



An ISO 9001  
Company

## Bharat Heavy Electricals Limited

(High Pressure Boiler Plant)

Tiruchirappalli – 620014, TAMIL NADU, INDIA

CAPITAL EQUIPMENT/ MATERIALS MANAGEMENT

### ENQUIRY

### NOTICE INVITING TENDER

Phone: +91 431 257 7771  
Fax : +91 431 252 0719  
Email : [rpmuthu@bheltry.co.in](mailto:rpmuthu@bheltry.co.in)  
Web : [www.bhel.com](http://www.bhel.com)

#### TWO PART BID

Tender to be submitted in two parts.

Enquiry  
Number:

2631100006

Enquiry  
Date:

28.03.2011

Due date for submission  
of quotation:

28.04.2011

You are requested to quote the Enquiry number, date and due date in all your correspondences. This is only a request for quotation and not an order.

Please note that under any circumstances both delayed offer and late offers will not be considered. Hence vendors are requested to ensure that the offer is reaching physically our office before 14.00 hrs on the Date of tender opening.

Item	Description	Quantity	Delivery (Item required at BHEL on)
10	<b>ALIGNMENT TELESCOPE</b> as per the technical specification, BHEL commercial terms & conditions applicable (to be downloaded from web site <a href="http://www.bhel.com">www.bhel.com</a> or <a href="http://tenders.gov.in">http://tenders.gov.in</a> )	1 No.	30.07.2011

#### Important points to be taken care during submission of offer

1. Checklist to be duly filled and enclosed along with your offer, failing which the offer will not be considered for evaluation.
2. Subsequent to the hosting of this Enquiry, any corrigendum to the Enquiry that may be hosted in the BHEL Web-site as well as Government Tenders-portal shall be viewed by the vendors regularly to know the details of corrigendum. In case if any vendor without seeing the corrigendum quoted as per original Enquiry and intimate that they have wrongly quoted will not be considered and rejected. However as per the appropriate Policy of BHEL action will be taken on them in this regard.

BHEL's General guidelines / instructions including bank guarantee formats and list of consortium banks, commercial terms check-list can be downloaded from BHEL web site <http://www.bhel.com> or from the Government tender website <http://tenders.gov.in> (public sector units) Bharat Heavy Electricals Limited page) under Enquiry reference " 2631100006".

Tenders should reach us before 14:00 hours on the due date  
Tenders will be opened at 14:30 hours on the due date  
Tenders would be opened in presence of the tenderers who have submitted their offers and who may like to be present

Yours faithfully,  
For BHARAT HEAVY ELECTRICALS LIMITED

*mbo* 28/03/11  
Dy. Manager / MM / Capital Equipment

**BHARAT HEAVY ELECTRICALS LIMITED**

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**ENQUIRY**  
(INDIGENOUS)( A Government of India Undertaking )  
HIGH PRESSURE BOILER PLANT  
PURCHASE DEPARTMENT - FOSSIL BOILERS  
THIRUCHIRAPALLI - 620014  
TAMILNADU (INDIA)PHONE : 2577771  
GRAMS : BHARATELEC  
FAX NO: 2520719  
E-mail :  
Web :

429-002/A

**OFFICE COPY****Collective No.**

2631100006

**Enquiry Date**

28.03.2011

**Due Date For  
Quotation**

28.04.2011

Please quote Enquiry No, Date and due date in all  
correspondences.  
This is only a request for quotation and not an order

Item	Description	Unit	Quantity	Delivery Quantity	Schedule Date
10	ALIGNMENT TELESCOPE - OPTICAL EQUIPMENT (Specification Enclosed) Alignment Telescope-Optical Equipment	NO	1.000	1.00	30.07.11

**General Note:****COMMERCIAL TERMS AND CONDITIONS**

Bhel commercial terms & conditions with Price Bid and Bank Guarantee formats along with technical specifications can be download from BHEL web site <http://www.bhel.com> or from the Government tender website <http://tenders.gov.in> (public sector units>Bharat Heavy Electricals limited page) under Enquiry reference "2631100006"

**1.,QUOTATIONS**

The Bidders shall submit the offer in TWO INNER ENVELOPES as indicated below which shall be sealed in one outer envelope.

Envelope I This sealed envelope should contain all the copies of technical bid together with un-priced commercial bid. This envelope should be clearly marked "Part I - Technical and commercial bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder.

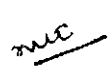
Envelope II This sealed envelope should contain price details. This envelope should be clearly marked "Part II - Price bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder.

Both the envelopes ( Part I & II) shall be put in one cover, duly sealed, superscribing as Part I and Part II of Enquiry No., due date of opening and the address and reference of the Bidder.

The above offer should reach this office on or before the due date by 14.00 Hrs (IST).Late offers will not be considered.

**2. POINT TO POINT CONFIRMATION TO BHEL'S SPECIFICATION AND COMMERCIAL TERMS AND CONDITIONS SHOULD BE PROVIDED IN THE ENCLOSED SHEET.**

The offers should reach us 30 minutes before the time of opening of tenders. The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening.Late and delayed offers are liable to be rejected.

