



Ref. Enquiry No.: PE/PG/SIN/E-4233B/13  
Dated: 12.11.2013

DUE DATE
06.12.2013
BY 02.00PM

Dear Sirs,

**Subject: TENDER ENQUIRY FOR SUPPLY AND ERECTION & COMMISSIONING OF FIRE SEALING SYSTEM- TYPE-B FOR 2 X 600 MW SINGARENI THERMAL POWER PROJECT, ADILABAD**

**Our Ref : TENDER ENQUIRY NO: PE/PG/SIN/E-4233B/13, DTD-12.11.2013**

We are pleased to invite your offer in two parts strictly as per Clause-2.0 of the enclosed "Instructions to Bidders" in quintuplicate, in sealed covers for the under mentioned equipment/system.

BHEL invites offers from reputed Vendors (refer prequalification requirement and other requirements given in tender enquiry letter uploaded on our websites) for Design, Engineering, Manufacturing, Inspection and Testing at Manufacturer's/Sub Vendor's Works, Painting, Proper Packing for Transportation, Supply/Delivery to Project Site at FOR Site (Singareni) on Freight pre-paid basis/ FOB Basis for Complete Fire Sealing System- Type B along with all along with Special Tools and Tackles (if any), Unloading, Storage and Handling at project site, Erection & Commissioning of complete Fire Sealing System - Type B as per Technical Specification No- PE-TS-381-507-E016, REV 00 in line with Drawings/ Documents/ Test Procedures approved by BHEL/Customer and as required for the Total Scope for Singareni (2 X 600 MW) Adilabad TPP as per details hosted on BHEL website.

Your best quotation/offer for the above requirement, in line with our terms and conditions, should either be delivered in person or sent by **COURIER/REGISTERED POST**, to the official inviting tender (s). It shall be the responsibility of the bidder to ensure that the tender is delivered on or before the **due date by 02.00PM**. Part-I bids shall be opened at **03.00PM** on the due date in the presence of authorized representatives of the bidders, who may like to be present.

**Note:** Please send us Acknowledgment for the receipt of Enquiry by mail or Letter. In case you are not interested to quote please send us regret by mail or letter.

**Note:-**

1. Please note that Part Supplies offered for Project shall disqualify the bidder's offer.
2. Techno Commercial Bids and Price Bids should be submitted separately in separate envelopes.
3. Evaluation will be done on overall L1 (Total cost to BHEL) basis.

**TERMS AND CONDITIONS: - Please refer GCC Rev-05 which is available on [www.bhelpem.com](http://www.bhelpem.com). You are requested to kindly download the same.**

*Blavna  
12/11/13*

MRS BHAVNA SHARMA  
ENGR/PG-I-2,  
BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
PLOT NO. 25, SECTOR - 16A, NOIDA (UP)  
(OFF) 0120-4368567, 4213575, 09999498202

Regd. Office:  
BHEL House  
Siri Fort  
New Delhi-110049



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**1. INSTRUCTIONS REGARDING CENTRALISED TENDER ROOM:-**

- Vendors are advised to submit the tenders in the tender box, containing Part-I & II offers in separate covers, preferably cloth lined envelopes should be used, properly marked before due date and time.
- The dispatch department shall not accept any tender in torn condition and return the same to the courier immediately with the Stamping "Returned to Sender-Package Damaged". Offers in damaged condition will not be considered and no request for extension on this account will be considered.
- Bidder's representative shall deposit the offer in tender box only.
- Bidders shall be allowed in the tender room in area identified for bidders and only one authorized representative from each bidder shall be allowed.
- Bidder shall not be allowed to carry mobile/camera/ laptop in the tender room. The same shall have to be deposited at security in advance and taken back after tender opening.
- Details of offers shall be read out to bidders and in no case the offers shall be handed over to any of the bidders for noting down.
- Please ensure tender submission, minimum 1 hour before scheduled tender opening time. Late tenders shall not be accepted.

- Enquiry No., due date etc. must be legibly superscribed on the sealed envelopes as per clause no. 2.0 of "Instructions to Bidders".

