



AN ISO 9001 COMPANY

Bharat Heavy Electricals Limited

(High Pressure Boiler Plant)

TIRUCHIRAPPALLI – 620014, TAMIL NADU, INDIA

Expression of Interest from prospective Service Provider for Internet-based Forward / Reverse Auction

Bharat Heavy Electricals Ltd. (BHEL) is the largest engineering and manufacturing enterprise of its kind in India and is one of the major power plant equipment manufacturers in the world. BHEL offers a wide spectrum of equipment, systems and services in the field of power, transmission, industry, transportation, oil & gas, non-conventional energy sources and telecommunication.

BHEL seeks Expression of Interest from Service Providers for Internet-based Forward / Reverse Auction. For an initial assessment and empanelment with BHEL, interested solution providers may submit complete details as indicated in the Format as below:

Requisite format for Initial assessment

1. Name of Service Provider:
2. Organizational Brief:
3. Address of Service Provider:
4. Contact person (s)
 - i. Name
 - ii. Designation
 - iii. Telephone, Fax, E-mail
 - iv. Word Wide Web address
 - v. Locations of offices/franchises with details
5. Compliance with Indian Taxation Rules:
6. List of existing customers for whom Forward / Reverse auction has been conducted:
7. Total no. of auctions conducted till date in India and globally, with details of customer name, nature of items procured with value of Industrial and Engineering Products / Services:
 - i. No. of forward auctions
 - ii. No. of reverse auctions
8. Total value of auctions conducted for Indian buyers / companies in Rupees Lakhs:
9. Total manpower available for doing customization / implementation / training of RA process with profile of the key persons.
10. Locations of offices / franchises with detail
11. Provide the details of infrastructure in India / abroad for conducting auction events with the following breakup:
 - i. Location
 - ii. Servers
 - iii. Backup servers
 - iv. No. of Faxes exclusively for reverse auctioning
 - v. No. of Telephone lines with CLIP and without CLIP
12. Details of the technology with specific reference to the following:
 - a. Reverse auction engine-Standard package or own developed solution.
 - i. Name of the package and the version and OEM.
 - ii. Main features of the package.
 - iii. Date of acquisition / operation of this package.
 - iv. Date of expiry (if any) of licensing agreement for standard package.

- b. No. of customizations done till date with the above package / solution and indicate details of some of the customization done by you.
 - c. Performance in terms of the response on the Internet with concurrent users.
 - d. Whether the technology / solution offered can be scaled up for end-to-end e-procurement or e-market place solution. Does it provide interface / integration capabilities with other ERP packages?
 - e. Will you be offering this package to **BHEL** for sale, if **BHEL** so desires. Please indicate conditions, if any.
- 13. Details of online support available from you during the reverse auction event:
 - 14. Balance sheet and Profit & Loss account / financial performance for last two years:
 - 15. Major case studies done recently with complete details:
 - 16. Any other details, which service provider, think relevant:

Notes:

- 1. **BHEL** reserves the right to reject any application not found suitable.
- 2. **BHEL** will not be responsible for any loss / delay of documents sent by post.
- 3. **BHEL** reserves the right to accept / reject, any / all of the applications without assigning any reasons thereof.

Last date for submission of the expression-of-interest : 21st MAY 2007 (14:30 IST hrs)

Contact:

MR. D. ASOKAN

Sr. Dy. General Manager/MM

I Floor, BUILDING 2&4,

BHEL, TRICHY-620 014

E-mail : dasokan@bheltry.co.in

Phone: 91 – 431- 2575422