

**Expression of Interest (EOI) for Transportation of heavy ODC's – Category B (100-199 MT)**

**EOI Ref: BHEL/HY/EOI/CAT-B/12**

**Date: 28.07.2012**

BHEL, a Navratna PSU and an integrated power plant manufacturer, is one of the largest engineering and manufacturing companies in India having turnover of over Rs. 49,000 Crores (Provisional 2011-'12). Power plant equipment from 250 MW upto 800 MW ratings are being manufactured by BHEL. As part of execution BHEL has to transport many Over Dimensional Consignments (ODCs) e.g. Turbines, Generators, Boiler drums & Transformers every year. These ODC's of Gross Vehicle Weight (GVW) > 98 MT have to be transported from Manufacturing Units located in Hyderabad, Tiruchirapally, Bhopal, Jhansi & Haridwar (about 625 consignments every year) to various project sites/ports scattered all over India. Also, ODCs received from foreign suppliers have to be transported from various ports in India to manufacturing units / project sites. Transportation of these ODCs is to be carried out either through road or multimodal (i.e. road-cum-waterways) depending on the site, weight and other considerations.

BHEL is looking for financially sound, experienced and renowned companies/logistics service providers/ freight services providers/ transporters having requisite resources/ inventory, experience and technical manpower who can be engaged for providing the total logistics solutions i.e. safe and secure transportation of heavy ODC's (weighing 100-199 MT) either through road or multimodal including feasibility study/route survey, civil works if any to be undertaken. Pre-qualification requirements (PQR) for the above said work is enclosed.

All interested companies / logistics services providers/freight services providers/transporters are requested to submit their proposal separately along with list of T&P including axles, prime movers, barges and tugs etc. (with make, type, capacity and year of manufacture) within 21 days from the date of EOI along with relevant credentials & supporting documents and proof of their having requisite experience in the field as mentioned in the PQR. On receipt of the proposals, during evaluation, successful shortlisted parties may be empanelled and issued tender enquiries for further business with BHEL for a period of two years.

The offer should be submitted to **Engineer/CDC, Vendor Complex, Administrative Building, BHEL-Ramachandrapuram, Hyderabad-502032** to reach on or before **11:00 Hrs 22.08.2012**. The offer shall be superscribed as “ **EOI for Transportation of heavy ODC's – Category B (100-199 MT) Ref: BHEL/HY/EOI/CAT-B/12 Dated 28.07.2012**”. BHEL will not be responsible for any postal delay. EOI documents are to be downloaded from our website [www.bhel.com](http://www.bhel.com). Cost of the EOI documents is Rs. 2000/-(non-refundable) and the same shall be paid through DD's (in favour of Bharat Heavy Electricals Limited and payable at Hyderabad) along with the bid. All corrigenda, addenda, amendments, time extensions, clarifications etc. to the above EOI will be hosted on [www.bhel.com](http://www.bhel.com) only. Bidders should regularly visit above website to keep themselves updated.

## **PQR for Empanelment for Multimodal Transportation- Category B (100-199 MT)**

### **SCOPE OF WORK :**

Logistics of heavy ODC Consignments from various BHEL manufacturing units and/or port of origin to various sites/manufacturing units through Road/Waterways.

### **ELIGIBILITY CRITERIA**

#### **1. FLEET OWNERSHIP :**

- a) The Bidder, owning a Minimum of 150 Hydraulic Axles (Ownership either in the name of the company or in the name of Partners/Directors) and 5 Prime Movers (Pullers), of which at least 2 (two) of them should be 520 HP and all confirming to the relevant provisions of MV Act.
- b) The bidder should own at least one IRS approved registered Barge of minimum capacity of 1000 DWT and/or Deck Strength of 10 MT per Square Meters. The bidder should also own an MS Act registered IRS approved Towing Tug of minimum bollard pull of 7 MT or equivalent HP.

**OR**

Self-propelled barge of minimum capacity of 1000 DWT.

#### **2. IBA RECOMMENDATION :**

All the bidders should have an IBA recommendation valid on the date of opening of EOI and shall also ensure that the same is valid throughout the currency of the contract.

- 3. Bidder should have valid PAN.

#### **4. ANNUAL TURNOVER :**

All the bidders should have a minimum annual turnover (with respect to freight revenue only) as follows

- a) Vendor should have average financial turnover of minimum Rs. 1400 lakhs per annum for three financial years 2008-09, 2009-10 & 2010-11
- b) Vendor should submit audited balance sheet and profit & loss account for last three financial years 2008-09, 2009-10 & 2010-11.

