



Ref. FSIP/EOI/CER/2023-24-001

Date: 21.12.2023

Expression of Interest

Subject: Development of Vendors for the supply of Calcined Alumina at BHEL

This has reference to the Expression of Interest (Eol) published on BHEL's website www.bhel.com for Vendor development for the supply of the Calcined alumina as per the requirement placed by BHEL.

1) Introduction:

This Expression of Interest (Eol) seeks responses from prospective Vendors who are Original Equipment Manufacturers (OEMs), fulfilling all the requirements of this Eol, and are willing to be associated with Bharat Heavy Electricals Limited (BHEL) for the supply of the Calcined Alumina Specification No. JP53497 REV 00. The Vendor needs to supply the Calcined Alumina as per the requirements of the FSIP, Jagdishpur.

2) About Bharat Heavy Electrical Ltd (BHEL):

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 one of the largest engineering and manufacturing organization in India, catering to the core infrastructure sectors of Indian economy viz. energy, transportation, and heavy engineering industry, and defense, renewable and non-conventional energy. The energy sector covers generation, transmission and distribution equipment for thermal, gas, and hydro, nuclear and solar photovoltaic. BHEL has been in this business for more than 50 years and has supplied equipment's accounting for more than 57% (approx. 180 GW) of the total thermal generating capacity in India. BHEL is also listed in Indian stock exchanges. BHEL has 16 manufacturing units, 4 power sector regions, 8 service centres and 15 regional offices besides host of project sites spread all over India and abroad. BHEL has its footprint in all the inhabited continents with references in 88 countries including Malaysia, Oman, Iraq, Syria Sudan, Libya, Cyprus, Malta, Afghanistan, Bangladesh, Bhutan, New Zealand etc. with cumulative overseas installed capacity of BHEL manufactured power plants nearing 10,000 MW. The annual turnover of BHEL for the year 2021-22 was around US\$ 2.78 Billion. BHEL's highly skilled and committed manpower of approx. 30000; state-of-the-art manufacturing, R&D facilities and latest technologies helped to deliver a consistent track record of performance since long. To position leading state-owned companies as Global Industrial giant and as a recognition for exemplary performance, Government of India categorized BHEL as "Maharatna Company" in 2013.

The high level of quality & reliability of BHEL products is due to adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world, together with technologies developed in its own R&D centers. For more details about BHEL, please visit our website <http://www.bhel.com>.

3) 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.



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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 ISO9001:2015 and Health, Safety & Environmental Management (HSE) System for ISO-14001:2015 & ISO45001:2018. The products of FSIP are tested and certified with respect to relevant National & Inter National standards at reputed laboratories. The operations of FSIP are supported by BHEL Corporate R&D.

4) Present Expression of Interest:

BHEL is looking for Indian OEM vendors who can supply **Calcined Alumina Specification No. JP53497 REV 00** to FSIP as per the requirements. Based on this Eol process the selected vendor will supply the **Calcined Alumina** to the BHEL as per the requirements.

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.

5) Scope of Supply:

BHEL seeks a prospective Vendor for supply **Calcined Alumina Specification No. JP53497 REV 00** to FSIP as per the requirements. Average Annual requirement of Calcined alumina is about 600 MT at FSIP, Jagdishpur and it may change depending upon requirement of BHEL and market scenario.

6) Obligations of Prospective Vendor(s):

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

- A) Any kind of CAPEX deployment to meet the BHEL requirements will be done by Vendor only. BHEL will not be responsible for any kind of capital expense.
- B) The Prospective Vendor 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.
 - i The vendor needs to qualify the Calcined alumina at FSIP, Jagdishpur or the labs specified by BHEL.
 - ii Alumina Samples required for qualification shall be provided free of cost to FSIP, Jagdishpur FOR basis. Samples once submitted shall be used for testing & qualification and shall not returned.
 - iii Initially Quantity required for sample qualification shall 150 Kg (3 bags of 50 Kg each) and based on initial trial, Vendor may submit fresh samples with necessary improvements for further evaluations.
 - iv After Sample qualification, vendors whose samples are qualified, need to participate in tender for placement of PO. Vendors need to supply the Calcined Alumina as per specification within the specified time as per the PO requirements
 - v Any other statutory requirement felt necessary as per the various notifications issued by the Central Govt or State Govt agencies.



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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 vendor.

7) Selection of Prospective Vendor(s):

Based on the information provided under this Eol, the prospective vendor(s) shall be shortlisted on the basis of the Details/Information specified in **Annexure-1**. The techno-commercial negotiations might be held if required with the shortlisted prospective vendor(s)

8) Brief Description of the EOI Process:

The interested prospective vendor(s) shall ensure that their response(s), along with details requested as per the Annexures of this Eol. The response(s) shall necessarily be accompanied by details on the company background, technical features/ product catalog, 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 vendors(s), on submission of their response(s), can be called for further discussions at a short notice.

The vendor empanelment will be done as a result of the EOI.

Date of commencement of the EOI: 21.12.2023

Date of End of the EOI: 20.02.2024

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.

9) Schedule of Eol & Contact details:

9.1 Schedule of Eol:

The schedule of Eol shall be as follows:

| S No. | Description | Date |
|-------|---|------------|
| 1. | Issue of Eol Document | 21.12.2024 |
| 2. | Due Date for submission of Eol response | 20.02.2024 |

9.2 Contact Details:

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

Pankaj Kumar Mishra
Dy. Manager-Material Management
Fabrication Stamping & Insulator Plant
Bharat Heavy Electricals Limited I.A.
Jagdishpur, Amethi-227817, U.P. Mob:
+91 7351561122
Email: pankajkumar.mishra@bhel.in



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10) 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.
- 4) The qualification of any vendor doesn't obligates BHEL for placing a P.O or any other type of the financial obligations.

B. Governing Laws & Jurisdiction

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

Annexure-1

Details/Information required from prospective Vendor

Experience & Qualification

| S No. | Item | Requirement | Confirmation |
|-------|------------------------|--|--------------|
| a) | Experience | The prospective vendor should be manufacturer of the Alumina . | Yes/No |
| b) | Manufacturing Capacity | Vendor to submit manufacturing capacity in MT/ month | Yes/No |
| c) | Financials | Annual audited financial reports for the last 3 (three) years | Yes/No |

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



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 .The purpose of this Eol is to provide interested prospective Vendors 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.