- Offers should be submitted in two parts in two separate sealed covers as follows:

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

Part-II: **PRICE BID.**

For detailed instructions, please see clause no. 2.0 of "Instructions to Bidders GCC Rev 05"

- Bidders shall submit their offers meeting the requirements of the following tender documents (enclosed) and other Terms and Conditions included in this Enquiry Letter:

- ANNEXURE-I of GCC Rev. 05:** Letter to be furnished by the Bidders.
- ANNEXURE-II of GCC Rev. 05:** Agreed terms & conditions i.e. compliance to NIT, BHEL GCC Rev-05 and SCC Rev. 00 of the project (Confirmation to be given by bidder in Part-I bid).
- DEFINITION OF TERMS.**
- Volume-I:** Comprising i) **Part-A:** Instructions to Bidders, ii) **Part-B:** General Commercial Terms & Conditions and iii) Special Conditions of Contract, if applicable. (Please refer our website [www.bhelpem.com](http://www.bhelpem.com))
- Volume-II:** Comprising i) **Part-A:** General Technical Conditions and, ii) **Part-B:** Technical Specification.
- Volume-III:** Schedules and Data Sheets.

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

- Tenders shall be submitted strictly in accordance with the requirements of the above tender documents. In case of deviations (Technical/ Commercial), the same shall be highlighted separately giving Clause references along with the Cost of Deviations in a separate sheet "TECHNO-COMMERCIAL DEVIATION SHEET" along with reasons for taking such deviations. . Both Un-priced & Priced Schedules of the same shall be submitted with the offer (strictly as per format enclosed with the NIT).

Bidders to note that no Price Impact shall be acceptable after Part I Bid opening subject to if there is any change in Technical Specification/NIT terms from BHEL side.

*Bhavna*  
*12/11/13*

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6. Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
7. Unsolicited fresh/revised Price Bids shall not be entertained.
8. Validity of offer shall be as per **Clause No. 8.0, "Instructions to Bidders"** of GCC Rev 05.
9. 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.
10. Tenderers must enclose the Quality Plan in the prescribed format, for approval. Equipment will be despatched only after Purchaser's/Owner's inspection at the hold points specified in the approved Quality Plan and issue of Material Despatch Clearance Certificate (MDCC).
11. Late tenders are liable to be rejected.
12. Tenders and all correspondence there of, shall be addressed to the undersigned by name & designation and sent at the following address:

**Mrs. BHAVNA SHARMA, ENGR, PG-I-2**  
**M/s Bharat Heavy Electricals Ltd.,**  
**Project Engineering Management,**  
Power Project Engineering Institute,  
HRD & ESI Complex,  
Plot No 25, Sector-16 A, Noida-201301  
Kind Attn: BHAVNA SHARMA/ PG-I-2  
E-MAIL: [bhavna.sharma@bhelpeem.co.in](mailto:bhavna.sharma@bhelpeem.co.in)  
Ph. No. 0120-4368567

**Mr. SUMEET SAHAY, SR ENGR, PG-I-2**  
**M/s Bharat Heavy Electricals Ltd.,**  
**Project Engineering Management,**  
Power Project Engineering Institute,  
HRD & ESI Complex,  
Plot No 25, Sector-16 A, Noida-201301  
Kind Attn: SUMEET SAHAY/ PG-I-2  
E-MAIL: [sumeetsahay@bhelpeem.co.in](mailto:sumeetsahay@bhelpeem.co.in)  
Ph. No. 0120-4213575, 09999498202

13. Definition of Terms is also enclosed. These definitions will apply to all the tender documents including this Enquiry Letter.
14. Delivery:-

**FOR INDIAN VENDORS:-**

**Main Supply - Lot-I:**

"Six (06) months from drgs. /docs. approval in CAT-I issued by BHEL or Four (04) months from Site clearance whichever is later. Successful bidder to make 1st submission of drawing/docs within two weeks from the date of P.O. Vendor to re-submit documents within 7 days, taking care of all the comments of BHEL. BHEL shall offer comments on drgs./ docs. within 10 days. BHEL shall approve all drgs. / docs. in Cat-I in total 3 months time from the date of P.O inline with the above drg/doc submission schedule by BHEL & vendor. Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions."

