



Ref. Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022

<b>DUE DATE</b>
<b>04 Mar 2022</b>
<b>BY 02:00 PM</b>

Dear Sir/ Ma'am

**Subject: Open tender Enquiry for "Misc. Pumps (Horizontal)" for 2X500 MW NTPL TUTICORIN FGD project as per Technical Specification No. PE-TS-483-100-N001 (REV 01)**

BHEL invites your offer for design, manufacture, assembly, inspection and testing at manufacturer's and/or his sub-contractors works, painting, proper packing to avoid damage of items during transportation & storage at site of Miscellaneous Pumps (along with Motors & mandatory spares as applicable), transportation to site, complete with all other accessories as per the requirements specified in this specification, site services including installation checks of pump motor set & supervision of replacement of gland packing with Mechanical Seal arrangement (if applicable) at site for Miscellaneous Pumps, PG Test at site and any other services, etc. if called for in the succeeding sections of the specification for **2X500 MW NTPL TUTICORIN FGD project**.

Your offer shall be submitted in two parts strictly as per Clause-2.0 of the "Instructions to Bidders" of GCC Rev. 07, in sealed cover for the below mentioned equipment/system.

Item Description – Misc. Pumps (Horizontal)			
Sl. No.	Project	TECHNICAL SPECIFICATIONS	Delivery completion schedule
1	2X500 MW NTPL TUTICORIN FGD project	PE-TS-483-100-N001 (Rev 01)	As per annexure –A to NIT

Your best quotation/offer for the above requirement, in line with tender terms and conditions, should be submitted **online via e-procurement system (NIC portal)**. It shall be the responsibility of the bidder to ensure that the tender is submitted **on or before the due date by 02:00 PM**. Part-I (techno-commercial) bids shall be opened **at 05:00 PM on the day of the due date**.

**Note:** 1. Detailed tender documents have been uploaded on following websites: -

<https://eprocurebhel.co.in>

**Bidders are requested to upload their best offer on <https://eprocurebhel.co.in> only.**

2. In case bidders are not interested to quote, please send us the regret by e-mail or letter.

**ENQUIRY TERMS AND CONDITIONS:**

1. Offers should be submitted/uploaded separately in two parts **online through e-procurement system** as follows:

**Part-I: TECHNO-COMMERCIAL BID**

**Part-II: PRICE BID**

For detailed instructions, please refer GCC Rev 07- Instructions to Bidders.

2. Bidders shall submit their offers meeting the requirements of the following tender documents indicated in BHEL PEM GCC Rev- 07 and other Terms and Conditions included in this Enquiry Letter. Web link of GCC Rev 07 shall be as below, **bidders may download the GCC Rev 07 from the given web link and go through the same before quoting**: - <https://pem.bhel.com/Documents/GCC/GCCRev07.pdf>

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3. Bidders to note that following form the part of tender documents:
- General Conditions of Contract (GCC) Rev 07 comprising of: Instructions to Bidders and General Commercial Terms & Conditions
  - Technical Specifications
  - Technical PQR
  - Guarantee Schedule
  - Price Schedule
  - Special Conditions of Contract (SCC Rev. 0) of Project.
  - Enquiry terms & conditions (NIT) with all attached documents

Bidders to note that offers shall be submitted strictly in accordance with the requirements of the above Tender Documents & all the above Tender Documents along with post-bid agreements/MoMs (during Techno-Commercial evaluation) shall automatically become the part of the Order/Contract after its finalisation.

4. Any hidden conditions/deviations mentioned elsewhere in offer and standard pre-printed terms & conditions of the tenderers shall not be considered valid.
5. **Pre-Qualifying Requirements:** Bidders have to provide the required details as per TECHNICAL PQR in their Techno-Commercial offer and has to note that bids of only those bidders shall be evaluated who meet the Technical Pre-Qualifying requirements.

6. **Make In India:**

Following may please be noted by the bidders:

**Eligibility of Suppliers:** Since this package falls under the category of goods, services or works in respect of which nodal ministry/ department has communicated that there is a sufficient local capacity and competition, only Class I Local Supplier (as per para no. 3(a) of Public Procurement (Preference to Make in India), (PPP-MII) Order 2017 dt. 16/09/2020 issued by DPIIT) are eligible to bid.

**Minimum Local Content required for qualifying a bidder as "Class I Local Supplier":** As per para no. 5 of Public Procurement (Preference to Make in India), (PPP-MII) Order 2017 dt. 16/09/2020 issued by DPIIT i.e. 50%.

Regarding verification of local content, the local supplier at the time of tender, bidding or solicitation shall be required to provide certification as per para 9 of PP-MII order revision dated 16.09.2020. Format enclosed herewith.

7. Tenders shall be submitted strictly in accordance with the requirements of the above-mentioned tender documents. Deviations (Technical as well as Commercial), if any, shall be listed out separately in Annexure-II of GCC Rev-07 along with reasons for taking such deviations in the bidding format in E-Procurement portal (NIC portal). Any deviations (Technical as well as Commercial) not mentioned in the Annexure-II shall not be considered. Bidders to note all the points mentioned in "Notes" of Annexure-II of GCC Rev.07.
8. This is a conditional tender enquiry. Part-II opening/RA participation of a bidder shall be subjected to the following:
- Approval of vendor by end customer i.e. (NTPL)
  - Techno-Commercial evaluation by BHEL.
  - Qualification of Technical PQR
  - Offered item should mandatorily conform to PP-MII order provisions.

