भारत हेवी इलेक्ट्रिकल्स लिमिटेड
Bharat Heavy Electricals Limited
(A Govt. of India Undertaking)
Power Sector, Western Region,
345, Kingsway, Nagpur - 440 001
PHONE:-3048600-604 FAX:-0712- 3048605/3048698/3048699

FAX (PCC by Courier/Speed post)

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

To,

All Bidders,

Dear Sir,

SUB: **Amendment –01 of T. S. No. BHE/PW/PUR/ BSJI-INS/486**

JOB: HANDLING & COLLECTION OF MATERIALS AT BHEL/CLIENT'S STORAGE YARD/ STORES, TRANSPORTATION TO SITE, **APPLICATION OF LINING & INSULATION MATERIALS** INCLUDING ERECTION OF FIXING & SUPPORTING COMPONENTS, SHEET CLADDING, OUTER CASING, ETC ON BOILER AND ITS AUXILIARIES, TG AUXILIARIES, TG PIPING, POWER CYCLE PIPING & LP PIPING AND OTHER EQUIPMENTS INCLUDING BOIs AND HANDING OVER OF **2x250 MW UNIT # 1 & 2 AT NTPC-SAIL POWER COMPANY PRIVATE LTD; EXPANSION OF BHILAI POWER PROJECT (2x250 MW) BHILAI, DISTT: DURG, CHHATTISGARH**

In addition to the existing terms, conditions and clauses of the Notice Inviting Tender (NIT), we would like to introduce the enclosed clause for adopting the process of **Reverse Auction (On-Line Bidding)** in this NIT. Details of the new clause are enclosed in **Annexure – I** to this letter.

All other terms and condition of the NIT which includes the Tender Specification shall remain unaltered unless and otherwise expressly amended by BHEL in writing.

The entire set of NIT documents including amendments, clarifications etc are also hosted in our web page www.bhel.com (Tender Notification → View Corrigendum). Bidders may download the same for submission of offer.

Bidders are required to sign all the pages of this Amendment as a token of their unconditional acceptance and submit it as a part of Technical Bid duly countersigned by their authorized signatory and stamped with official seal.

Last Date for offer submission shall remain as 11/04/2007 (18.00 hrs.). Bidders are requested to submit their offer on or before the Last date .

Thanking you.

Yours faithfully,

DGM (Purchase)

Encl: **Annexure - I** (11pages containing details of Reverse Auction process)

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 1 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

The following shall be a part of Tender Specification No. BHE/PW/PUR/BSJI-INS/486.

BHEL reserves the right to adopt the process of Reverse Auction (on-line bidding) among the bidders who are found to be qualified on the basis of Technical Bid".

The process and documentation required for the Reverse Auction shall be as follows:

First, technical bids of the offers submitted by the bidders will be opened by BHEL and documents will be scrutinized, If the documents are not found satisfactory, then the Bidder may be asked to submit the relevant documents depending on time available with BHEL. In case of unsatisfactory details, the Bidder will be disqualified and will not be able to participate in price bid process.

1) Bidders have to submit a certificate of their acceptance to the terms/ conditions/ modality given in this amendment for participating in the reverse auction.

2) A bidder, who gets qualified in technical bid stage, will be intimated by BHEL. The bidder is then required to submit the **Agreement Form (Process Compliance Form – RA-3)** duly signed by its authorized signatory and stamped with official seal to the RA Service Provider employed by BHEL before the auction date. After receipt of the Agreement Form, the RA Service Provider will issue ***Log-in ID*** & ***Password*** to the respective bidders.

3) After completion of Reverse Auction process, Successful Bidder shall submit the final prices, quoted during the English Reverse Auction (no ties) in the given format after the completion of RA to the RA Service Provider and BHEL, duly signed by bidder's authorized signatory and stamped with official seal as a token of acceptance without any new condition other than those already agreed to before start of Reverse Auction.

If documents as explained above are not furnished along with the Technical Bid, Bidder will be considered non-responsive and will be disqualified from the tendering process.