*Bhavna*  
*12/11/13*

MRS BHAVNA SHARMA  
ENGR/PG-I-2,  
BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
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**Main Supply - Subsequent Lots:**

Subsequent lots shall be cleared for manufacture based on progress of engineering and site requirements. A lead-time of Four (04) months shall be given for completion of supply of each lot from the date of clearance of the quantities. The Purchase Order will be valid till completion of project requirement

**E&C and handing over of system:**

"Within Three (03) months from date of site mobilization"

**FOR FOREIGN VENDORS:-**

**Main Supply - Lot-I:**

"Four & Half (4.5) months from drgs. /docs. approval in CAT-I issued by BHEL or Two & Half (2.5) months from Site clearance whichever is later. Successful bidder to make 1st submission of drawing/docs within two weeks from the date of P.O. Vendor to re-submit documents within 7 days, taking care of all the comments of BHEL. BHEL shall offer comments on drgs./ docs. within 10 days. BHEL shall approve all drgs. / docs. in Cat-I in total 3 months time from the date of P.O inline with the above drg/doc submission schedule by BHEL & vendor. Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions."

**Main Supply - Subsequent Lots:**

Subsequent lots shall be cleared for manufacture based on progress of engineering and site requirements. A lead-time of Two & Half (2.5) months shall be given for completion of supply of each lot from the date of clearance of the quantities. The Purchase Order will be valid till completion of project requirement

**E&C and handing over of system:**

"Within Three (03) months from date of site mobilization"

**15. PRE-QUALIFICATION REQUIREMENT:-**

Bidders will be asked to fill up the details in "TECHNICAL AND FINANCIAL PRE-QUALIFYING REQUIREMENT" as per the conditions mentioned in the PQR and also to submit the credentials.

Bids of only those bidders shall be evaluated who meet the Technical as well as Financial pre-qualifying requirements (if applicable). Credentials of the bidders meeting the prequalifying requirements shall be taken up with customer for approval. Price Bid of only BHEL and customer approved vendors shall be opened and same shall be covered in NIT.

**16. The Rate of Interest for Loading for this NIT shall be as follows:**

*Base rate of SBI (as applicable on the date of bid opening, Techno-commercial bid, in case of 2 part bids) + 6% for the period of relaxation sought by the bidders will be loading rate in case vendor ask for any relaxation in payment terms instead of Clause No-17.3 of Instructions to Bidder of GCC Rev 05 (i.e. Interest Rate for loading will be taken as double the Base Rate of State Bank of India (prevailing on date of Part-I opening) plus 2% for Administrative Charges)*

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17. The following clause is to be made part of NIT along with the Annexure I enclosed:

*BHEL reserves the right to go for Reverse Auction (RA) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA.*

*In case BHEL decides to go for Reverse Auction, only those bidders who have given their unconditional acceptance to participate in RA will be allowed to participate in the Reverse Auction. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit "online sealed bid" in the Reverse Auction. Non-submission of "online sealed bid" by the bidder will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue."*

For terms & conditions of Reverse Auction please follow Annexure A of NIT and furnish compliance of same.

18. Bidder to note for compliance that this is conditional enquiry, the price bid (Part-II) opening/RA is subjected to

- a) Approval of bidder by the BHEL.
- b) Approval of bidder by Customer. Same shall be taken up by us with customer based on the credentials/reference list. So you are requested to submit the following upgrading on or before technical bid Part-I opening:-
  - i. Reference list indicating PO details, customer name, PO date, execution date etc.
  - ii. Performance certificate issued by the clients.

*Vendors to submit the sub-supplier questionnaires as per the format enclosed.*

19. Indigenous bidders have to quote freight charges in percentage of their quoted ex-works prices.

20. Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS AS PER GCC (05), SCC (REV 02) AND NIT". In case of deviations, bidder to clearly mention the same with their techno-commercial offer as per Point No-5 of NIT.

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

22. The offers of the bidders who are on the banned list as also the offer of the bidders, who engage the services of the banned firms, shall be rejected. The list of banned firms is available on BHEL website [www.bhel.com](http://www.bhel.com).

23. Bidders are requested to visit constantly our website to update them self for any technical or commercial change in the NIT.

24. CIF allocation is applicable for this tender. Hence concession in Custom Duty @ 5% shall be applicable.

25. Inspection shall be done by BHEL/ (end) CUSTOMER/Third party Agency (finalized by BHEL).

MRS BHAVNA SHARMA  
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26. Please note that for technical bid, detailed offers are to be submitted including the following along with the Price schedule as per BHEL format enclosed with NIT:-

- Acceptance of GCC Rev-05.
- Acceptance of Special Conditions of Contract
- Duly filled, signed & stamped Annexure-I & II of GCC Rev-05
- GA Drawings, if any.
- Guarantee Clause – As per (General Conditions of Contract) GCC, Issue 00, Rev. 05.
- Pre-qualifying Requirement (PQRs) - a) TECHNICAL PQR b) FINANCIAL PQR.
- Technical Deviations and Commercial Deviation, if any as per format enclosed
- Along with your offer, please submit a copy of this letter duly signed & stamped on each page as token of acceptance of terms & instructions conveyed.
- Un-Priced price format duly filled in 'Quoted' or 'Q' in each column/row.
- Separate sealed price-bid envelope mentioning name of the project/package in BOLD LETTER on the top of each envelope.

