rate should be inclusive of the charges like freight, service tax on freight, insurance, packing &amp; forwarding etc. <u>for the delivery term</u> given above or else proper loading shall be done.</p>                                                                            |  |
| 11 | <p><b>Delivery Schedule :-</b></p> <p>A. <b><u>For Indian Suppliers:</u></b><br/> 1<sup>st</sup> lot of 15 MT– within 45 days from P.O. date<br/> 2<sup>nd</sup> lot of 15 MT– within 75 days from P.O. date</p> <p>B. <b><u>For Foreign suppliers:</u></b><br/> 1<sup>st</sup> lot of 15 MT F.O.B. delivery–within 15 days from L.C./P.O. date<br/> 2<sup>nd</sup> lot of 15 MT F.O.B. delivery– within 45 days from L.C./P.O. date,<br/> whichever is later.</p> <p>L.D. will be applicable as per above mentioned delivery schedule.</p> |  |
| 12 | <p><b><u>Conditions for opening of Price :-</u></b></p> <p><b><u>As per Reverse Auction clause attached along with tender documents. Kindly read the same carefully and provide your acceptance for the same.</u></b></p>                                                                                                                                                                                                                                                                                                                   |  |

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| 13 | <p>Payment Terms: <b><u>For Indian suppliers</u></b> - 100% within 30 days after receipt &amp; acceptance of material at CFFP / BHEL, Haridwar through e-payment. In case vendor does not agree, proper loading shall be done</p> <p>Loading will be @ Base rate of SBI (as applicable on the dated of bid opening, Techno-commercial bid opening in case of two part bids) + 6%, shall be considered for loading for the period of relaxation sought by bidders.</p> <p><b><u>For foreign suppliers:</u></b> Payment through USANCE LC on 70th day of bill of lading date. All bank charges shall be to vendor's account. In case vendor does not agree, proper loading shall be done. Also third party pre-despatch inspection shall have to be arranged by supplier from any of the five inspection agencies namely: <b><u>LRIS/ BVIS(WINGS OF BUREA-VERITAS) / DNV/ TUV(SUD) /ALFRED H KNIGHT/ SGS</u></b> at their cost.</p> <p>Loading will be @ Base rate of SBI (as applicable on the dated of bid opening, Techno-commercial bid opening in case of two part bids) + 6%, shall be considered for loading for the period of relaxation sought by bidders.</p> |  |
| 14 | Validity of offers: minimum 45 days from tender opening date (Techno-commercial bid opening date in case of two part bids).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |
| 15 | Evaluation of price bids will be done on the basis of total delivered cost at CFFP i.e. Landed cost net of Cenvat at CFFP.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |
| 16 | Ordering will be done on two parties. PO for 70% quantity will be placed on L1 vendor and 30% quantity on 2 <sup>nd</sup> vendor on acceptance of L1 landed rate (2 <sup>nd</sup> vendor based on their price ranking position i.e. L2 or L3...etc.). Offers of vendors quoting for less than 70% of enquiry quantity will be ignored. BHEL may also place order for part quantity. Quoted rate not to be linked with order quantity.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| 17 | Rates shall be Firm till execution of purchase order.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| 18 | Material will be supplied as per delivery schedule required in tender enquiry / PO (FOR destination basis). Any request for extension in delivery schedule of Purchase Order / waiver of LD is liable to be ignored.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  |

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| 19 | <p>Normal clauses for imposing Penalty for Late Delivery, Risk purchases, Cancellation, Arbitration in case of delay in effecting supply and or other defaults as per following conditions will be applicable:</p> <p>a. Penalty for Late Delivery: The delivery of the goods shall be made strictly as per time limit specified in delivery schedule, failure to supply within this period will make the seller liable to a penalty of 1/2 (half) percent of the price of the goods in arrears per week subject to a maximum of 10% on <b>the basic rate (total PO value)</b>. Any correspondence regarding waiver of LD shall not be entertained. In case supplier does not agree for LD clause, BHEL will load maximum penalty under LD clause, to the extent the same is not agreed by the vendor, for the purpose of comparative statement. Where deliveries quoted are not suiting, BHEL may ignore the offer.</p> <p>b. Risk Purchase: In case of delays in supplies / defective supplies or non-fulfillment of any other terms and conditions given in the Purchase Order by the seller, the Buyer reserves the right to cancel the purchase order in full or part thereof, and may also make the purchase of such material from alternative source <u>at the risk and cost of the seller.</u></p> |  |
| 20 | <p>Unregistered vendors have to fill the SRF (Supplier Registration Form) of their company <b>online</b> at our website <a href="http://www.bhel.com">www.bhel.com</a> or <a href="http://www.bhelhwr.co.in">www.bhelhwr.co.in</a> .They can fill the SRF of their company at this link: <a href="https://supplier.bhel.in/">https://supplier.bhel.in/</a>.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |
| 21 | <p>BHEL will prefer to deal directly with foreign vendor/ original manufacturer. In case, vendor engages any Indian agent or take service of any Indian agent, copy of agent agreement required along with offer in line with Annexure-IV attached.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |
| 22 | <p>In the event of any dispute arising out of contractual obligation, the order being finalized at Haridwar, India will be subject to Indian Laws and falls under jurisdiction of the court of Law at Haridwar, India.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| 23 | <p>Indian Vendors shall quote their price only in INR. Foreign vendors shall quote their price only in USD, EURO, UK POUND STERLING and JAPANESE YEN.</p> <p>For evaluation of price bids, exchange rate (TT selling rate of SBI) as on scheduled date of tender opening (Part-1 bid in case of two part bid) shall be considered.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |
| 24 | <p>Vendor shall quote price both in words &amp; figures. If there is any difference between price quoted in words &amp; figures, price quoted in words shall prevail and binding.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |

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| 25 | <p>A. Tender Enquiry Terms and Conditions attached.</p> <p>B. Scope of Third party inspection attached.</p> <p>C. In case of any difference in conditions quoted above &amp; elsewhere in the offer, terms quoted above shall be treated as final and binding on vendor.</p> <p>D. Non acceptance of any of the above conditions may result in rejection of your offer.</p> |  |
| 26 | Please provide contact person name, telephone nos. , fax no. & email id                                                                                                                                                                                                                                                                                                     |  |

Date:

Signature with Name of authorized signatory)

Seal of the Company