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 2 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

Business Rule & terms & conditions of reverse auction

BUYER NAME	BHARAT HEAVY ELECTRICALS LIMITED POWER SECTOR WESTERN REGION, NAGPUR
REVERSE AUCTION SERVICE PROVIDER	C1 INDIA PVT. LTD. D-5, DEFENCE COLONY NEW DELHI- 110024 https://auctions.gate2biz.net
JOB DESCRIPTION	HANDLING & COLLECTION OF MATERIALS AT BHEL/CLIENT'S STORAGE YARD/ STORES, TRANSPORTATION TO SITE, **APPLICATION OF LINING & INSULATION MATERIALS** INCLUDING ERECTION OF FIXING & SUPPORTING COMPONENTS, SHEET CLADDING, OUTER CASING, ETC ON BOILER AND ITS AUXILIARIES, TG AUXILIARIES, TG PIPING, POWER CYCLE PIPING & LP PIPING AND OTHER EQUIPMENTS INCLUDING BOIs AND HANDING OVER OF **2x250 MW UNIT # 1 & 2 AT NTPC-SAIL POWER COMPANY PRIVATE LTD; EXPANSION OF BHILAI POWER PROJECT (2x250 MW) BHILAI, DISTT: DURG, CHHATTISGARH**
DATES FOR ON-LINE TRAINING TO VENDERS	**Will be informed later by BHEL**
DATE OF AUCTION	**Will be informed later by BHEL**
DOCUMENTS ATTACHED	1) Business rule for reverse auction (RA-1) 2) Terms & conditions of reverse auction (RA-2) 3) Process Compliance Statement (RA-3) 4) Final price quoted during reverse auction (RA-4) 5) Opening bid amount same as quoted in sealed price bid.(RA-5) 6) Contact information- (RA-6)

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 3 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA-1

Business Rules

JOB: HANDLING & COLLECTION OF MATERIALS AT BHEL/CLIENT'S STORAGE YARD/ STORES, TRANSPORTATION TO SITE, **APPLICATION OF LINING & INSULATION MATERIALS** INCLUDING ERECTION OF FIXING & SUPPORTING COMPONENTS, SHEET CLADDING, OUTER CASING, ETC ON BOILER AND ITS AUXILIARIES, TG AUXILIARIES, TG PIPING, POWER CYCLE PIPING & LP PIPING AND OTHER EQUIPMENTS INCLUDING BOIs AND HANDING OVER OF **2x250 MW UNIT # 1 & 2 AT NTPC-SAIL POWER COMPANY PRIVATE LTD; EXPANSION OF BHILAI POWER PROJECT (2x250 MW) BHILAI, DISTT: DURG, CHHATTISGARH. T.S. BHE/PW/PUR/BSJI-INS/486**

BHEL shall finalize the contract for above through Reverse Auction mode. BHEL has presently made arrangement with M/s C1 India Pvt. Ltd., Delhi, who shall be BHEL's authorized service provider for the same. The service Provider may however change with the advice of BHE. Please go through the guidelines given below.

1. Computerized reverse auction shall be conducted by BHEL, on the date intimated by BHEL, while the vendors shall be quoting from their own offices/ place of their choice. **Internet connectivity shall have to be ensured by each agency themselves. In extreme case of failure of Internet connectivity, (due to unforeseen circumstances- not power failure), fax communication shall have to be made immediately**. BHEL/M/s C1 India Pvt. Ltd .may decide to extend the bidding time, at their discretion, but not as right of the Bidder.

2. M/s C1 India Pvt. Ltd. shall arrange to demonstrate/ train your nominated person(s), without any cost to you. They shall also explain to the Bidders, all the Rules related to the Reverse Auction/ Business Rules Document to be adopted along with Bid Manual. **You are required to give your compliance on it before start of bid process.**

3. <u>Procedure of Reverse Auctioning</u>

i. **Online sealed bid:** The opening bid of the bidders as communicated online to C1 India Pvt. Ltd. shall be same as that quoted in their Final Sealed Price Bid (hard copy) submitted to BHEL along with their offer. The "Opening Bid" amount shall also be the same as the Total amount as given in the Excel Sheet(Soft copy) furnished to C1 India Pvt. Ltd. C1 India Pvt. Ltd. Shall cross check the "Opening Bid" amount with the Total Amount as given in Excel sheet. If the two amounts are not the same, the Bidder's offer shall not be considered for further processing. While submitting their offer to BHEL, **the bidders shall confirm in writing to BHEL that their Opening Bid will be the same as that quoted in their final sealed Price Bid (hard copy) submitted to BHEL, against the Tender Enquiry (Format No-RA5).** If it is found to be otherwise at a later date, the bidder will be disqualified from the tender.