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9. Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS as per General Conditions of Contracts (GCC, Rev.07), Special Conditions of Contract and Notice Inviting Tender (NIT)" in case of no deviations.
10. Unsolicited fresh/revise bids shall not be entertained.
11. If any bidder has mentioned the term "Not Applicable" / "not required" / "not quoted" in BHEL price format, the same to be substantiated by the bidder. If such item is required to be supplied for system completion in future, same will be supplied free of cost by the successful bidder.
12. Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any/all tender(s) in part or full without assigning any reason whatsoever.
13. Tenderers must enclose the Quality Plan in the prescribed format, for approval. Equipment will be dispatched only after Purchaser's/Owner's inspection of the hold points specified in the approved Quality Plan and issue of Material Dispatch Clearance Certificate (MDCC).
14. Offers should be submitted separately in two parts online through e-procurement system only (NIC portal), however, all correspondence thereof, shall be addressed to the following persons and sent at the following address:

<b>Mr. Ajay Kumar</b> Engr., PG-I E-Mail: <a href="mailto:ajaykaushik@bhel.in">ajaykaushik@bhel.in</a> Ph. No. +91-120- 4368879; Mob: 9899891358	<b>Mr. Tarun Sharma</b> Addl. Engineer, PG-I E-Mail: <a href="mailto:tarunsharma@bhel.in">tarunsharma@bhel.in</a> Ph. No. +91-120- 4368987; Mob: 9811220514
<b>M/s. Bharat Heavy Electricals Ltd.,</b> <b>Project Engineering Management,</b> PPEI Building, Plot No 25, Sector-16A, Noida-201301, U.P., INDIA	

15. Evaluation shall be done on Total Cost to BHEL basis (excluding GST) with necessary loading as applicable.
16. Evaluation and LD criterion w.r.t. Auxiliary Power is defined at clause 4.0 of Section IIA of specification. In case bidder quotes Aux. power less than Benchmark Auxiliary Power, then quoted Aux. power shall be replaced with Benchmark Auxiliary Power for both evaluation as well as LD purposes.
17. Supervision of E&C charges should not exceed 2% of total contract value and shall be restricted to 2% of the total contract value.
18. **Evaluation Conditions: (Reverse Auction)** -BHEL shall be resorting to Reverse Auction (RA) (Guidelines as available on [www.bhel.com](http://www.bhel.com)) for this tender. RA shall be conducted among the techno-commercially qualified bidders. Price bids of all techno-commercially qualified bidders shall be opened and same shall be considered for RA. In case any bidder(s) do(es) not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking.

"Vendors to note that above RA clause will supersede clause no 13 of "Instruction to Bidders" of GCC Rev 07".

RA Guidelines 2021 link:

<https://www.bhel.com/sites/default/files/Guidelines%20for%20Reverse%20Auction%20-%202021%20-%20Abridged.pdf>

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19. For this procurement, Public Procurement (Preference to Make in India), Order 2017 dt. 15/06/2017, 28/05/2018, 29/05/2019 & 04/06/2020 and subsequent Orders issued by the respective Nodal Ministry shall be applicable even if issued after issue of this NIT but before finalization of contract / PO / WO against this NIT. In the event of any Nodal Ministry prescribing higher or lower percentage of purchase preference and / or local content in respect of this procurement, same shall be applicable.
20. Compliance of model clauses as provided in Annexure-III of Ministry of Finance Order (Public Procurement No. issued on 23.07.2020 (Restrictions under Rule 144 (xi) of the GFR,2017) shall be applicable for subject tender. Model Certificates provided in same Annexure-III shall also be complied. Further, relevant clause of order no. 25-11/6/2018-PG dated 02.07.20 issued by MoP shall also be complied. An undertaking regarding Model Clauses (as applicable from Annexure-III) shall be furnished by bidders along with bid documents.
21. CIF is not available for this package.
22. The Evaluation Currency for this tender shall be INR.
23. Overall (%) variation in contract values (due to changes in the scope) shall be Open to +/-10% which will prevail Cl. No. 6.0 of GCC, Rev. 07.
24. If any bidder uploads price bid in the unpriced section (techno-commercial attachment page) of the tender in e-Procurement (NIC portal), in that case bidder(s) shall only be responsible for such mistake and any consequences thereof. Hence all bidders are requested to be more careful at the time of uploading the Unpriced and Price Bid for Part-I and Part-II respectively to avoid mismatch.
25. Bidders to note that "This item /package/system falls under the list of items defined in para 3 of ministry of finance guideline dated 20.09.16 (procurement of items related to public safety, health, critical security operations and Equipments etc.) & hence criteria of prior experience /turnover shall be same for all bidders including start-up /MSME".
26. Due to COVID-19 pandemic condition prevailing in the country, BHEL/PEM may go for Remote Inspection of Offered items, if required. Vendors are requested to be equipped with the facilities/gadgets as indicated in the guidelines available at <https://pem.bhel.com/Documents/VendorSection/Vendor/Guidelines.pdf> to take up the inspection REMOTELY.
27. The Bidder declares that they will not enter into any illegal or undisclosed agreement or understanding, whether formal or informal with other Bidder(s). This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of bids or any other actions to restrict competitiveness or to introduce cartelization in the bidding process. In case, the Bidder is found having indulged in above activities, suitable action shall be taken by BHEL as per extant policies/ guidelines.
28. In the course of evaluation, if more than one bidder happens to occupy L-1 status, effective L-1 will be decided by soliciting discounts from the respective L-1 bidders. In case more than one bidder happens to occupy the L-1 status even after soliciting discounts, the L-1 bidder shall be decided by a toss / draw of lots, in the presence of the respective L-1 bidder(s) or their representative(s). Ranking will be done accordingly. BHEL's decision in such situations shall be final and binding.

