



## BHARAT HEAVY ELECTRICALS LIMITED

(A Govt. of India Undertaking)

ELECTROPORCELAINS DIVISION

PROF. C.N.R RAO CIRCLE, SCIENCE INSTITUTE

POST, Malleswaram, Bangalore - 560 012.

Phone : +91 (80) 2356 9300

Fax : +91 (80) 2334 4231

Grams : PORCELAIN

VENDOR NUMBER: 12528

M/s

### REQUEST FOR QUOTATION.

RFQ Number / Date

/ 02.08.2007

Contact Person : Hiremani /Rekha P

Telephone : 080-22182460

Fax Number : 080-23340535

E-Mail : rekha@bhelepd.com

Quotation Deadline : 18.08.2007

Material Req'd By : 12.09.2007

PLEASE SUBMIT WITHOUT OBLIGATION YOUR LOWEST QUOTATION (IN SEALED COVER SUPERSCRIBED WITH RFQ NO. & DUE DATE) FOR THE FOLLOWING ITEMS SUBJECT TO CONDITIONS NOTED BELOW AND OVERLEAF, SO AS TO REACH US ON OR BEFORE 14.00 Hrs ON THE DUE DATE. LATE TENDERS ARE LIABLE TO BE REJECTED

Item	Material	Description	RQF Quantity	Unit
Drawing/Doc No & Version		Quot. Deadl.	Delivery date	
00010	10064	MICROSCOPE WITH IMAGE ANALYSER	1	each

As per enclosed Specification

ENCL:

1. TECHNICAL SPECIFICATION
2. GENERAL TERMS & CONDITIONS


For BHARAT HEAVY ELECTRICALS LIMITED

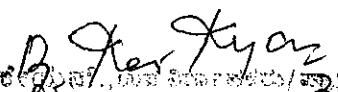
Purchase Executive

1. RATE SHALL BE QUOTED IN BOTH WORDS & FIGURES. OTHERWISE WILL BE LIABLE FOR REJECTION
2. OFFERS RECEIVED AFTER DUE DATE WILL BE REJECTED.
3. OFFERS RECEIVED WITHOUT ENQUIRY NUMBER & DUE DATE SHALL ALSO BE REJECTED.
4. TERMS & CONDITIONS ATTACHED

<h1 style="text-align: center;">Purchase Specification</h1> <h2 style="text-align: center;">Microscope with Image Analyzer and Polishing Machine</h2>	ISSUE	: 00
	SECTION	: 1.0
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	DATE	: 29/07/2007
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Sl No	Specification	Requirement
1	Purpose	To perform metallographic analysis (Microstructure analysis) using suitable software to do Phase Analysis of Spheroidal Graphite Iron, Malleable Cast Iron, Steel and Cast Iron of incoming metal parts samples. Along with the microscope sample preparation facility i.e Polishing machine also should be supplied.
2	Scope of Supply	Complete microscope equipment along with suitable Image analysis software. The equipment should be able to do the analysis given in technical details Required configuration of Computer suitable to the application software. Polishing Machine to prepare samples for microstructure analysis. Equipment to be supplied in complete for testing purpose. Equipment to be supplied along with standard accessories. Detailed technical specification is shown in clause 16.0 of this specification.
3	Spares and Service	Two years trouble free maintenance spares to be supplied along with the main equipment. Back up AMC for two years trouble free operation to be provided.(optional- rates can be quoted)
4	Drawings	Master list of drawings of various important components are to be supplied along with the equipment.
6	Training	Two of BHEL engineers are to be trained for minimum 5 days for acquaintance on operation and maintenance of the equipment. (optional rate for 10 man days can be furnished)
7	Qualifying Requirement:	Manufacturer & / Principles of Original manufacturer should have supplied at least <b>four</b> similar equipments for use in similar usage in industries / Institutions and certificate from user to demonstrate satisfactory operation of equipment for at least <b>one</b> year is essential
8	Utilities Requirement :	Information on requirement of various utilities such as Computers, power, handling facilities are to be furnished.
10	Equipment Layout Plan	Information on the requirements for proper layout plan for installation of equipments with set off dimensions to be furnished along with the offer in order to enable BHEL to check suitability in the identified location.
11	DATA acquisition System	Suitable DATA acquisition system to be provided along with the equipment for local/remote monitoring using suitable Computer
12	Safety Devices	Equipment to be provided with suitable Safety and fire prevention devices.
15	Any other information	Supplier can furnish any other additional information , considering the overall requirements