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 4 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

ii. **English Reverse (no ties) {Dynamic Reverse Auction}** : **Opening Price** (**OP**) for starting the Reverse Auction will be the lowest Online Sealed Bid submitted online to C1 India Pvt. Ltd. Opening Price shall be visible to all the vendors at the start of the Dynamic Reverse Auction.. C1 India Pvt. Ltd. will start the Reverse Auction process, after due verifications of "Opening Bid" amount, as detailed at Sl. No. 1 above. You shall be required to start bidding now, from this Opening Price.

iii. The **Minimum Bid Decrement** amount shall be specified by BHEL before start of bidding.

iv. Bidder has to submit the price bid in excel sheet as given by M/s C1 India Pvt. Ltd. In this excel sheet, bidder has to fill the item rates in figures. **Bidders are to note that the Excel Sheet that will be provided to Bidders will be a Protected Worksheet In this worksheet the columns where Rates for individual Items (in figures) are to be filled in by the Bidder alone will be unprotected. Rates in figures will be automatically converted to words in the column for Rate in words. Conversion to words is being done through a macro. Bidders are required to take care of the settings of the computer to enable this macro to run. For this purpose, following shall be ensured: To enable the Macros – Tools→Macro→ Security. Set Security to "Medium". Close all the Microsoft Office Applications. Again open the file and enable the macros.** This excel sheet will then automatically calculates the amount for each item and total cost of all items put together.

v. During reverse auction, **bidders have to give decrement only on the total cost**. **Bidders are not allowed to change any item rate as given in Excel sheet**.

vi. Bidder should ensure that the rates quoted in excel sheet should be same as quoted in Price Bid (Hard copy of excel sheet) submitted directly to BHEL. In case of any variation in the rates of excel sheet (soft copy) and hard copy submitted by bidder as a sealed price bid, BHEL will disqualify the bidder and his price will not be considered for evaluation of bid.

vii. After the completion of English Reverse (no ties), the **Closing Price** (**CP**) shall be available for further processing.

4. Successful vendor shall be required to submit the final prices, quoted during the English Reverse (no ties) in given Format after the completion of Auction to BHEL, duly signed and stamped as token of acceptance without any new condition other than those already agreed to before start of auction.

5. Considering the initial quoted price and final quoted price after the reverse auction, BHEL will proportionately reduce the rates of individual items. (i.e. suppose the total price quoted by bidder in excel sheet &

Signature of Bidder with Official Seal

sealed price bid is X and after reverse auction the total price is Y, then rate of each item quoted by the bidder will be worked out as initial rate quoted multiplied by (Y/X). The value of Y/X shall be considered up to two decimals only.

6. English Reverse (no ties) shall be for a **period of 60 minutes**. If a bidder places a Bid in the last 5 minutes of Closing of the Auction, the auction shall get extended automatically for another 5 minutes. In case, there is no Bid in the last 5 minutes of closing of Auction, the Auction shall get closed automatically without any extension.

7. During English Reverse (no ties), if no bid is received within the specified time, BHEL, at its discretion, may decide to revise Opening price/ scrap the reverse auction process/ proceed with conventional mode of tendering.

8. Your bid will be taken as an offer to execute the work. Bids once made by you, cannot be cancelled/withdrawn and you shall be bound to execute the work as mentioned above at your final bid price. **Should you back out and do not execute the contract as per the rates quoted, BHEL shall take action as appropriate**.

9. You shall be assigned a **Unique User Name** & **Password** by BHEL or/ M/s C1 India Pvt. Limited. You are advised to change the Password and edit the information in the Registration Page after the receipt of initial Password from BHEL/ M/s C1 to ensure confidentiality. All bids made from the Login ID given to you will be deemed to have been made by your company.

10. You shall be able to view the following on your screen along with the necessary fields in the English Reverse (no ties) { Reverse Auction} :

a. Leading Bid in the Auction (only price)
b. Bid Placed by you
c. Opening Price.

11. At the end of the Reverse Auction, BHEL will decide upon the winner. BHEL's decision on award of Contract shall be final and binding on all the Bidders.

12. BHEL shall be at liberty to call the lowest bidder for negotiations / cancel the reverse auction process / tender at any time, before ordering, without assigning any reason.

13. BHEL shall not have any liability to bidders for any interruption or delay in access to the site irrespective of the cause.