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29. **Govt. of India's Public Procurement Policy – Preference to Make in India Clause: -**

For subject tender only Class I local suppliers are eligible to bid (in line with clause no. 3 (a) of MII circular no P-45021/2/2017-PP (BE-II) Dtd-16-09-2020, as there is sufficient Local Capacity & Local Competition. In case of subsequent orders issued by nodal ministry, changing the definition of local content for the items of the NIT, the same shall be applicable even if issued after issue of this NIT, but before opening of Part-II bids against this NIT”.

The local supplier at the time of tender, bidding, solicitation, shall be required to provide self-certification that as per the offered item, they meet the requirements of Class I local supplier as per the provisions of PPP-MII Order of Govt. of India and relevant circulars issued by nodal ministry w.r.t. above mentioned orders and shall give details of location(s) at which the local value addition is made in annexure B. Subject package is not divisible in nature.

30. Bidders to ensure that Third party/Customer issued certificates being submitted as proof of PQR qualification should have verifiable details of document/certificate issuing authority such as name & designation of Issuing Authority and its organization contact number and E-mail Id etc. In case the same is found not available, BHEL has the right to reject such document from evaluation.
31. PVC is not applicable.
32. For bidders (who are not registered with BHEL-PEM) -Online Registration Portal is operational in BHEL. Registration in BHEL-PEM is not mandatory for this tender. However, Non-registered Vendors, who wish to apply for registration with BHEL-PEM, can apply through Online Registration Portal available at [www.pem.bhel.com](http://www.pem.bhel.com) → vendor section → Online Supplier Registration. All credentials and/or documents duly signed and stamped related to registration may be uploaded on the website and submit the application for registration.
33. All corrigenda, addenda, amendments, time extensions, clarifications etc. to the tender will be hosted on BHEL websites only ([www.pem.bhel.com](http://www.pem.bhel.com)., [www.bhel.com](http://www.bhel.com) & <https://eprocurebhel.co.in>) under subject tender reference. Bidders are requested to visit our websites from time to time to keep themselves updated. Bidders may go through the Sellers' manual & Help documents provided on E-Procurement Portal website & obtain required Digital Signature Certificate for participating in the subject Tender. For Bidders' convenience, the Helpdesk Nos. of E-Procurement (NIC) Portal is available at website i.e. <https://eprocurebhel.co.in>.
34. Bidders to note that “This item /package/system falls under the list of items defined in para 3 of ministry of finance guideline dated 20.09.16 (procurement of items related to public safety, health, critical security operations and Equipments etc.) & hence criteria of prior experience /turnover shall be same for all bidders including start-up /MSME”.
35. **Performance Bank Guarantee:** Performance Security amount shall be @5% of the contract value (excluding taxes duties & freight) as per GCC Rev 07.

*“Bidder agrees to submit performance security required for execution of the contract within the time period mentioned. In case of delay in submission of performance security, enhanced performance security which would include interest (SBI rate + 6%) for the delayed period, shall be submitted by the bidder. Further, if performance security is not submitted till such time the first bill becomes due, the amount of performance security due shall be recovered as per terms defined in NIT / contract, from the bills along with due interest ”*

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36. All other terms and conditions of SCC (Rev 0) of project, NIT & GCC (Rev 07) shall be applicable for the subject package.
37. Bidders to,
- ensure compliance to Ministry of Power (MoP) Order No. 25-11/6/2018-PG dt. 02/07/2020 & Order No. 11/05/2018-Coord. dt. 23/07/2020, if applicable.
  - ensure compliance of Ministry of Finance (MoF) Order (Public Procurement No. 1 & 2) F. No. 6/18/2019/PPD dt. 23/07/2020.
  - to submit "Model Certificate for Tenders" as per Annexure-III of Ministry of Finance (MoF) Order (Public Procurement No. 1 & 2) F. No. 6/18/2019/PPD dt. 23/07/2020.
38. Bidder has to note that in the event of ordering when contract value exceeds 25 lakhs, Bidder has to mandatorily furnish Gem seller ID prior to award of contract.
39. Detailed offers are to be uploaded including the following along with the Price schedule as per BHEL format enclosed with NIT: -
- Acceptance of BHEL-PEM GCC (Rev.-07)
  - Acceptance of Special Conditions of Contract (SCC Rev. 0) for the project.
  - Technical & Commercial Deviations, if any along with Cost of withdrawal in Annexure-II of GCC Rev 07.
  - Un-Priced price format duly filled in 'Quoted' or 'Q' in each column/row.
  - Filled Format of Certification reg. Local content (annexure –B).
  - Filled Format of Certification reg. GFR (annexure –C).
  - ALONG WITH TECHNICAL OFFER:(I) COMPLIANCE CERTIFICATE (II) GUARANTEE SCHEDULE (III) GA DRAWING FOR REFERENCE (IV) TECH. DEVIATION SCHEDULE (V) UNPRICE SCHEDULE

All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.