Yours faithfully,  
For **BHARAT HEAVY ELECTRICALS LIMITED**  
DY-MANAGER / PURCHASE  
(FOSSIL BOILERS)



# BHARAT HEAVY ELECTRICALS LIMITED

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( A Government of India Undertaking )  
HIGH PRESSURE BOILER PLANT  
PURCHASE DEPARTMENT - FOSSIL BOILERS  
THIRUCHIRAPALLI - 620014  
TAMILNADU (INDIA)

2631100006 / 28.03.2011

18796

3. DETAILED CATALOGUE AND DRAWINGS SHOULD BE SENT ALONG WITH YOUR TECHNICAL OFFER.

Enclosures:

"LD clause has to be confirmed without fail."

"Payment to vendors will be made only thro E-Payment mode."

The offers should reach us 30 minutes before the time of opening of tenders.  
The offers will be opened at 14.30 hrs on the due date of tender in the presence of  
tenderers who have submitted their offer and who may like to be present for the tender  
opening.Late and delayed offers are liable to be rejected.

R. PACHAMURTHY  
Dy. Manager

MM / Capital Equipment  
BHEL TRICHT - 620014

Yours faithfully,  
For BHARAT HEAVY ELECTRICALS LIMITED

DY. MANAGER / PURCHASE  
(FOSSIL BOILERS)  
Yours faithfully,

## **SPECIFICATION FOR ALIGNMENT TELESCOPE**

### **PROPOSED APPLICATIONS AT BHEL :**

- Optical alignment of components – number of components – in the line of site – in horizontal and vertical planes.
- Measurement of positional accuracy of drilled holes.
- Measurement of out of straightness of deep bores / holes.
- Auto collimation and auto reflection.
- Establishment of optically horizontal and vertical planes using optical squares and set tallyvels.
- Establishment of perpendicular planes and perpendicular axes using 2 equipments along with accessories.
- Expected distance coverage for alignment = up to 25 metres.

<b>SPECIFICATION REQUIREMENT</b>	<b>VENDOR'S CONFIRMATION</b>	<b>DEVIATION, IF ANY</b>
1. A telescopic line of site is to be established using the instrument.		
2. Focus : 0 to Infinity		
3. The equipment should have X and Y micrometers with least count of measurement 0.02mm or better in order to measure out of alignment in two mutually perpendicular directions with respect to set line of sight. Range of measurement = minimum 1 mm or more in both X and Y axes.		
4. Measurement accuracy – 3 arc seconds or better – supplier to mention distance wise accuracies achievable along with the offer.		
5. The equipment shall be supplied with all standard accessories for using the		

SPECIFICATION REQUIREMENT	VENDOR'S CONFIRMATION	DEVIATION, IF ANY
<p>equipment in horizontal and vertical lines of sites. Telescope mounting fixtures, spheres and other mounting accessories are to be supplied. Also, equipment accessories like fixed square, rotating square, right angle eye piece, auto collimation gadgets (including mirror &amp; adjusting tools), auto reflection gadgets (including light source) and different types of optical alignment targets (to cover short to very long distances) are to be offered. Set of equipment and accessories adjusting tools are to be offered.</p>		
<p>6. The equipment shall be supplied with CALIBRATION certificate traceable to National / International standards.</p>		
<p>7. Operation and maintenance manuals for the telescope and accessories shall be given in both hard and soft form along with the offer. IN ENGLISH.</p>		
<p>8. The supplier is requested to provide the list of customers using their equipment.</p>		
<p>9. Supplier is required to call the customer – BHEL - for the pre-despatch inspection at his works. Also, the supplier has to commission the equipment and accessories at our works. Supplier has to provide a training for 3 days for our staff. Supplier has to give performance guarantee of 24 months for the commissioned item from the date of</p>		

## QUALIFYING CRITERIA FOR THE SUPPLY OF ALIGNMENT TELESCOPE

The BIDDER / VENDOR has to necessarily provide the following details, for making an assessment of the firm's capability and competency:

[The BIDDER is expected to give complete details against each clause in the table given below and wherever necessary an additional sheet may be attached (giving clear reference number) to cover the required details]

S. No.	PARTICULARS	VENDOR's RESPONSE
1.0	Number of Years of Experience of the BIDDER/ VENDOR in the field of supplying ALIGNMENT TELESCOPES for Industrial measurement and Inspection activities.	
2.0	Number of such ALIGNMENT TELESCOPES supplied & commissioned till date. Model numbers, ranges and the least counts of supplied equipments shall be mentioned.	
3.0	Year of launch of the Model quoted against this Enquiry?	
4.0	Are there any other models launched after the quoted Models? Otherwise, indicate the likely year in which the next model is likely to be launched?	
5.0	Number of ALIGNMENT TELESCOPES supplied & commissioned till date in the quoted Models.	
6.0	Number of ALIGNMENT TELESCOPES supplied & commissioned till date for the different applications / customers.	
7.0	Details of Design Set-Up / Codes and Standards used. Facilities for calibration and international traceability details for calibration.	
8.0	Details on International standards followed in verification of equipment. Details regarding periodic recalibration and sources / tie-ups for such recalibrations including the proposed cost of calibration and lead time for calibration.	