14. Other terms and conditions shall be as per techno-commercial enquiry.

15. **You are required to submit your acceptance to the terms/ conditions/ modality given above before participating in the reverse auction.**

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 6 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA-2

TERMS AND CONDITIONS OF REVERSE AUCTION

1. **LOG IN NAME & PASSWORD:** Each Bidder is assigned a Unique User Name & Password by C1 India. The Bidders are requested to change the Password and edit the information in the Registration Page after the receipt of initial Password from C1 India. All bids made from the Login ID given to the bidder will be deemed to have been made by the bidder.

2. **BIDS PLACED BY BIDDER:** The bid of the bidder will be taken to be an offer to execute the work. Bids once made by the bidder cannot be cancelled. The bidder is bound to execute the work as mentioned above at the price that they bid. Should any bidder back out and do not execute the contract as per the rates quoted, BHEL and / or C 1 India Pvt. Ltd. shall take action as appropriate.

3. **LOWEST BID OF A BIDDER:** In case the bidder submits more than one bid, the lowest bid will be considered as the bidder's final offer to execute the work

4. **AUCTION TYPE:** 1) Sealed bid Reverse Auction / Initial Auction.
   2) English Reverse No Ties / Dynamic Reverse Auction.

5. **DURATION OF AUCTION**: The duration of Auction will be for one **hour (2.00 PM TO 3.00 PM)** .If any Bidder is bidding just before 05 minutes of Auction closing time, the Auction will get extended for another 05 minutes. (**THIS SCHEDULE IS TENTATIVE. IN CASE OF CHANGE IN SCHEDULE, THE SAME SHALL BE COMMUNICATED TO YOU**)

6. **BID DECREMENT**: The minimum Bid decrement shall be available to the Bidders at the start of the auction. The bidder can view the same by clicking on the Item details at the start of the auction. The bidder can bid lower than the Lowest Bid in the auction by a decrement equal to the Minimum Bid Decrement or multiple of the Minimum Bid Decrement.

7. **VISIBLITY TO BIDDER:** The Bidder shall be able to view the following on his screen along with the necessary fields during English Reverse –No ties Auction:

   - Leading Bid in the Auction
   - Bid Placed by him

8. **AUCTION WINNER:** At the end of the Reverse Auction, BHEL will evaluate all the bids submitted and will decide upon the winner.

9. **PROXY BIDS**: Proxy bidding feature is a pro-supplier feature to safe guard the supplier's interest of any Internet failure or to avoid last minute rush. The Proxy feature allows Bidders to place an automated bid against other Bidders in an auction and bid without having to enter a new amount each time a competing Bidder submits a new offer. The bid

Signature of Bidder with Official Seal

amount that a Bidder enters is the minimum that the Bidder is willing to offer. Here the software bids on behalf of the supplier.

- The proxy amount is the minimum amount that the Bidder is willing to offer. 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 if competing bids are submitted as proxy or standard bids.

- Manual bid gets precedence over proxy bid in the event both have offered same price and accordingly the vendor who has quoted manually will be shown a hammer symbol and the proxy bidder will have no such symbol.

10. **GENERAL TERMS & CONDITIONS:** Bidders are required to read the "Terms and Conditions" section of the auctions site (https://auctions.gate2biz.net) using the Login Ids and passwords given to them.

11. **OTHER TERMS & CONDITIONS:**

- The Bidder shall not involve himself or any of his representatives in Price manipulation of any kind directly or indirectly by communicating with other suppliers / bidders.
- The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
- BHEL's decision on award of Contract shall be final and binding on all the Bidders.
- BHEL along with C1 India can decide to extend, reschedule or cancel any Auction. Any change like "Opening Price", "Minimum Bid Decrement" or other parameters of the Reverse Auction made by BHEL and / or C1 India after the initial hosting on the Auction Engine will have to be unconditionally accepted by the Bidder and continue to participate in the Reverse Auction.
- C1 India shall not have any liability to Bidders for any interruption or delay in access to the site irrespective of the cause.
- C1 India is not responsible for any damages, including damages that result from, but are not limited to negligence. C1 India will not be held responsible for consequential damages, including but not limited to systems problems, inability to use the system, loss of electronic information etc.

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 8 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA-3

PROCESS COMPLIANCE FORM

(The bidders are required to print this on their company's letter head and sign, stamp before faxing)

To,
C1 India Pvt. Ltd.,
D-5, Defence Colony,
New Delhi 110024.

Sub: Agreement to the Process related Terms and Conditions

Dear Sir,

This has reference to the Terms & Conditions for the Reverse Auction mentioned in the Tender document. This letter is to confirm that:

1) The undersigned is authorized representative of the company.