Thanking You

❖ Please note all correspondence from BHEL-PEM before part – I opening, shall also be part of NIT.

Yours faithfully,

For and on behalf of BHEL-PEM

**AJAY KUMAR**  
(ENGINEER/PG-I/BHEL-PEM)

Digitally signed by AJAY KUMAR  
DN: c=IN, o=BHARAT HEAVY ELECTRICALS  
LIMITED, ou=PS PEM, postalCode=201301,  
st=UTTAR PRADESH,  
2.5.4.20=5886df5489b6e7b150b2968bb94081f  
e2b881cbb1110c148d83e9932066d,  
serialNumber=0356a270c3af7f0624731073a10c  
159853b0d32cc84c21fa998662b6481d7f68,  
cn=AJAY KUMAR  
Date: 2022.02.22 13:49:29 +05'30'

**Enclosures:**

1. Technical Specification No. **PE-TS-483-100-N001 (REV 01)**
2. Technical PQR
3. Delivery completion cum Drawings/documents submission Schedule (Annexure –A)
4. Unpriced format
5. GUARANTEE SCHEDULE
6. Format of Certification reg. Local content (annexure –B)
7. Format of Certification reg. GFR (annexure –C).
8. SCC Rev 0 of project
9. RA Guidelines 2021

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**Annexure-C**  
**2X500 MW NTPL TUTICORIN FGD**  
**Misc. Pumps (Horizontal)**  
**Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022**  
**Letter head of Company**

Ref.....

Date.....

To,  
Bharat Heavy Electricals Limited  
PEM, PPEI Building, Plot No 25,  
Sector -16A, Noida (U.P)-201301

**Subject: - DECLARATION REGARDING LAND BORDER**

Reference: Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022

Name of Package: **Misc. Pumps (Horizontal)**

Dear Sir,  
This has reference to:-

1. Our Offer for Supply of **Misc. Pumps (Horizontal)** for 2X500 MW NTPL TUTICORIN FGD against Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022
2. Order dated 23.07.2020 reg. restriction under rule 144 (xi) of GFR issued by Ministry of Finance, Department of Expenditure Public Procurement Division.

I have read the clause regarding restriction on procurement from a bidder of a country which shares a land border with India. I hereby certify that **M/s** ....., is not from such a country and is eligible to be considered.

Thanking you,

Yours truly

..... ((highest competent  
authority at your end (i.e. Owner, partner, CMD,  
Director etc.))

..... (firm name)

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**Annexure-B**  
**2X500 MW NTPL TUTICORIN FGD**  
**Misc. Pumps (Horizontal)**  
**Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022**  
**Letter head of Company**

Ref.....

Date.....

To,  
Bharat Heavy Electricals Limited  
PEM, PPEI Building, Plot No 25,  
Sector -16A, Noida (U.P)-201301

**Subject: - Certification regarding local content**

Reference: Enquiry No.: PE/PG/NTF/E-6890/2021 dated 22.02.2022

Name of Package: **Misc. Pumps (Horizontal)**

Dear Sir,

We hereby certify that items offered by us of Misc. Pumps (Horizontal) for 2X500 MW NTPL TUTICORIN FGD having local content \_\_\_\_\_% meets the requirement of minimum local content in line with NIT and Public Procurement (Preference to Make in India), Order 2017 dated-15.06.2017, 28.05.2018 & 29.05.2019, 04.06.20 & 16.09.20.

We further confirm that details of location at which the local value addition is made will be our registered works at ..... (complete address of the works)

Yours truly

..... (authorized signatory of company)

..... (firm name)