<b>S. No.</b>	<b>PARTICULARS</b>	<b>VENDOR's RESPONSE</b>
<b>9.0</b>	Details on functional / performance Testing of the Equipment and all accessories quoted. Gathered data from users on the equipment performance. Sample references (minimum 2) from renowned customers shall be added for similar models.	
<b>10.0</b>	Details on manufacturing and testing aspects of equipment.	
<b>11.0</b>	Any Additional Data to supplement the manufacturing capability of the BIDDER.	

The BIDDER / VENDOR has to compulsorily meet the following requirements to get qualified for submitting an offer for the impact tester.

<b>S. No.</b>	<b>REQUIREMENTS</b>	<b>VENDOR's COMMENTS</b>
<b>12.0</b>	The BIDDER / VENDOR shall have a minimum of FIVE Years of Continuous Experience in the Supply of ALIGNMENT TELESCOPES. Kindly indicate the actual experience.	
<b>13.0</b>	The BIDDER / VENDOR shall have supplied at least 3 numbers of alignment telescopes in the last <b>5 years</b> . Kindly confirm and indicate the number of equipments (quoted model) sold in 2006/11 in the world.	
<b>14.0</b>	The bidding FIRM should have 'in-house' or 'self-owned' or 'tied-up' facility for MANUFACTURE and TESTING of telescopes.	
<b>15.0</b>	Reference List of Customers and Performance Certificates from CUSTOMERS (minimum 2 Customers) with full contact details of CONTACT PERSON.	
<b>16.0</b>	The BIDDER / VENDOR should have sound financial position and should furnish Finance Statements (Summary of P & L Statement and Balance Sheet) for the immediate past 3 years.	
<b>17.0</b>	In case of short listing by the Purchaser in the process of vendor assessment, the BIDDER / VENDOR has to co-ordinate for the visit of Assessing Team, to the WORKS of the BIDDER / VENDOR with a notice period of 10 Days.	

The BIDDER / VENDOR has to comply with the following, for accepting the Technical Offer for scrutiny by the Purchaser:

<b>S.No.</b>	<b>REQUIREMENTS</b>	<b>VENDOR's COMPLIANCE</b>
<b>18.0</b>	The BIDDER / VENDOR shall submit the offer in TWO PARTS - Technical & Commercial and Price Bid. The Technical Offer shall be in line with the BHEL's Technical Specifications.	
<b>19.0</b>	The Technical Offer shall contain a comparative statement of Technical Specifications given by BHEL and the Offer Details submitted by the Bidder, against each clause of the specifications.	
<b>20.0</b>	A just 'CONFIRMED' or 'COMPLIES' or 'YES' or 'NO-DEVIATION' or similar words in the technical comparative statement may lead to disqualification of the Technical Offer.	
<b>21.0</b>	The Technical Offer shall be supported by Product Catalogue, drawings, manuals and Data Sheets in ORIGINAL (soft +hard copies).	
<b>22.0</b>	The Commercial Offer (given with the Technical Offer) shall contain the Scope of Supply and the Un-Priced Part of the Price-Bid for confirmation.	



**MM:CAPITAL EQUIPMENT****Bharat Heavy Electricals Limited, Trichirapalli – 620 014**

(To be filled and submitted along with offer )