2) We have studied the Commercial Terms and the Business rules governing the Reverse Auction as mentioned and confirm our agreement to them.

3) We also confirm that we have taken the training on the auction tool and have understood the functionality of the same thoroughly.

4) We also confirm that we will fax the price confirmation

We, hereby confirm that we will honour the Bids placed by us during the auction process.

With regards

Signature with company seal

Name –

Company / Organization –

Designation within Company / Organization –

Address of Company / Organization –

IMPORTANT NOTE:

1) **Please sign this document and Fax at 011- 24655186**
2) **Please Attach a duly filled in and signed copy of Pages 1 to 7 of this document along with the Agreement Form (Process Compliance Form) and send to the RA Service provider.**

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure-I (Page 9 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA 4

FINAL PRICE QUOTED DURING REVERSE AUCTION

To
C1 India Pvt Ltd
D 5, Defence Colony
New Delhi – 110024

Sub: Final price quoted during Reverse Auction.

Dear Sir,

We confirm that we have quoted Rs…….. as our final price (i.e. total for all items of Rate Schedule) during the Reverse Auction conducted today.

We also confirm that we are agreeable to BHEL calculating the rates for individual items of Rate Schedule, as defined in Clause No 5 of RA-1.

Thanking you and looking forward to the valuable order from BHEL.

Yours sincerely,

For _____

Name:

Company:

Date:

Seal:

Copy To;
DGM (Purchase)
BHEL, PSWR (HQ),
Nagpur

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure -I (Page 10 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA- 5

OPENING BID AMOUNT IS SAME AS QUOTED IN SEALED PRICE BID

To
Bhart Heavy Electricals Ltd
Shreemohini Complex
345, Kingsway,
NAGPUR-01

Sub: Opening Bid amount is same as quoted in Sealed Price Bid**.**

Dear Sir,

We confirm that our opening bid amount shall be same as that quoted in sealed price bid (Hard copy of price bid submitted along with our offer).

Thanking you and looking forward to the valuable order from BHEL.

Yours sincerely,

For _____

Name:
Company:
Date:
Seal:

Copy To;
DGM (Purchase)
BHEL, PSWR (HQ),
Nagpur

Signature of Bidder with Official Seal

Bharat Heavy Electricals Limited : PSWR : Nagpur

Ref. No. BHE/PW/PUR/BSJI-INS/486-Amend-01 Dated– 06/04/2007

Annexure -I (Page 11 of 11)

Sub: Amendment –01 of Tender Specification No. BHE/PW/PUR/ BSJI-INS/486

RA-6

CONTACT INFORMATION

C1 INDIA PVT. LTD.	BHARAT HEAVY ELECTRICALS LIMITED
AKSHAYA RATH **C1 INDIA PVT. LTD.** **D- 5, DEFENCE COLONY** **NEW DELHI- 110024** **INDIA** **PHONE: +91-11- 24629600 (EXTN. 207)** **MOBILE: +91- 09350251043** **FAX: +91 - 11- 24655186 / 24622773** **VIJAY KUMAR - 9844111607** **E-MAIL: akshaya.rath@c1india.com**	**JACOB MATHEW** **SR.DGM(PUR & FEX),** **BHEL, PSWR, NAGPUR** **PHONE :0712- 3048633,3048600** **MOBILE : 9422805230** **E-MAIL : jmathew@bhelpswr.co.in**
MANSI KUMAR **C1 INDIA PVT. LTD.** **D- 5, DEF ENCE COLONY** **NEW DELHI- 110024** **INDIA** **PHONE: +91-11- 24629600 (EXTN. 212)** **MOBILE:+91-09810006951** **FAX: +91 - 11- 24655186 / 24622773** **E-MAIL: mansi.kumar@c1india.com**	**G.P.Pal** **DGM(Purchase)** **BHEL, PSWR, NAGPUR** **PHONE: 0712 3048641** **E-MAIL: gppal@bhelpswr.co.in**

The following document shall be a part of Technical Bid – Part - I of Tender Specification No. BHE/PW/PUR/BSJI-INS/486

Bidders may refer NIT for this tender wherein it is mentioned that "BHEL reserves the right to adopt the process of Reverse Auction among the vendor who gets qualified in technical bid.

The process and documentation required for the Reverse Auction shall be as mentioned below:

Signature of Bidder with Official Seal