### Annexure-A: Delivery Schedule of MISC.PUMPS (Horizontal) of FGD TUTICORIN

Sl. No.	Package name	BHEL Drawing No	Drawing Title	Primary/Secondary	BHEL Inputs	Drg Schedule for Vendors	Standard Delivery Terms for Supply Portion	Standard Delivery Terms for Mandatory Spares	Scope of Services, (if any, as per Indent) and corresponding schedule for rendering the services
1	MISC.PUMPS (HORIZONTAL)	PE-V6-483-100-N001	TDS AND PERFORMANCE CURVES- MISC. PUMPS	Primary	Motor documents (in case motor in BHEL scope)	R-0 within 21 days from PO & subsequent revisions incorporating all the BHEL comments within 10 days of comments received from BHEL. BHEL shall furnish comments / approval on each submission within 18 days from receipt.  ** In case of motor in BHEL scope, corresponding preliminary Pump GA & cross-section drawing to be submitted by vendor within 20 days from PO & final along with Pump GA & cross-section within 10 days of motor GA from BHEL.  R-0 within 21 days of approval on motor documents & subsequent revisions incorporating all the BHEL comments within 10 days of comments received from BHEL. BHEL shall furnish comments / approval on each submission within 18 days from receipt.  * In case of requirement of actual type test conductance of Motor, this document shall be got approved after conductance of type test from BHEL (before final inspection of respective pump)  within 30 days of issuance of MDCC.	Within Five (05) months for CI casing pumps & Six (06) months for SS & D2 casing pumps, from date of CAT-1 approval of Primary drawing/documents or BHEL manufacturing clearance whichever is later, subjected to drawing/document submission/re-submission schedule as stipulated. In case of any delay in submission/re-submission of Primary drawing/documents, then same shall be reduced from the given delivery period. Delay in BHEL's comments/approval beyond 18 days shall also be considered for delay analysis.  In case of requirement of final inspection of Pump with Job Motor at vendor's works (as per approved QP) and such Motor is in BHEL scope, vendor shall inform requirement of BHEL's motor atleast one month in advance of Pump readiness, so that BHEL shall arrange motor at vendor's works within one month of such intimation. Time taken by BHEL in arranging motor at vendor's premises beyond one month of such intimation shall be considered for delay analysis.	Within Six (6) months from BHEL clearance	Supervision of Installation Checks
		PE-V6-483-100-N002	GENERAL ARRANGEMENT AND CROSS SECTIONAL- PUMPS	Primary					Supervision of replacement of Gland Packing with Mech. Seal
		PE-V6-483-100-N003	TDS AND CURVES OF MOTORS FOR MISC. PUMPS	Primary					PG Test at Site
		PE-V6-483-100-N004	QP-MISC PUMPS	Primary					Vendor to depute its service engineer for respective site activity within 15 days from BHEL's intimation (for deputing service engineer) for such site activity.  For delay in deputing service engineer, LD on site activities portion shall be applicable @ ½% of the total site activities portion contract value (excluding element of taxes per week or part thereof, with applicable GST. However, total LD (supply + site activities) shall be limited to 10% of cumulative total contract value excluding taxes and freight (supply + site activities).
		PE-V6-483-100-N005	QP- MOTORS	Primary					
		PE-V6-483-100-N006	MOTOR TYPE TEST DOC (if applicable)	Secondary					
		PE-V6-483-100-N007	O& M MANUAL -HOR. PUMPS	Secondary					
PE-V7-483-100-N008	PG TEST PROCEDURE -HOR. PUMPS (If Applicable)		R-0 within 20 days of Cat-I approval on all Pump & Motor documents (TDS, GA drg & QPs).						

**Notes:**

- a. The end period specified is for completion of the deliveries. Deliveries to start progressively so as to meet the completion schedule.
- b. The delivery conditions specified are for contractual LD purposes, however BHEL may ask for early deliveries without any compensation thereof.
- c. Non-applicable drawings shall be decided during bid evaluation.
- d. Wherever schedule of drawings/documents submission / re-submission is stipulated in the Technical Specifications, same shall be superseded by delivery specified in NIT.
- e. Vendor to start manufacturing activities only after obtaining specific manufacturing clearance from BHEL Purchase group.
- f. In case BHEL manufacturing clearance date is later than the date of Cat-1 approval of Primary drawing/documents, then the contractual delivery period will be calculated by setting off the time gap between Cat-1 approval date of Primary drawing/documents and the manufacturing date, from any delay by vendor in submission/re-submission of Primary drawing/documents.

**ANNEXURE - II**

**SCHEDULE OF TECHNICAL AND COMMERCIAL DEVIATION**

**PROJECT:- 2X500MW TUTICORIN -FGD PROJECT**

**PACKAGE:- MISC. PUMPS HORIZONTAL**

**TENDER REF NO - PE/PG/NTF/E-6890/2021 dated 22.02.2022**

**NAME OF VENDOR:-**

SL NO	VOULME/ SECTION	PAGE NO.	CLAUSE NO.	TECHNICAL SPECIFICATION/ TENDER DOCUMENT	COMPLETE DESCRIPTION OF DEVIATION	COST OF WITHDRAWL OF DEVIATION	REFERENCE OF PRICE SCHEDULE ON WHICH COST OF WITHDRAWL OF DEVIATION IS APPLICABLE	NATURE OF COST OF WITHDRAWL OF DEVIATION (POSITIVE/ NEGATIVE)	REASON FOR QUOTING DEVIATION
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**TECHNICAL DEVIATIONS**


**COMMERCIAL DEVIATIONS**


**PARTICULARS OF BIDDERS/ AUTHORISED REPRESENTATIVE**

NAME	DESIGNATIONS	SIGN & DATE
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**NOTES:**