**BHEL Enquiry No. 2631100006****Date: 28.03.2011**

<b>BHEL Commercial Terms and Conditions for INDIGENOUS SUPPLIES</b>	<b>Vendor's Confirmation / Comments ( To be furnished along with offer copy ( or ) Technical Bid Copy ( Part No - I )</b>
Technical confirmation to BHEL's Specification as called for in BHEL Format shall be furnished. If needed additional sheets shall be used.	
<b>Prices</b> shall be <b>quoted item wise</b> only as per the model format enclosed.	
Prices shall be quoted on <b>"FIRM PRICE"</b> basis only. The prices should be only on F.O.R / Despatching station basis inclusive of Packing & Forwarding charges if any. Applicable percentage of ED & Sales Tax (VAT) should be clearly indicated.	
<b>Validity of offer</b> shall be for a minimum period of 120 days from the date of Tender opening	
<b>Delivery period</b> from the date of Letter of Intent shall be clearly mentioned in the offer.	
<b>Liquidated damages</b> @ ½% per week subject to a maximum of 15% of the order value shall be applicable for delay in deliveries.	
<b>Following Risk Purchase clause</b> shall be applicable: The purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the time stipulated or if the same were not available, the best and the nearest available substitute therefore. The supplier shall be liable for any loss which the Purchaser may sustain by reason of such risk purchases.	
<b>Submission of Performance Bank Guarantee (PBG):</b> Vendor should provide a performance bank guarantee(PBG) for 10% of the total Purchase order value valid for a period of 12 months from the date of commissioning (or) 18 months from the date of dispatch whichever is later with an additional claim period of 2 months. This PBG shall form one of the documents for effecting payment. The PBG shall be submitted in non-judicial stamp paper value of not less than Rs.80/- issued by any one of the following banks who is a member bank in our consortium of banks. <b>1) State Bank of India, 2) State Bank of Hyderabad, 3) State Bank of Travancore, 4) State Bank of Mysore, 5) Canara bank, 6) Bank of Baroda, 7) Punjab National bank, 8) Deutsche Bank, 9) HDFC Bank, 10) Standard Chartered Bank, 11) Citi Bank, 12) Standard Chartered Grindlays Bank 13) Bank of America and 14) Any one of the Nationalised banks.</b>	
<b>Payment terms for supply portion:</b> <ul style="list-style-type: none"> <li>• <b>100%</b> payment will be made within 45 to 90 days after receipt and acceptance / commissioning of goods at BHEL. against submission of PBG for 10% of Order value with required validity. <b>(or )</b></li> <li>• <b>80%</b> value of the goods will be paid within 45 to 90 days against dispatch documents negotiated through bank. Balance 20% will be paid within 45 to 90 days from the date of commissioning / acceptance of goods against submission of supplementary invoice and also against submission of PBG for 10% of Order value with required validity. <b>All bank charges are to vendor's account only.</b></li> </ul> <b>NOTE:</b> All direct Payment of more than one lakh will be made through <b><u>E-mode Payment</u></b> . As per BHEL e-mode Format, which will be given at time of ordering along with order copy. (Original filled <b><u>E-mode payment format</u></b> is to be get it signed by the both vendor's authorized signatory and their banker's along with a copy of <b>cheque leaf / cancelled cheque</b> leaf for the respective account number and forward the original hard copy to BHEL/Trichy to process invoices for making payment, after supplies are made).	

**Contd.....2**

<b>Erection / commissioning:</b> Erection / commissioning shall be done at free of cost.	
The equipment shall be guaranteed for a period of 12 months from the date of commissioning.	
Equipment will be inspected and proved at vendor's works prior to dispatch. However final inspection and acceptance of equipment will be after installation at BHEL,Trichy.	
The vendor shall provide necessary drawings, Test Certificates and Operating Maintenance Manuals etc., as called for in the Technical Specification, in the required number of copies at no extra cost.	
Any warranty replacement during warranty period shall be supplied free of charge on FOR BHEL, Trichy basis.	
<b>Offers</b> should be submitted only in <b>sealed cover super-scribing clearly the Enquiry reference and due date.</b>	

**NOTE:-**

- a) It is confirmed that all the terms and conditions stipulated in the Enquiry have been fully understood by us and all clarifications & details have been obtained.
- b) Your specific acceptance to the BHEL Payment terms, LD, Risk Purchase Clause & Submission of PBG for 10% of the order value are essential for consideration of your offer. Other wise your offer is liable for rejection.

Signature & Office Seal of the vendor

	<b>BHEL Enquiry No. &amp; Date</b>		<b>Vendor's Offer Ref No. &amp; Date</b>		
	<b>2631100006 &amp; DT: 28.03.2011</b>				
	<b>MODEL PRICE BID FORMAT FOR INDIGENOUS VENDORS</b>				
SI No.	Description	Unit	Qty	Rate in Rs	Value in Rs
1					
2					
3					
4					
5					
6					
7					
8					
	Total Ex-works Value in Rs				
	Add Packing & Forwarding Charges if extra				
	FOR- Despatching Station Value in Rs				
	% of Excise Duty ( If Extra or If inclusive)				
	% of Excise Duty ( If inclusive)				
	% Sales Tax - CST against "C" Form (If extra)				
	% Sales Tax - CST With out "C" Form (if extra)				
	% VAT (if extra)				
	% VAT (if inclusive)				
	Approximate Freight Charges in Rs				
	Approximate Transit Insurance Charges in Rs				
	Installation / Commissioning Charges in Rs.				
	<b>(If extra applicable )</b>				
	% Service Tax <b>(if extra applicable )</b>				
	<b>Consignment Package Details</b>				
	Approximate Net / Gross Weight in Kgs				
	Dimension of Consignment				
	<b>Signature &amp; Seal of Vendor</b>				
	<b>NOTE:</b>				