**Note: Tenderer must submit UN-PRICED Price format duly filled mentioning the word "QUOTED" in place of actual price given in sealed price bid.**

Thanking you,

Yours faithfully,  
For and on behalf of BHEL

*Bhavna*  
12/11/13  
**BHAVNA SHARMA**  
(ENGR/PROJECT GROUP-I-2)

भावना शर्मा / BHAVNA SHARMA  
अभिषेक (पी.जी.आई-2)/Engineer (PG-I-2)  
भारत भारी इलेक्ट्रिकल्स लिमिटेड/Bharat Heavy Electricals Ltd.  
शक्ति क्षेत्र-परियोजना इंजीनियरिंग प्रबंधन  
Power Sector-Project Engineering Management  
पी.पी.ई.आई. बिल्डिंग, एच.आर.डी. कॉम्प्लेक्स,  
PPEI Building, HRD & BHEL Complex,  
प्लॉट नं०-25, सेक्टर-16ए, नोडा - 201301  
Plot No. 25, Sector-16A, Noida - 201301

Enclosure:

1. Enquiry Terms & Conditions
2. Price Format (Prices should be quoted in this format only)
3. Techno-Commercial Deviation Sheet
4. BOQ & Technical Specifications
5. SCC of the project
6. Technical PQR
7. Financial PQR
8. NTPC Format for sub-supplier questionnaires

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## BHARAT HEAVY ELECTRICALS LIMITED

### PROJECT ENGINEERING MANAGEMENT

#### ANNEXURE – A

**TENDER ENQUIRY NO: PE/PG/SIN/E-4233B/13, DTD-12.11.2013**

#### **TERMS & CONDITIONS OF REVERSE AUCTION**

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 (THROUGH A SERVICE PROVIDER). The philosophy followed for reverse auction shall be English Reverse (No ties).

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. Those bidders who have given their acceptance for Reverse Auction (quoted against this tender enquiry) will have to necessarily submit „online sealed bid“ in the Reverse Auction. Non-submission of „online sealed bid“ by the bidder for any of the eligible items for which techno-commercially qualified, will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.
3. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
4. In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.
5. Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.
6. Bidders have to fax the Compliance form (annexure IV) before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.
7. In line with the NIT terms, BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at "Total Cost to BHEL" 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) for each of the bidder to enable them to fill-in the price and keep it ready for keying in during the Auction.
8. Reverse auction will be conducted on scheduled date & time.
9. At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.
10. The lowest bidder has to fax/e-mail the duly signed and filled-in prescribed format for price breakup including that of line items, if required, (Annexure VII) as provided on case-to-case basis to Service provider within two working days of Auction without fail.
11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL's standard practice.
12. Bidders shall be required to read the "Terms and Conditions" section of the auctions site of Service provider, using the Login IDs and passwords given to them by the service provider before reverse auction event. Bidders should acquaint themselves of the „Business Rules of Reverse Auction", which will be communicated before the Reverse Auction.
13. 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, shall be initiated by BHEL and the results of the RA scrapped/ aborted.
14. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
15. In case BHEL decides to go for reverse auction, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.
16. Any variation between the final bid value and that in the confirmatory signed price breakup document will be considered as tampering the tender process and will invite action by BHEL as per extant guidelines in vogue.

*Bhavna*  
12/11/13

भावना शर्मा / BHAVNA SHARMA  
अभियन्ता (पी.जी.ई-2)/Engineer (PG-I-2)  
भारत भारी इलेक्ट्रिकल्स लिमिटेड/Bharat Heavy Electricals Ltd.  
कवर सेक्टर-परियोजना इंजीनियरिंग प्रबंधन  
Power Sector-Project Engineering Management  
पी.पी.ई.आई. बिल्डिंग, एच.आर.डी. एवं ई.एस.आई. कॉम्प्लेक्स,  
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