**5. FINANCIAL REQUIREMENTS:**

Vendor should have earned net profit in at least one year during last three financial years ending 31-03-2011. Vendor should possess positive net worth as on 31.03.2011

**6. EXPERIENCE :**

- a) The bidder should have transported minimum 5 (five) heavy lift ODC's of not less than 200 MT in INDIA by road in the last 3 years of minimum road distance of 500 kilometers for each consignment. The bidder should submit Work Completion Certificate indicating weight of consignment and distance. Else for distance, Bidders may submit detailed route/route survey vetted by Customer/IRDA Licensed Surveyor.
- b) The bidder should have transported a single package of heavy lift ODC not less than 200 MT by inland river route/sea route in the last 3 years.
- c) The bidder should have handled transportation of single package of heavy ODC not less than 50MT in the last 3 years in Hilly Region of INDIA. Hilly Region in INDIA shall mean any place beyond Guwahati in North Eastern region (NER), or, beyond Rishikesh in Uttarakhand, or, beyond Jammu in Jammu & Kashmir, or, beyond Sundernagar in Himachal Pradesh.
- d) The bidder should have constructed RO-RO Jetty.
- e) The bidder should have completed RO-RO operation.
- f) Approved River/Sea Towing plan should be submitted for at least one ODC consignment
- g) The bidder should have constructed at least 5 bypasses/diversions out of which 2 of more than 100 meters length in the last 3 years. Documents to be submitted in this regard will be permission of Regulatory Authorities for construction of bypasses/diversions. Also, work orders released by customers indicating the number/specifications of bypasses/diversions can be submitted. In absence of above documents, the bidder may submit copy of vetting of design of bypass/diversion by a Licensed Civil Consultant during construction of bypass/diversion.
- 7. To ensure the quality of the work, BHEL will engage a third party Surveyor who shall independently supervise the critical check points e.g. loading, lashing, route survey, bridge strength calculations, bypass calculations, RO-RO operations, stability calculations for barge loading.

**8. GAZETTE NOTIFICATION :**

The bidder's name should figure on the Gazette published by the Ministry of Shipping, Road Transport & Highways (Department of Road Transport and Highways).

9. **BANKER'S CERTIFICATE:** Bankers Solvency Certificate/Undertaking is to be submitted.

10. **IN CASE OF CONSORTIUM BIDDING:** Following points shall be complied:

- a) Number of partners including prime bidder shall not be more than 4(four).  
(each one for Axles/ Civil/ Waterways transport/ Hilly region)
- b) Prime bidder along with consortium partners shall enter into consortium agreement before submission of bid. Format of Consortium agreement as per Annexure-I.
- c) Prime bidder should comply with criteria listed under serial number 2, 3, 4, 5, 6a, 8 and 9.
- d) Consortium partners chosen by prime bidder for serial number 1a/1b/6b/6c/6d/6e/6f/6g should comply with criteria under serial number 3.
- e) Prime Bidder shall own a minimum 85 numbers of hydraulic axles and 3 nos. of Prime movers of which one Prime mover should be of 520 HP against clause 1a above and balance 65 numbers of hydraulic axles & 2 number of Prime movers of which one Prime mover should be of 520 HP as per clause 1a shall be owned by either prime bidder or consortium partners.
- f) Standalone bidder cannot become a prime bidder or a consortium bidder in consortium bidding. Prime bidder shall neither be a consortium partner to other prime bidder nor take any other consortium partner. However consortium partner may enter into consortium agreement with other prime bidders. In case of non-compliance, consortium bids of such prime bidders will be rejected.

Relevant documentary evidence to be submitted for fulfilment of above mentioned criterion.

**THE FOLLOWING DOCUMENTS SHALL BE ENCLOSED**

1. **Memorandum of the Articles of the Company / Valid Registered Partnership Deed and Power Of Attorney** where ever applicable duly attested by Notary (for Prime Bidder).

2. **Annual reports / Accounts for 2008-'09, 2009-'10 and 2010-'11** duly audited / certified by a Practitioner/Chartered Accountant registered with Institute of Chartered Accountants of India. In case of tenderer, other than limited company, the annual account so submitted should be the same as submitted to Income Tax Authorities. The tenderer shall mention the clear postal address of the Income Tax Authority where the I.T. returns are submitted (for Prime Bidder).

3. **Banker's Solvency certificate/Undertaking**

4. Documentary proof of experience to be submitted as per the criteria mentioned under serial numbers 6a to 6g. Copies of relevant work orders and completion certificates issued by clients should be submitted along with the Name, Address and Telephone no. of customer for whom the work was performed.

5. **OWNER SHIP OF VEHICLES: List of Hydraulic Axles and Prime Movers** with Registration Nos. and type of Axles is to be furnished along with Photostat copies of R.C Books duly attested by Notary. The tenderer shall endorse on each R.C. Book, the postal address of the RTA where the Axles and Prime Movers are registered. Details of ownership of barge and tug as per Clause 1b is to be submitted.

6. **Copy of SARAL** or proof of having submitted the returns for assessment years 2008-‘09, 2009-‘10 and 2010-‘11 duly attested by Notary.

7. The bidder should submit IBA recommendation valid on the date of opening of EOI and shall also ensure that the same is valid throughout the currency of the contract.

8. Copy of "**PAN allotment letter**" issued by Income Tax Authorities" duly attested by Notary.

9. Documentary proof to be submitted regarding bidder inclusion in the Gazette published by the Ministry of Shipping, Road Transport & Highways (Department of Road Transport and Highways).

10. Consortium Agreement as per Annexure-I

11. Bidder will submit a complete method statement for past multimodal project for min 200MT (Consignment weight) executed by them i.e. blueprint for safe and secure transportation of heavy ODC with specific reference to ODCs, work plan & transportation methodology plus schedule along with the bid. The transportation methodology will show the method statement indicating total process of transport as well as deployment of axles & its load calculation, lashing method & details with calculations & drawings, stability calculation of cargo on vehicle/Barge, bridge strength calculation etc.