



Ref. FSIP/EOI/NBD/2022-001

Date: 25.04.2022

Expression on Interest

Subject: Selection of a partner/Vendor empanelment for a Systems Integration project (Security and Surveillance systems) at BHEL FSIP Jagdishpur Unit

This has reference to the Expression of Interest (Eol) published on BHEL's website www.bhel.com for a Selection of a partner/Vendor for empanelment for Systems Integration project at BHEL FSIP Jagdishpur Unit. The collaborator needs to design, execute, and supply the subsystems/components for security & surveillance projects assigned by BHEL FSIP Jagdishpur.

1) Introduction:

This Expression of Interest (Eol) seeks responses from prospective collaborators who are Service Providers and/or Original Equipment Manufacturers (OEMs), fulfilling all the requirements of this Eol, and are willing to be associated with Bharat Heavy Electricals Limited (BHEL) for systems Integration project at BHEL FSIP Jagdishpur Unit. The collaborator/Vendor needs to design, execute, and supply the subsystems/components for security & surveillance projects assigned by BHEL FSIP Jagdishpur.

BHEL is a leading state-owned company wherein the Government of India is holding 63.17% of its equity. BHEL is an integrated power plant equipment manufacturer and India's largest engineering and manufacturing enterprise of its kind, catering to the core infrastructure sectors of Indian economy viz. energy, transportation, heavy engineering industry, renewable & non-conventional energy and Defence. BHEL has been in the business for more than 55 years and BHEL supplied power equipment account for more than 57% of the total thermal generating capacity in India. BHEL is also listed in stock exchanges of India. The company has 16 manufacturing units, 4 power sector regions, 8 service centers, 1 overseas office and 15 regional offices besides host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2018-19 was around US \$ 4 Billion. BHEL's highly skilled and committed manpower of approximately 35000 employees, the state-of-art manufacturing facilities and practices together with the latest technologies, have helped BHEL to deliver a consistent track record of performance. To position leading state-owned company as Global Industrial giant for their exemplary performance, Government of India categorized BHEL as "Maharatna Company" in 2013, empowering the company with enhanced autonomy in decision making. With the current order book exceeding US \$ 15 Billion*, BHEL is poised for excellent future growth. Our ongoing major technology tie-ups include agreements with Siemens, Germany (for steam turbines, generators and condensers); MHI, Japan (for Pumps); MHPs, Japan (for Flue Gas Desulfurization Systems); Vogt Power International, USA (for HRSG); Indian Space Research Organization (ISRO) (for Space Grade Lithium-Ion Cells); NANO Company Ltd., Korea (for SCR Catalysts); HLB Power Company Ltd., Korea (for Gates and Dampers); Kawasaki Heavy Industries, Japan (for Stainless Steel Coaches for Metros) and Babcock Power Environmental Inc., USA (for Selective Catalytic Reduction Systems). More details about the entire range of BHEL's products and operations can be obtained by visiting our website <http://www.bhel.com>.

BHEL has also emerged as a reliable supplier of strategic equipment and services to Indian Defence forces for over 25 years. BHEL has a large infrastructure including dedicated engineering and manufacturing facilities at many locations to manufacture various types of equipment and provide complete services to meet the Indian defense requirements. BHEL has supplied to the defense forces 76/62 Super Rapid Gun Mount, Armored Recovery Vehicles, Simulators, Control System for Tanks, and Integrated Platform Management System for Ships, casting and forgings etc. Ministry of Defence, Govt. of India has nominated BHEL as the Production Agency for indigenous manufacture of 30 mm Naval Surface Gun in association with selected OEMs under Transfer of Technology. Heavy Electrical Equipment Plant (HEEP), one of the major manufacturing units of BHEL located at Haridwar, Uttarakhand is manufacturing Naval Guns for Indian Navy since 1994.

About Fabrication Stamping & Insulator Plant (FSIP) unit of BHEL

BHEL FSIP, Jagdishpur is spread in about 150 Acre area, located in Amethi District of Uttar Pradesh, 80 Kms away from Lucknow on Lucknow-Varanasi National high-way and is well connected by railroad and air as well.

FSIP unit involve in the manufacturing of Power plant Structures, Stamping for traction motors & generators and High tension Porcelain Insulators, Ceramic wear resistant lined components & liners.

FSIP has well-established manufacturing systems and procedures and has the requisite skilled and experienced manpower. The Units are certified for the Quality Management System against ISO-9001:2015 and Health, Safety & Environmental Management (HSE) System for ISO-14001:2015 & ISO-45001:2018. The products of FSIP are tested and certified with respect to relevant National & International standards at reputed laboratories.

