



BHARAT HEAVY ELECTRICALS LIMITED (BHEL)
INTERNATIONAL OPERATIONS DIVISION, NEW DELHI

Clarifications for	:	BHEL NIT no. 60052 for Framework Agreement for Translation Service for Documents; Notification no. X/BHEL/IO/Trans/2021, dated 23.08.2021 (French to English and English to French)
Clarification no.	:	01
Date	:	9th September, 2021

Dear Sir/Madam,

Please find below BHEL's reply of BHEL to the queries/Clarifications from bidders in respect of the above mentioned bidding exercise:

Sl.	NIT Clause Reference	Bidder Query/Clarification	BHEL Reply
1	Clause 5.0 sub-clause (c)	We have executed French-English-French translation projects worth 30 lacs rupees in the last 7 years for PSUs, MNCs, (BHEL, EIL, ONGC, OVL, NTPC etc) but the values of the contracts executed does not exactly match with the Bid requirements. The highest single contract value executed by us was 14.00 lacs, two contracts of app. 5.50 lacs values with BHEL and at present we have an existing contract with NTPC for 9.99 lakhs. Can we participate in the tender? Can we submit proof of bank statements in lieu of Completion certificates?	Please refer attached Amendment No-1 dated 07.09.2021 to this NIT. Amendment No-1 is also uploaded on our website www.bhel.com Bidders can submit copy of Customer Order and Bank Statement towards proof of payment realization against the Customer Order amount. The submitted documents should establish to BHEL's satisfaction that the Bidder has secured and completed the work, else the bid may not be accepted.
2	Clause 5.0 sub-clause (c):	Is the experience required only in French language or any Foreign language with technical translations and handling of technical documents/drawings. In our opinion, this requirement may include translation of technical documents in any Foreign language with specified volume that can ensure that the bidders have not only experience in handling simple translations but technical translations in required volume.	The requirements calls for experience in similar completed translation work (either French to English or English to French). Experience of translation in language other than





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			French will not be accepted.
	Clause 5.0 sub-clause (c) i, ii) & iii)	Does the specified amount refer to a single work order from a single client or total amount of work done for different clients during the last seven years?	It refers to single work order from a single client. Please also refer attached Amendment No-1 dated 07.09.2021 to this NIT. Amendment No-1 is also uploaded on our website www.bhel.com
3	Clause 5.0 sub-clause (c)	We are working with many organization long time contract basis but single PO value is not 8,80,000(INR) it was divided in many PO which comes more then or similar to 8,80,000(INR) please confirm if BHEL allowed to participate this BID	Please refer attached Amendment No-1 dated 07.09.2021 to this NIT. Amendment No-1 is also uploaded on our website www.bhel.com
4	Clause 5.0 sub-clause (c)	Specific to this point we are working since 2018 with One of our customer in west Africa deals in manufacturing of Cements and till June 2021 we have completed work for approx. \$37000 (INR 27.7 Lakh). But they have given us go ahead only on emails and we raised the invoice based on that and we received the payment also against each Invoice. But No PO issued to us. And they are giving work in parts on regular basis. Can we consider this against this point of eligibility? We can submit the invoice copy along with payment received with self attested. Kindly Confirm. The overall work we did for more than \$50000 (INR 38 Lakh) in French to English n vice versa.	Please refer attached Amendment No-1 dated 07.09.2021 to this NIT. Amendment No-1 is also uploaded on our website www.bhel.com
5	Clause 5.0 sub-clause (c) &(b)	On page no. 5, it is mentioned that the bidder should submit one Work Order for Rs, 17,50,000/- or two Work Orders of Rs. 11,00,000/- or three Work Orders of Rs. 8,80,000/- value each. We are an ISO Certified Translation Company working with different companies / clients with Agreement for two years for translation of Global Languages. We have been working for BHEL, Bhopal, Power Grid Corporation of India and many other PSUs and with various corporate houses. Instead of one Work Order of big value or two or three work order of high values, we have been regularly working for those companies and	Please refer attached Amendment No-1 dated 07.09.2021 to this NIT. Amendment No-1 is also uploaded on our website www.bhel.com





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		<p>catering the services of translation simultaneously at a time for various clients at a time.</p> <p>On page no. 4 of your tender, the turnover demanded is minimum Rs. 6,50,000/- which contradicts the demand of Work Orders. How does a bidder whose turnover is Rs. 6,00,000/- or Rs. 8,00,000/- can submit 3 (three) work orders of Rs. 8,80,000/-.</p> <p>Kindly clarify the above queries.</p>	<p>Please note that Clause 5(b) of NIT calls for average annual audited turnover of the bidder for last 3 (three) financial years whereas clause 5(c) of NIT calls for translation works experience in last 7 years. Both the clauses are independent and have no contradiction with each other.</p>