# **MM : CAPITAL EQUIPMENT**

**Bharat Heavy Electricals Limited, Trichirapalli – 620 014**  
(To be filled and submitted along with Offer)

**BHEL Enquiry No. 2631100006**

**Date: 28.03.2011**

<b>BHEL Commercial Terms and Conditions for IMPORT SUPPLIES</b>	<b>Vendor's Confirmation / Comments</b>
Technical confirmation to BHEL's Specification as called for in BHEL Format shall be furnished. If needed additional sheets shall be used.	To be furnished along with offer (or) Technical Bid – Part No. I
<b>Prices</b> shall be <b>quoted item wise</b> only as per the model format enclosed.	
Prices shall be quoted on <b>“FIRM PRICE”</b> basis only. The prices should be only on FOB/FCA basis inclusive of Packing & Forwarding charges if any.	
<b>Validity of offer</b> shall be for a minimum period of 120 days from the date of Tender opening	
<b>Delivery period</b> from the date of Letter of Intent shall be clearly mentioned in the offer.	
<b>Liquidated damages</b> @ ½% per week subject to a maximum of 15% of the order value shall be applicable for delay in deliveries.	
<b>Following Risk Purchase clause</b> shall be applicable: The Purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the time stipulated or if the same were not available, the best and the nearest available substitute therefore. The supplier shall be liable for any loss which the Purchaser may sustain by reason of such risk purchases.	
<b>Payment terms for Foreign vendor (Principal):</b> 80% value of the goods will be paid through an irrevocable Letter of Credit established by our bankers. Balance 20% will be paid against acceptance / commissioning of goods for which supplementary invoice and PBG for 10% of total Purchase order value shall be submitted. <b>All bank charges outside India are to vendor's account only.</b>	
<b>Payment terms for Indian Agent:</b> Indian Agency commission, if any, shall be clearly specified in the offer and the same will be paid in Indian Rupees against acceptance / commissioning of the equipment.	
<b>Erection / commissioning:</b> Erection / commissioning shall be done at free of cost.	
<b>Submission of Performance Bank Guarantee (PBG):</b> Vendor should provide a performance bank guarantee(PBG) for 10% of the total Purchase order value valid for a period of 12 months from the date of commissioning (or) 18 months from the date of dispatch <b><u>whichever is later</u></b> with an additional claim period of 2 months. This PBG shall form part one of the documents for effecting the balance 20% payment.	
Part Shipment or Transshipment is not permissible	
In case of any short shipment in the main equipment / spares, where separate rates are not available in the contract, the customs duty levied on such supplies, shall be borne by the supplier / Indian agent.	
Any warranty replacement during warranty period shall be supplied free of charge on FOR BHEL, Trichy basis.	
Equipment will be inspected and proved at vendor's works prior to dispatch. However final inspection and acceptance of equipment will be after installation at BHEL, Trichy.	
The equipment shall be guaranteed for a period of 12 months from the date of commissioning.	
The vendor shall provide necessary drawings, Test Certificates and Operating Maintenance Manuals etc., as called for in the Technical Specification, in the required number of copies at no extra cost.	
<b>Offers</b> should be submitted only in <b>sealed cover super-scribing clearly the Enquiry reference and due date.</b>	

**NOTE:-**

- It is confirmed that all the terms and conditions stipulated in the Enquiry have been fully understood by us and all clarifications & details have been obtained.**
- The prices are to be offered only on FOB/FCA basis, inclusive of Packing & Forwarding charges if any.**
- Your specific acceptance to BHEL Payment terms, LD, Risk Purchase Clause & Submission of PBG for 10% of the order value are essential for consideration of your offer. Other wise your offer is liable for rejection.**

Signature & Office Seal of the vendor

	<b>BHEL Enquiry No. &amp; Date</b>		<b>Vendor's Offer Ref No. &amp; Date</b>			
	<b>2631100006 &amp; DT. 28.03.2011</b>					
	<b>MODEL PRICE BID FORMAT FOR IMPORT VENDORS</b>					
SI No.	Description	Unit	Qty	Rate Currency	Value Currency	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
	Total Ex-works Value in currency					
	Add Packing & Forwarding Charges if extra					
	<b>OR FOB /FCA Charges if extra</b>					
	FOB / FCA Value in Currency					
	Approximate Freight Charges in Currency					
	Approximate Transit Insurance Charges in Currency					
	Installation / Commissioning Charges in Currency					
	<b>(If extra applicable )</b>					
	% Service Tax <b>(if extra applicable )</b>					
	<b>Consignment Package Details</b>					
	Approximate Net / Gross Weight in Kgs					
	Dimension of Consignment					
	<b>Signature &amp; Seal of Vendor</b>					
	<b>NOTE:</b>					
	The Price Bid should be submitted strictly in line with the above <b>FORMAT</b>					

## GENERAL TERMS AND CONDITIONS OF RA

- Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL may resort to “REVERSE AUCTION PROCEDURE” i.e., ON LINE BIDDING ON INTERNET.
- For the proposed RA, technically and commercially acceptable bidders only shall be eligible to participate.
- In case of RA, BHEL will engage the services of a service provider for conduct of the RA who will provide all necessary training and assistance to the bidders before commencement of on line bidding on internet.
- Business rules governing the RA will be communicated to the bidders through service provider for compliance.
- Vendors have to fax the Compliance form in the prescribed format (provided by Service provider) before start of RA. Without the compliance, the vendor will not be eligible to participate in the event.
- BHEL will provide a sample calculation sheet (in EXCEL format) which would help the bidders to arrive at “Net Cash outflow to BHEL” considering various price / cost elements like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) etc. for each of the bidders to enable them to arrive at “Net Cash outflow to BHEL” which is the amount the bidder would be bidding during the RA.
- RA will be conducted on scheduled date & time and at the end of event, the lowest bidder value will be known on the network.
- The lowest bidder has to Fax the duly signed “Price Break-up” in prescribed format as provided on case-to-case basis to BHEL through Service provider within 24 hours of Auction without fail.
- Any variation between the on-line bid value and the signed document will be considered as sabotaging the tender process and will invite disqualification of vendor to conduct further business with BHEL, as per the prevailing procedure.
- BHEL reserves the right to negotiate if need be, with the “L1” vendor of the Reverse Auction