1. Cost of withdrawal of deviation will be applicable on the basic price (i.e. excluding taxes, duties & freight) only.
2. All the bidders have to list out all their Technical & Commercial Deviations (if any) in detail in the above format.
3. Any deviation not mentioned above and shown separately or found hidden in offer, will not be taken cognizance of.
4. Bidder shall submit duly filled unpriced copy of above format indicating "quoted" in "cost of withdrawal of deviation" column of the schedule above along with their Techno-commercial offer, wherever applicable. In the absence of same, such deviation(s) shall not be considered and offer shall be considered in total compliance to NIT.
5. Bidder shall furnish price copy of above format along with price bid.
6. The final decision of acceptance/ rejection of the deviations quoted by the bidder shall be at discretion of the Purchaser.
7. Bidders to note that any deviation (technical/commercial) not listed in above and asked after Part-I opening shall not be considered.
8. For deviations w.r.t. Credit Period, Liquidated damages, Firm prices if a bidder chooses not to give any cost of withdrawal of deviation loading as per Annexure-VII, will apply. For any other deviation mentioned in un-priced copy of this format submitted with Part-I bid but not mentioned in priced copy of this format submitted with Priced bid, the cost of withdrawal of deviation shall be taken as NIL.
9. Any deviation mentioned in priced copy of this format, but not mentioned in the un-priced copy, shall not be considered.
10. All techno-commercial terms and conditions of NIT shall be deemed to have been accepted by the bidder, other than those listed in unpriced copy of this format.
11. Cost of withdrawal is to be given seperately for each deviation. In no event bidder should club cost of withdrawal of more than one deviation else cost of withdrawal of such deviations which have been clubbed together shall be considered as NIL.
12. In case nature of cost of withdrawal (positive/negative) is not specified it shall be assumed as positive.
13. In case of discrepancy in the nature of impact (positive/ negative), positive will be considered for evaluation and negative for ordering.

672753/2022/PS-PEM-MSE



TITLE:

**TECHNICAL SPECIFICATION  
MISCELLANEOUS PUMPS****STANDARD TECHNICAL REQUIREMENTS**SPEC. NO.: **PE-TS-483-100-N001**SECTION: **IIIA**

SUB-SECTION:

REV. NO. **01** DATE 03.02.2022SHEET **1** OF **1****SECTION IIIA**

**GUARANTEE SCHEDULE  
(TO BE SUBMITTED ALONG WITH THE BID BY ALL BIDDERS)**

672753/2022/PS-PEM-MSE



**SCHEDULE OF PERFORMANCE GUARANTEES**  
**NTPL 2X500 MW TUTICORIN -FGD PROJECT**

SPECIFICATION NO.: PE-TS-483-100-N001, Rev-01

VOLUME: -- SECTION: IIIA Sheet 1 of 1

REV. NO. 01 DATE: 03.02.2022

**Following parameters are guaranteed for following pumps**

Sl. No.	Pump Description	Guaranteed Capacity	Guaranteed TDH	Guaranteed Pump Eff.	Guaranteed Motor Eff.	Guaranteed Power consumption at inlet to motor terminals	Motor Rating	Motor GD <sup>2</sup> Value for HT motor only	Pump RPM	T/S Curve attached for HT motor
		(M3/Hr)	(MWC)	%	%	(KW)	(KW)			
	<b>Horizontal pumps</b>									
1	#DMCW PUMPS	73	76							
2	#ACW PUMPS	73	28							

Note: 1 # Bid evaluation and LD is applicable for these pumps only as per clause 4.00.00 of Section-IIA, Data Sheet-A of Section-ID and clause 1.8 of Section IA of Technical Specification for pumps.

We the undersigned hereby undertake to meet the performance guarantees as listed in the table above on the conditions as elsewhere specified. Any variation of the specified conditions during official tests will be taken in account by the customer

PARTICULARS OF BIDDER/ AUTHORISED REPRESENTATIVE

NAME

DESIGNATION

SIGNATURE

DATE

COMPANY SEAL

# Guidelines for Reverse Auction – 2021

Doc. No. AA:SSP:RA:05  
Dated: 08.03.2021

## 1.0 Scope

This document describes the guidelines to be followed by BHEL for conducting Reverse Auction (RA) for procurement of material/ works/ services. The RA shall follow the philosophy of English Reverse (No ties).

English Reverse (No ties) is a type of auction where the starting price and bid decrement are announced before start of online reverse auction. The interested bidders can thereupon start bidding in an iterative process wherein the lowest bidder at any given moment can be displaced by an even lower bid of a competing bidder, within a given time frame. The bidding is with reference to the current lowest bid in the reverse auction. All bidders will see the current lowest quoted price and their rank. The term 'No ties' is used since more than one bidder cannot give an identical price, at a given instant, during the reverse auction. In other words, there shall never be a tie in the bids.

## 3.0 Upfront declaration in NIT

Decision to go for RA would be taken before floating of the tender. In case it is decided to go for RA, same shall be declared upfront in NIT by inserting the following **clause**:

*"BHEL shall be resorting to Reverse Auction (RA) (Guidelines as available on [www.bhel.com](http://www.bhel.com)) for this tender. RA shall be conducted among the techno-commercially qualified bidders.*

*Price bids of all techno-commercially qualified bidders shall be opened and same shall be considered for RA. In case any bidder(s) do(es) not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking."*

## 6.0 Business rules for RA

Model Annexure-I is attached.

## 7.0 Role of Service Provider

- Acknowledge the receipt of mandate from BHEL.
- Contact the bidders, provide business rules and train them, as required.
- Get the process compliance form signed by all the participating bidders before RA event.

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- Conduct the event as per the contract and business rules.
- Submit the Login Reports, Results, History sheet and authorized final bid from the bidders.
- To obtain price breakup from successful bidder and submit the same to BHEL.