BHEL has very strong R&D infrastructure with 10 Labs as a Center for excellence. The operations of FSIP are supported by BHEL Corporate R&D.

Power is sourced from local state utility at 11kV/33kV with an in-house backup generation facility and fuel is environment-friendly Natural Gas is sourced through Hazira-Bijapur-Jagdishpur (HBJ) gas pipeline.

2) Present Expression of Interest:

BHEL is looking for a partner who can design the solutions for the security and surveillance projects, execute the projects, and supply the Systems/subsystems/components for security & surveillance projects consisting of BHEL FSIP Jagdishpur. The security and surveillance projects may consist of one or more than one of the following components.

- a) CCTV Cameras,
- b) Access control systems
- c) Control Monitoring centers and Networks
- d) etc

Based on this Eol process, BHEL presently intends to shortlist a suitable partner/s for participation in the Tenders/Bids/work contracts/projects commissioned by Govt of India/State Govts and other Govt Depts. and if successful, will execute the projects as per the indicative scope at **Annexure-1**.

BHEL shall receive applications pursuant to this Eol in accordance with the terms set forth herein, as modified, altered, amended, and clarified from time to time by BHEL, and all Applications shall be prepared and submitted in accordance with such terms on or before the date specified in this Eol for submission of applications.

3) Scope of cooperation:

BHEL seeks a prospective Vendor/collaborator for empanelment for design, execute, and supply the subsystems/components for security & surveillance projects assigned by BHEL FSIP Jagdishpur. The indicative scope of work is given in **Annexure-1**.

4) Obligations of Prospective Collaborator(s):

The obligations of the selected collaborator(s), inter alia, shall be as below:

- A) Prospective Collaborator would be required to enter into an empanelment for the design, execute, and supply the subsystems/components for security & surveillance projects.



- B) Prospective collaborator(s) shall provide design solutions to BHEL for security and surveillance projects and will share all the design documents to BHEL if required.
- C) All financial payments will be back to back (BHEL-Collaborator-Customer) basis. i.e. payment to the collaborator (System integrator) will be made upon receiving the payment from the Customers only.
- D) Financial obligations (i.e. LD Charges), levied from customers will be transferred to the collaborator (Systems Integrator) on the back to back basis.
- E) Any kind of CAPEX deployment for the projects will be done by Collaborator only. BHEL will not be responsible for any kind of capital expense.
- F) Prospective Collaborator is required to confirm that in case of getting shortlisted as a result of this Eol process, the following support shall necessarily be provided to BHEL in order to enable BHEL to prepare and submit a competitive techno-commercial bid to the customer as per the terms of the bids (& other requirements as applicable) and also to successfully execute the contract in case of BHEL emerging as L1 bidder:
 - a) To provide costing elements required for the preparation of the BHEL offer against the bid. Costing elements to cover the details of major materials used in the security surveillance projects. The information to include known supplier sources for such facilities/equipment.
 - b) To provide a price list with long-term validity with Price Variation Clause for assemblies/subassemblies/components/spares/Manufacturer's Recommended List of Spares(MRLS) etc. for items to be sourced from prospective collaborator.
 - c) All kinds of commercial negotiations with BHEL will be done before the submission of the bids.
 - d) Any other requirement felt necessary as per bid issued by the Central Govt or State Govt agencies.

Above mentioned requirements are only indicative in nature, however, any other document/information/input required by BHEL for cost estimation and for preparation & submission of a techno-commercial bid shall have to be provided by the prospective collaborator/vendor.

5) Selection of Prospective Collaborator(s):

Based on the information provided under this Eol, the prospective collaborator(s) shall be shortlisted on the basis of the Details/Information specified in **Annexure-2**. Detailed techno-commercial negotiations shall be held with the shortlisted prospective collaborator(s) to finalize the long-term collaboration with the selected party.

Vendor Empanelment shall be done with the selected party before submission of the bid.

6) Brief Description of EOI Process:

The interested prospective collaborator(s) shall ensure that their response(s), along with details requested as per the Annexures of this Eol, is (are) received by BHEL. The response(s) shall necessarily be accompanied by details on company background, technical features/ product catalogue, reference list, annual audited financial reports for the last 3 (three) years including auditor's report and other enclosures as required under the present Eol. The responding prospective collaborator(s), on submission of their response(s), can be called for further discussions at a short notice.

Date of commencement of the EOI: 25.04.2022

Date of End of the EOI: 05.05.2022 (Upto 16:30 Hrs)

The respondent shall submit their responses with all Annexures duly signed. In case any further information is needed, kindly feel free to contact us. In case any amendment/ corrigendum is issued to this Eol, it shall be notified only at www.bhel.com.