(TO BE STAMPED IN ACCORDANCE WITH STAMP ACT AND THE EXPIRY DATE OF BG MUST BE AFTER 60 DAYS FROM THE DATE OF COMPLETION OF WARRANTY PERIOD)

## PERFORMANCE BANK GUARANTEE

In accordance of M/s. Bharat Heavy Electricals Limited (A Government of India undertaking, a company incorporated under the Companies Act 1956 having its Registered Office at "BHEL House", SIRI Fort, New Delhi 110 049) through its High Pressure Boiler Plant Division located at Tiruverumbur, Tiruchirapalli- 620 014 (hereinafter called 'the Company') having entered into a contract with .....hereinafter called 'the said contractor' which term includes 'suppliers' for the purpose of this Bond and under the terms and conditions of the contract No..... Dt ..... Between BHEL, Trichy and as per the contract, the contractor / supplier is to furnish a performance Bank guarantee for Rs. .... for the due performance of the equipment to be supplied under the above referred contract and for the fulfillment of all the terms and conditions of the contract, We .....(indicate the name of the bank) (herein after referred to as the bank) at the request of ..... (Contractor(s)) do hereby undertake to pay the company an amount not exceeding Rs.....against any loss or damage caused to or suffered or would be caused to or suffered by the company by reason of any breach by the said contractor (s) of any of the terms and conditions contained in the said agreement.

2. We .....(indicate the name of the bank with full address), do hereby undertake to pay the amounts due and payable under this guarantee without any demur, merely on a demand from the Company stating that the amount claimed is due by way of loss or damage caused to or would be caused to or suffered by the Company by reason of breach by the said Contractor(s) of any of the terms and conditions contained in the said Agreement or by the reason of the contractor(s) 'failure to perform' the said agreement. Any such demand made on the Bank shall be conclusive as regards the amount due and payable by the Bank under this guarantee. However, our liability under this guarantee shall be restricted to an amount not exceeding Rs.\_\_\_\_\_.

3. We undertake to pay unconditionally to the Company any money so demanded notwithstanding any dispute(s) raised by the Contractor in any suit, or proceedings pending before any Court or Tribunal or Arbitration or before any other authority relating thereto our liability under this present being absolute and unequivocal. The payment under this guarantee would not wait till the disputes have been decided by any Court or Tribunal or in the arbitration proceedings or by any other authority. The payment so made by us under this Bond shall be a valid discharge of liability for payment thereunder and the Contractor(s) shall have no claim against us for making such payment.

4. We.....( indicate the name of Bank), further agree that the guarantee herein contained shall remain in full force and effect during the period that would be taken for the performance of the said Agreement and that it shall continue to be enforceable till all the dues of the Company under or by virtue of the said Agreement have been fully paid and its claims satisfied or discharged or till \_\_\_\_\_ Office / Department/ Division of the Company certifies that the terms and conditions of the said Agreement have been fully and properly carried out by the said Contractor(s) and accordingly discharges this guarantee.

5. (I) Unless a demand or claim under this guarantee is made on us in writing on or before the \_\_\_\_\_ we shall be discharged from all the liability under this guarantee thereafter. But where such claim or demand has been preferred by the Company with the Bank before the expiry of the said date, the claim shall be enforceable notwithstanding the fact that the said enforcement is effected after the said date.

(ii) For the purpose of this clause, any letter making demand on the Bank by M/s. BHEL dispatched by Registered Post with Ack.Due or by Telegram or by any Electronic media addressed to the above mentioned address of the Bank shall be deemed to be the claim / demand in writing referred to above irrespective of the fact as to whether and when the said letter reaches the Bank, as also any letter containing the said demand or claim is lodged with the bank personally.

6. We .....(indicate the name of Bank), further agree with the company that the Company shall have the fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said agreement or to extend time of performance by the said Contractor (s) from time to time or to postpone for any time or from time to time any of the powers exercisable by the Company against the said Contractor(s) and to forbear or enforce any of the terms and conditions relating to the said Agreement and we shall not be relieved from our liability by any reason of any such variation or extension being granted to the said Contractor(s) or for any forbearance, act or omission on the part of the company or any indulgence by the company to the said Contractor(s) or by any such matter or thing whatsoever which under the law relating would, but for this provision, have effect of not so relieving us.
7. This guarantee will not be discharged due to the change in the constitution of the Bank or the Contractor(s).
8. It shall not be necessary for the company to proceed against the contractor before proceeding against the guarantor-bank and the guarantee herein contained shall be enforceable against them notwithstanding any security, which the company may have obtained or obtain from the Contractor shall, at the time when proceedings are taken against the guarantor hereunder be outstanding or unrealised.
9. Any claim or dispute arising under the terms of this document shall only be enforced or settled in the Courts at Tiruchirapalli.
10. The guarantor hereby declare that it has power to execute this guarantee and the executant has full powers to do so on its behalf under the proper authorities granted to him/them by the guarantor.
11. We .....(indicate the name of Bank) lastly undertake not to revoke this guarantee during its currency except with the previous consent of the company in writing.

