

ANNEXURE-B FOR FOREIGN VENDORS (COMMERCIAL TERMS AND CONDITIONS)**(Submit the document with company's seal and authorized signature)****Enquiry No. :- E1603036R**

S.No	BHEL TERMS	Vendors Remarks
1.	PRICES: Prices once quoted shall remain firm within the validity or any extension thereof for placement of order, till complete execution of the order, without any escalation/increase for any reason, whatsoever, unless specifically provided for in the Enquiry & PO. The quoted price shall be taken as inclusive of test report & guarantee certificate. Please confirm.	
2.	AGENCY COMMISSION: Agency commission if any to be included in price basis and indicated separately as a percentage of quoted value. Please confirm.	
3.	PLACE OF DELIVERY: Indicate the name of Seaport/Airport on CFR / CIF / FCA basis delivery. Offer received on FOB basis may be considered on an exceptional basis. BHEL will load freight, marine insurance & shipping line port handling charges etc to work out landed cost at Sea Port. For further clarification refer GTC BP 200102 .	
4.	Delivery Period: Delivery period to be quoted in no. of weeks/months from the date of receipt of Purchase Order. Please clearly specify.	
5.	BHEL PAYMENT TERMS : 100% against irrevocable, unconfirmed LC, payable within 90 days of the Bill of Lading (B/L) date or Payment terms of CAD payable on 90th day of B/L / AWB. In case BHEL considers any deviation in payment terms i.e. early payment based on vendor's request, then bids shall be evaluated with loading of State bank of India Base rate plus 6%, for the credit period short of 90 days. The LC shall be established 2 months prior to shipment date, valid for period of 90 days, unless agreed otherwise.	
6.	LC Charges: a. L/C charges in India to BHEL A/C and outside India to vendor's account. Please confirm. b. Confirmation charges shall be in supplier's account in case confirmed L/C is required. Please confirm. c. In case of delay in supply by the vendor, charges for extension of L/C (Inside & Outside) will have to be borne by vendor. Please confirm.	
7.	Penalty: -LD shall be 0.5% of the total order value per week of delay or part thereof, subject a maximum of 10% of the total order value (Please refer clause 9 of GCC).	
8.	EXCHANGE RATE: For evaluation, exchange rate (TT selling rate of SBI) as on scheduled Part-I date of tender opening. If the relevant day happens to be a bank holiday, then the forex rate as on the previous bank (SBI) working day shall be taken for evaluation purpose.	
9.	Any bidder from such countries sharing a land border with India will be eligible to bid only if the bidder is registered with the competent authority as notified by Government of India. Kindly confirm you are registered with competent authority if you are such a bidder	
10.	VALIDITY: The offer must be valid for 90 days from the date of technical bid opening. Pl confirm.	
11.	Currency: Indicate the name of currency of the quoted prices. Please clearly specify.	
12.	Confirm whether bidder is Manufacturer or Trader or Dealer of items under enquiry. In case of Trader or Dealer, please furnish authorization certificate from OEM.	
13.	Pls. indicate the shipping weight of the unit quantity and dimension of the item.	
14.	PEBC certificate Submitted as per Annexure I or Annexure II whichever is applicable	
15.	Submitted duly seal & signed on all pages – BHEL GTC (BP200102)	
16.	Submitted duly seal & signed PQR with supporting documents.	
17.	Submitted duly seal & signed Annexure C	
18.	Submitted duly seal & signed Annexure D	

NOTE- 1) DEVIATION IN ANY COMMERCIAL CONDITION SHALL BE SUITABLY LOADED IN THE OFFERED PRICE.**2) IN CASE OF ANY CONFLICT, CONFIRMATION BY VENDOR PROVIDED HERE WILL SUPERCEDE.****3) IN CASE BIDDER IS NOT MAKING AN OFFER AGAINST THIS ENQUIRY, WE REQUEST THE BIDDER TO POST THE REGRET LETTER.**