7) Schedule of Eol & Contact details:

7.1 Schedule of Eol:

The schedule of Eol shall be as follows:

S No.	Description	Date
1.	Issue of Eol Document	25.04.2022 Monday
2.	Due Date for submission of Eol response	05.05.2022, Thursday (Upto 16:30 Hrs)

7.2 Contact Details:

The respondent shall submit/send their offer with all annexures duly signed at the following address:

Sr. Dy. General Manager
New Business Development Group
Fabrication Stamping & Insulator Plant
Bharat Heavy Electricals Limited
I.A. Jagdishpur, Amethi-227817, U.P.
Mob: +91 98712190198
Email: kumar_surendra@bhel.in

8) Validity of the Empanelment

The validity of the Validity of the empanelment will be 3 years.

9) Miscellaneous:

A. Right to accept or reject any or all Applications:

- 1) Notwithstanding anything contained in this Eol, BHEL reserves the right to accept or reject any Application and to annul the Eol Process and reject all Applications, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefore. In the event that BHEL rejects or annuls all the Applications, it may, at its discretion, invite all eligible OEMs/Suppliers to submit fresh applications.
- 2) BHEL reserves the right to disqualify any Applicant during or after completion of Eol process, if it is found there was a material misrepresentation by any such Applicant or the Applicant fails to provide, within the specified time, supplemental information sought by BHEL.
- 3) BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the Eol. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities here under nor will it affect any rights of BHEL.

B. Governing Laws & Jurisdiction

The Eol process shall be governed by, and construed in accordance with, the laws of India, and the Courts at New Delhi (India) shall have exclusive jurisdiction over all disputes arising under, pursuant, to and/ or in connection with the Eol process.

Proposed Workshare matrix

Sl. No.	Step involved/ Infrastructure/ support required	Collaborator	BHEL	Remarks/ place of activity
1.	Design Solutions for the Projects			
2.	Sourcing of the components (BOM)			
3.	Bid Preparation			
4.	Bid submission			
5.	Project Planning in case of L1 selection by the customer			
6.	Project Execution in case of L1 selection by the customer			
8.	AMC/CAMC support			
9.	Project Clearance from the customer			
10.	Revenue collection			

Annexure-2

Details/Information required from prospective collaborator

Experience & Qualification

S No.	Item	Requirement	Confirmation
a)	Experience	The prospective collaborator should have designed, engineered, supplied, successfully tested, and integrated the “Security & Surveillance Projects”, and the same is qualified for Govt. Projects, in India	Yes/No
b)	Financials	Annual audited financial reports for the last 3 (three) years	Yes/No

Relevant documentary evidence to substantiate the fulfillment of the above requirements is to be furnished along with the response.

(SIGNATURE)

Annexure-3

Checklist

S No.	Requirement (If required, NDA can be signed to facilitate the prospective collaborator to share the details of past supplies made)	Response YES/NO (reference of supporting document)
1)	Whether the prospective collaborator is an Original Equipment Manufacturer security and surveillance projects or having a tie up with OEM	
2)	Whether the prospective collaborator has a prior experience of designing, & supplying and execution of security and surveillance projects	
3)	Whether prospective collaborator's detailed experience & reference the list is enclosed along with relevant documents.	
4)	Whether details of company background, product catalogs have been enclosed.	
5)	Whether prospective collaborator's annual audited financial reports including auditor's report for the last 3 years have been enclosed	
6)	Whether the prospective collaborator is willing to provide the product support in terms of maintenance, materials, and spares for a minimum period of 5 years from the last supply under the project requirements.	
8)	Whether information as per Annexure 1 is enclosed.	
9)	Whether Experience & Delivery Information as per Annexure 2 enclosed.	
10)	Whether this Annexure 3 has been duly signed and enclosed.	

(SIGNATURE)

Disclaimer:

The information contained in this Expression of Interest document (the “Eol”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL or any of its employees or advisors, is provided to Applicant(s) on the terms and conditions set out in this Eol and such other terms and conditions subject to which such information is provided.

This Eol is not an agreement and is neither an offer nor invitation by BHEL to the prospective Applicants or any other person. The purpose of this Eol is to provide interested prospective collaborators with information that may be useful to them in the formulation of their application for qualification pursuant to this Eol.

BHEL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this Eol.

The issue of this Eol does not imply that BHEL is bound to select and shortlist Applicants for the next stage or to enter into any technology tie-up agreements with shortlisted Applicants for the project.