In witness whereof we....., (indicate the name of Bank) have hereunto setout Bank Seal the \_\_\_\_\_ day \_\_\_\_\_ month 200  
BANK E-MAIL ID:  
BANK PHONE NO.  
BANK FAX NO:



## MM : CAPITAL EQUIPMENT

### COMMERCIAL TERMS AND CONDITIONS

#### 1.0 QUOTATIONS

The Bidders shall submit the offer in **TWO INNER ENVELOPES** as indicated below which shall be sealed in one outer envelope.

**Envelope I** This sealed envelope should contain all the copies of technical bid together with un-priced commercial bid. This envelope should be clearly marked "Part I - Technical and commercial bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder.

**Envelope II** This sealed envelope should contain Price Details. This envelope should be clearly marked "Part II - Price Bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder.

Both the envelopes ( Part I & II) shall be put in one cover, duly sealed, superscribing as Part I and Part II of Enquiry No., due date of opening and the address and reference of the Bidder.

The above offer should reach this office on or before the due date by 14.00 Hrs (IST). Late offers will not be considered.

Tender should not be addressed to any Individual's name but only by designation to:

SR.MANAGER / MM /CAPITAL EQUIPMENT

BHARAT HEAVY ELECTRICALS LIMITED

HIGH PRESSURE BOILER PLANT

TIRUCHIRAPALLI - 620 014

TAMIL NADU, INDIA

Contd 2/-

Tenders should be free from **CORRECTION AND ERASURES**, Corrections if any, must be attested. All amount shall be indicated both in words as well as in figures. Where there is difference between amount quoted in words and figures, amount quoted in words shall prevail.

Offers should be in **ENGLISH** and accompanied by detailed technical literature, catalogue and detailed dimensional drawings in **ENGLISH** or otherwise, the offers will not be considered.

## **2.0 PART I (TECHNICAL & COMMERCIAL BID)**

### **2.1 Technical**

This part shall include / indicate the following :

- 2.1.1. Offer should contain complete scope of supply with all technical details, specifications, delivery and other commercial terms and conditions.
- 2.1.2. Point by point confirmation for the Technical Specification enclosed to be provided. if there are any deviation, the same should be clearly specified. Offers received without confirmation to our specification will be rejected.
- 2.1.3. List of customers to whom same or similar equipment have been supplied along with performance certificates to be enclosed.
- 2.1.4. Relevant catalogues to be attached
- 2.1.5. List of spares parts (with part numbers) for two years operation and maintenance should be attached.
- 2.1.6. Information on shipping weight and cubage (length, width & height) to be provided.
- 2.1.7. Incase of foreign bidder offer, the Principal's technical offer should be enclosed.

### **2.2 Commercial**

This part shall include / indicate the following :

- 2.2.1. Port of shipment / Station of despatch
- 2.2.2. Terms of payment
- 2.2.3. Taxes & duties applicable.
- 2.2.4. Delivery Schedule

- 2.2.5. Offer validity
- 2.2.6. Country of origin
- 2.2.7. Percentage of agency commission if any along with a copy of Agency agreement.
- 2.2.8. A copy of "Un-Priced Part II" i.e., a copy of the Price Bid without the price details to be enclosed.

### 3.0 PART II (PRICE- BID)

This part should contain the schedule of price particulars and to be co-related to the technical details provided in Part I.

### 4.0 OPENING OF TENDERS

The Part I - Technical & commercial bid alone would be opened on the Tender opening date. The Part II - Price bid of Technically suitable Bidders alone would be opened. The Technically suitable Bidders would be informed about the tender opening date. Clarifications if any required by BHEL for Technical evaluation would be sought from Bidders before opening of Part II - price bid.

### 5.0 GENERAL

- 5.1. Incomplete offers will not be considered.
- 5.2. **Fixed Price:** Prices quoted by the bidder shall be fixed and not subject to any escalation whatsoever during the period of bid validity and execution of the Purchase Order. A bid submitted with an adjustable price will be treated as non - responsive and rejected. Prices shall be written in words and figures. In the event of difference, the price in words shall be valid and binding. Unit prices shall be considered correct in the event of any discrepancy with regard to total price.
- 5.3. **Bid Currency:** Indian bidders should submit the prices only in Indian Rupees. Foreign bidders may submit their bid in their home currency.
- 5.4. **Terms of Delivery:** Bidders are required to quote their best delivery period. Foreign Bidders should submit their offer for net FOB / FCA Nearest Sea / Air Port. Indian Bidders should submit their offer for FOR - Despatching Station.