## 10.0 Reverse Auction Process

10.1 Reverse Auction will be conducted if two or more bidders are techno-commercially qualified. In case of two or three qualified bidders, there shall be no elimination of H1 bidder (whose quote is highest in sealed envelope price bid). In case of four qualified bidders, the H1 bidder shall be eliminated whereas in case of five qualified bidders, H1 & H2 bidders shall be eliminated. However, in case of six or more qualified bidders are available, RA would be conducted amongst first 50% of the bidders arranged in the order of prices from lowest to highest. Number of bidders eligible for participating in RA would be rounded off to next higher integer value if number of qualified bidders is odd (e.g. if 7 bids are qualified, then RA will be conducted amongst lowest four bidders). However, there will be no elimination of qualified bidders who are MSE or qualifying under PPP-MII, Order 2017, irrespective of the number of bidders qualifying techno-commercially.

In case of multiple H1 bidders, all H1 bidders (excluding MSEs and bidders qualifying under PPP-MII, Order 2017) shall be removed provided minimum two bidders remain in fray, else no H1 removal.

10.2 During RA, all bidders will see their rank and current L1 price on the screen. Once the RA is done, the ranking status would be based on the last quoted price of the bidder(s) irrespective of the quote received in RA or sealed envelope price bid.

10.3 No bidder shall be allowed to lower its bid below the current L1 by more than 5 decrements at one go.

## 11.0 Processing of case after RA

11.2 In case of splitting requirement, bidders who were removed from participation in RA may also be considered for counter offer if the pre-stated (NIT) numbers of suppliers do not accept the counter offer.

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### 13.0 Others

- 13.2 In case of enquiry through e-Procurement, the sealed electronic price bid (e-bid) is to be treated as sealed envelope price bid.
- 13.3 BHEL will inform bidders the details of service provider who will provide business rules, all necessary training and assistance before commencement of online bidding.
- 13.4 Bidders will be advised to read the 'Business Rules' indicating details of RA event carefully, before reverse auction event.

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This has reference to tender no **{tender number....date...}**. BHEL shall finalise the Rates for the supply of *{item name}* through Reverse Auction mode. BHEL has made arrangement with M/s. *{Service provider}*, who shall be BHEL's authorized service provider for the same. Bidders should go through the instructions given below and submit acceptance of the same.

The technical & commercial terms are as per (a) BHEL Tender Enq. No. {...} dated {...}, (b) Bidders' technical & commercial bid (in case of two part bid) and (c) subsequent correspondences between BHEL and the bidders, if any.

#### 1. Procedure of Reverse Auctioning

- i. Price bids of all techno-commercially qualified bidders shall be opened.
- ii. **Reverse Auction:** The 'bid decrement' will be decided by BHEL.
- iv. Bidders by offering a minimum bid decrement or the multiples thereof can displace a standing lowest bid and become "L1" and this continues as an iterative process. However, no bidder shall be allowed to lower its bid below the current L1 by more than 5 decrements at one go.
- v. After the completion of the reverse auction, the Closing Price shall be available for further processing.
- vi. Wherever the evaluation is done on total cost basis, after Reverse Auction, prices of individual line items shall be reduced on pro-rata basis.

**2. Schedule for reverse auction:** The Reverse Auction is tentatively scheduled on *{date}*: *{start time}*: *{Close Time}*: *}*.

**3. Auction extension time:** If a bidder places a bid in the last {...} minutes of closing of the Reverse Auction and if that bid gets accepted, then the auction's duration shall get extended automatically for another {...} minutes, for the entire auction (i.e. for all the items in the auction), from the time that bid comes in. Please note that the auto-extension will take place only if a bid comes in those last {...} minutes and if that bid gets accepted as the lowest bid. If the bid does not get accepted as the lowest bid, the auto-extension will not take place even if that bid might have come in the last {...}

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minutes. In case, there is no bid in the last {...} minutes of closing of Reverse Auction, the auction shall get closed automatically without any extension. However, bidders are advised not to wait till the last minute or last few seconds to enter their bid during the auto-extension period to avoid complications related with internet connectivity, network problems, system crash down, power failure, etc.

The above process will continue till completion of Reverse Auction.

Complaints/ Grievances, if any, regarding denial of service or any related issue should be given in writing thru e-mail/ fax to M/s. {Service provider} with a copy to BHEL within 15 minutes prior to initial closing time of Reverse Auction.

4. **Bid price:** The Bidder has to quote the {...} Price inclusive of Packing & Forwarding charges, all the routine & type tests as per tender scope, taxes, duties, freight and insurance as specified in tender document, including loading (if indicated by BHEL due to deviations in technical/ commercial terms) for the Items specified. Details are as shown in Excel Sheet for calculation of total cost to BHEL (To be specified by Unit as per NIT conditions).
5. **Bidding currency and unit of measurement:** Bidding will be conducted in *Indian Rupees per Unit* of the material as per the specifications {...}  
  
In case of foreign currency bids, exchange rate (TT selling rate of State Bank of India) as on scheduled date of tender opening (Part-I bid) shall be considered for conversion in Indian Rupees. 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.
6. **Validity of bids:** Price shall be valid for {... days} from the date of reverse auction. These shall not be subjected to any change whatsoever.
7. **Lowest bid of a bidder:** In case the bidder submits more than one bid, the lowest bid at the end of Reverse Auction will be considered as the bidder's final offer to execute the work.
8. Unique user IDs shall be used by bidders during bidding process. All bids

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made from the Login ID given to the bidders will be deemed to have been made by the bidders/ bidders' company.