Contd 4/-

5.5. **Taxes and Duties :** All Taxes and Duties payable as extra to the quoted price should be specifically stated in offers along with CST & VAT / Tariff No. etc., failing which the purchaser will not be liable for payment of such Taxes and Duties.

5.6. **Validity :** The offers for main equipment and spares shall be kept open for acceptance for 120 days (one hundred and twenty days) from the date of opening of the tender (Part I).

5.7. **Terms of Payment :**

5.7.1. **Indian Bidders**

5.7.1.1. The preferred payment terms are indicated below :

5.7.1.2. 100% payment, within 45 to 90 days, after receipt / acceptance / commissioning of equipment at BHEL, Tiruchi, against submission of 10% Performance Bank Guarantee on total order value.

or

5.7.1.3. 80% payment against documents through bank within 45 to 90 days, (after pre-despatch inspection) and balance 20% payment after receipt / acceptance / commissioning of the equipment 45 to 90 days, 45 to 90 days against submission of 10% Performance Bank Guarantee on total order value.

5.7.2. **Foreign Bidders**

An Irrevocable Letter of Credit shall be established for 80% of the value of the goods. Balance 20% shall be paid on receipt / acceptance / commissioning of the goods at BHEL against submission of Performance Bank Guarantee for 10% on total order value. All bank charges outside India are to Vendor's account.

5.8. **Performance Bank Guarantee (PBG):** The Bidder, in the event of an order, should furnish a bank Guarantee from an Indian Bank approved by BHEL, at no extra cost in a proforma prescribed by BHEL, along with the order, for an amount equivalent to 10% (Ten Percent) of the value of the contract. The PBG shall be valid for period of 18 months from the date of dispatch or 12 months from the date of receipt / acceptance / commissioning of the equipment at BHEL, Tiruchi whichever is earlier with additional claim period of 2 months.

Contd 5/-

The Performance Bank Guarantee shall be obtained from any one of the following banks who is a member bank in our consortium of banks.

- 1) State Bank of India, 2) State Bank of Hyderabad, 3) State Bank of Travancore, 4) State Bank of Mysore, 5) Canara Bank, 6) Bank of Baroda, 7) Punjab National Bank, 8) Deutsche Bank, 9) HDFC Bank, 10) Standard Chartered Bank, 11) Citi Bank, 12) Standard Chartered Grindlays Bank, & 13) Bank of America or any other Nationalised Bank

- 5.9. **Liquidated damages :** It is clearly understood among the parties to the contract the " Time is the essence of the contract ". Therefore, the delivery of the goods specified in the purchase order should be made within the time prescribed. Where the seller supplies or despatches the goods, beyond the delivery period specified the purchaser will have no obligation to accept the goods. If accepted liquidated damages at the rate of 1/2% of the value of goods delayed for each week of delay subject to a maximum of 15% of the order value will be levied.
- 5.10. **Risk Purchase :** Alternatively the purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or despatch within the time stipulated as aforesaid or if the same were not available, the best and the nearest available substitute therefor. The supplier shall be liable for any loss which the Purchaser may sustain by reason of such risk purchases.
- 5.11. **Indian Agency Commission :** In case of Foreign Bidders, agency commission if any, payable to their Indian Agents, shall shown separately in the Offer. This will be paid by us in India, in Indian Rupees, on satisfactory completion of the Contract. Copies of current Agency Agreement / Authorization Letter in respect of Agency Commission shall be furnished alongwith offer. For calculation of Rupee equivalent of Agency Commission, exchange rate as prevailing on the date of offer will be taken.

**NOTE:-**

To curb possible manipulation by agents, it is desirable that as far as possible BHEL discourage in dealing with agents of OEMs. (Original Equipment Manufacture)s.

i) When it is not possible to directly deal with OEMs and the involvement of agents become unavoidable, BHEL is made it clear to OEMs that while appointing Indian agents, it is responsibility to ensure that the agents are not representing other OEMs in the same tender.

ii) OEMs should also ensure that banned agents / employees of banded agents are not engaged by them in any capacity. An undertaking to this effect should be taken by OEMs and provided for each tender. It is also made it clear that if at any stage it is found that the OEM has appointed an agent who

- a. is banned by BHEL or
- b. is an employee of a banned agent or
- c. is found to be representing more that one OEM in the same tender the OEM (s) shall be disqualified

5.12. **Test Certificates / Operating and Maintenance Manuals :** The Bidders shall clearly mention in their offer, that Test Certificates and Operating Maintenance Manuals, etc., as called for in the Technical Specification, in the required number of copies will be provided at no extra cost.

5.13. **Modvat Credit :** (for Indian Bidders only) If any Excise Duty is payable, the chapter head / sub-head reference and the rate of the duty should be quoted. If the tender is availing **MODVAT** credit for his input materials, the effect of proforma credit should be passed on to the purchaser.

5.14. **Packing and Marking :** The Supplier shall arrange for securely protecting and packing the stores to avoid loss or damages during transit.

5.15. BHEL shall be at liberty to reject or accept any tender, part or in full, at their own discretion and any such action is not liable for any question or claim against BHEL.