- 9. Post auction procedure:** BHEL will proceed with the Lowest Bid in the Reverse Auction for further processing.
- 11.** Reverse auction shall be conducted by BHEL (through M/s {Service Provider}), on pre-specified date, while the bidders shall be quoting from their own offices/ place of their choice. Internet connectivity shall have to be ensured by bidders themselves.

During the RA process if a bidder is not able to bid and requests for extension of time by FAX/ email/ phone then time extension of additional 15 minutes will be given by the service provider provided such requests come before 5 minutes of auction closing time. However, only one such request per bidder can be entertained.

In order to ward-off contingent situation of connectivity failure bidders are requested to make all the necessary arrangements/ alternatives whatever required so that they are able to circumvent such situation and still be able to participate in the reverse auction successfully. Failure of power or loss of connectivity at the premises of bidders during the Reverse auction cannot be the cause for not participating in the reverse auction. On account of this, the time for the auction cannot be extended and neither BHEL nor M/s. {Service provider} is responsible for such eventualities.

- 12.** Proxy bids: Proxy bidding feature is a pro-bidder feature to safe guard the bidder's interest of any internet failure or to avoid last minute rush. The proxy feature allows bidders to place an automated bid in the system directly in an auction and bid without having to enter a new amount each time a competing bidder submits a new offer. The bid amount that a bidder enters is the minimum that the bidder is willing to offer. Here the software bids on behalf of the bidder. This obviates the need for the bidder participating in the bidding process until the proxy bid amount is decrementally reached by other bidders. When proxy bid amount is reached, the bidder (who has submitted the proxy bid) has an option to start participating in the bidding process.

The proxy amount is the minimum amount that the bidder is willing to offer.

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During the course of bidding, the bidder cannot delete or change the amount of a proxy bid.

Bids are submitted in decrements (decreasing bid amounts). The application automates proxy bidding by processing proxy bids automatically, according to the decrement that the auction originator originally established when creating the auction, submitting offers to the next bid decrement each time a competing bidder bids, regardless of the fact whether the competing bids are submitted as proxy or standard bids. However, it may please be noted that if a manual bid and proxy bid are submitted at the same instant manual bid will be recognized as the L1 at that instant.

In case of more than one proxy bid, the system shall bid till it crosses the threshold value of 'each lowest proxy bid' and thereafter allow the competition to decide the final L1 price.

Proxy bids are fed into the system directly by the respective bidders. As such this information is privy only to the respective bidder(s).

13. Bidders are advised to get fully trained and clear all their doubts such as refreshing of Screen, quantity being auctioned, tender value being auctioned etc from M/s {Service provider}.
14. M/s. {Service provider}, shall arrange to demonstrate/ train the bidder or bidder's nominated person(s), without any cost to bidders. M/s. {Service provider}, shall also explain the bidders, all the business rules related to the Reverse Auction. Bidders are required to submit their acceptance to the terms/ conditions/ modalities before participating in the Reverse Auction in the process compliance form as enclosed. Without this, the bidder will not be eligible to participate in the event.
15. Successful bidder shall be required to submit the final prices (L1) in prescribed format (Annexure – VI) for price breakup, quoted during the Reverse Auction, duly signed and stamped as token of acceptance without any new condition (other than those already agreed to before start of auction), after the completion of auction to M/s. {Service provider} besides BHEL within two working days of Auction without fail.
16. Any variation between the final bid value and that in the confirmatory

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signed price breakup document will be considered as tampering the tender process and will invite action by BHEL as per extant guidelines for suspension of business dealings (as available on www.bhel.com).

17. Bidders' bid will be taken as an offer to execute the work/ supplies the item as per enquiry no. {...} dt. {...}. Bids once made by the bidder, cannot be cancelled/ withdrawn and bidder shall be bound to execute the work as mentioned above at bidder's final bid price. Should bidder back out and not execute the contract as per the rates quoted, BHEL shall take action as per extant guidelines for suspension of business dealings (as available on www.bhel.com).
18. Bidders shall be able to view the following on their screen along with the necessary fields during Reverse Auction:
  - a. Leading (Running Lowest) Bid in the Auction (only total price of package)
  - b. Bid Placed by the bidder
  - c. Start Price
  - d. Decrement value
  - e. Rank of their own bid during bidding as well as at the close of auction.
19. BHEL's decision on award of contract shall be final and binding on all the Bidders.
20. BHEL reserves the right to extend, reschedule or cancel the Reverse Auction process at any time, before ordering, without assigning any reason, with intimation to bidders.
21. BHEL shall not have any liability to bidders for any interruption or delay in access to the site irrespective of the cause. In such cases, the decision of BHEL shall be binding on the bidders.
22. Other terms and conditions shall be as per bidder's techno-commercial offers and other correspondences, if any, till date.
23. If there is any clash between this business document and the FAQ available, if any, in the website of M/s. {Service provider}, the terms & conditions given in this business document will supersede the information contained in the FAQs. Any changes made by BHEL/ service provider (due to unforeseen

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contingencies) after the first posting shall be deemed to have been accepted if the bidder continues to access the portal after that time.

24. Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action as per extant BHEL guidelines for suspension of business dealings (as available on [www.bhel.com](http://www.bhel.com)), shall be initiated by BHEL.

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