  
G. SUBRAMANI, Sr. Exe. Foreman/Quality  
BANGALORE 560 012

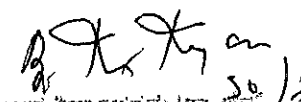
  
B.S.KARTHYKEYAN, Dy. Manager/Project Mgr.  
BANGALORE 560 012

# Purchase Specification Microscope with Image Analyzer and Polishing Machine

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SECTION : 1.0  
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Sl No	Specification	Requirement
16	Technical Specification (a) Microscope unit	<ol style="list-style-type: none"> <li>1. Inverted metallurgical microscope with sturdy, vibration resistant base to provide clear images at high magnification range 50x to 1000x.</li> <li>2. Objectives: World class, Plan apochromat BD - Infinity-Corrected, corrected for spherical, chromatic, comatic and geometrical aberrations and astigmatism. 5x(N.A. 0.13 min), 10x (N.A. 0.3 min.), 20x (N. A. 0.46 min), 50x (N.A. 0.8 min) and 100x (N.A. 0.95, DRY) secured in 5 position BD universal type nosepiece. Objectives should work as plan apochromat condensers while focussing the light. Objectives should move in z-axis for focussing, not the stage.</li> <li>3. Eyepiece: 10x Wide field, paired with eye guard. World class.</li> <li>4. Reticle imprinting insert or equivalent for grain size measurement,</li> <li>5. Built in rotatable analyser and polarizer to work in polarized light.</li> <li>6. Binocular observation tube with 2 photoports for image analyser and microphotography. Beam splitter to be provided for simultaneous observation of image in PC and eyepiece.</li> <li>7. Imported reduction lenses for image focusing on the sensor for capturing exact image.</li> <li>8. Illumination: Köhler illumination system (reflector type) with provision for lamp centering, Iris apparture and field diaphragm. Halogen/LED (proper LED illumination will be preferred) illumination with intensity control and filters ND, Daylight.</li> <li>9. Suitable mechanical/motorized X-Y stage with coaxial control X-Y movement with accurate stage locking arrangement. Quotation for both mechanical and motorized stage may be asked.</li> <li>10. The stage should have a 15 kg load carrying capacity.</li> <li>11. Provision for upgradation to DIC should be there</li> <li>12. Standard Accessories: Large stage clip, 3 stage insert plates opening 15mm, 25mm, &amp; graduated 25mm, Vinyl cover, spares for illumination, Wooden storing cabinet &amp; Operating instructions.</li> </ol>

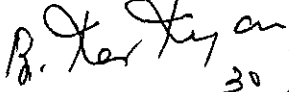
  
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PRATAP MUKHERJEE Engineer / Quality  
BHEL - FPD, BANGALORE - 560 012

  
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B.S.KARTHYKEYAN, Dy. Manager / Quality  
BHEL - FPD, BANGALORE - 560 012

<b>Purchase Specification</b> <b>Microscope with Image Analyzer and</b> <b>Polishing Machine</b>	ISSUE : 00
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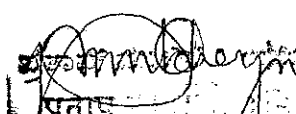
SI No	Specification	Requirement
	(b) Image Acquisition Device Set;	<ol style="list-style-type: none"> <li>1. High resolution colour CCD/CMOS camera with 2/3 inch sensor</li> <li>2. Camera resolution 5 mega pixel (min.) non interpolated. i.e. image resolution:sensor resolution ::1:1</li> <li>3. Software controlled camera parameters, exposure time, white balance, gain also with automatic interface.</li> <li>4. USB 2.0 connectivity or better/latest.</li> <li>5. Live image to be viewed with through image analysis software for finest focusing.</li> <li>6. Image calibration and auto illumination correction. Auto calibration for all magnification. Calibration for dimension measurement system should be traceable to national/international standards.</li> <li>7. Multilayer grab function to seamlessly stitch several layers of focused images to take photograph/analysis of curved surface at higher magnification.</li> <li>8. Operating Temperature: -10°C To 85°C</li> <li>9. Operational Humidity: Within 95% RH</li> <li>10. Automated image stitching for multiple fields/ frames to form larger images.</li> <li>11. Camera Control</li> <li>12. Non-Destructive (for images) Annotations to mark</li> <li>13. Controlling the Scale Line</li> <li>14. Control of Input Parameters Settings</li> <li>15. Object Grid</li> <li>16. Color Channel to Greyscale</li> <li>17. Restore Stage Focus Instruction</li> <li>18. Power Supply: To be specified by the supplier</li> </ol>

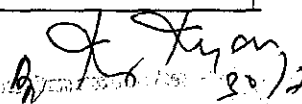
  
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 PRATAP MUKHERJEE, Engineer / Quality  
 BHEL - EPD, BANGALORE - 560 012.

  
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 B.S.KARTHYKEYAN, Dy. Manager/Project  
 BHEL-EPD, BANGALORE-560 012

<b>Purchase Specification</b> <b>Microscope with Image Analyzer and</b> <b>Polishing Machine</b>	ISSUE : 00
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SI No	Specification	Requirement
	Image Analysis Software	<ol style="list-style-type: none"> <li>Point-to-Point Direct Measurement option to be there</li> <li>Direct Measures in Data browser</li> <li>Phase percent analysis</li> <li>Grain sizing (ASTM E112 -96, IS:2853 - 1964)</li> <li>Flake analysis.(As per ASTM – A247 and IS:7754-1975). <ul style="list-style-type: none"> <li>-Determination of ASTM size distribution of Flakes 1 to 8.</li> <li>-Determination of length, average width of individual Flakes.</li> <li>-Determination of maximum Flake length.</li> <li>-Determination of Type distribution A,B,C,D,E. (Approx.)</li> <li>-Determination of Flakes per square mm.</li> </ul> </li> <li>Particle sizing (IS:7754 -1975)</li> <li>Layer thickness measurement facility</li> <li>radial grid measurement facility should be there</li> <li>volume fraction measurement</li> <li>Measures and Analysis on Mosaic Images</li> <li>For analysis of microstructure of, i) Cast Iron. ii) S.G.Iron. &amp; iii)Malleable Iron <ol style="list-style-type: none"> <li>Phase analysis.(As per ASTM – E562).</li> <li>Determination of Perlitic matrix &amp; Ferritic matrix.</li> <li>Determination of Carbide &amp; Stedide. (If any)-b)</li> </ol> </li> <li>Nodule analysis. (As per ASTM – A247). <ul style="list-style-type: none"> <li>-Average Nodularity of the whole structure.</li> <li>-Determination of Nodule count.</li> <li>-Determination of ASTM size distribution of Nodule 1 to 8.</li> <li>-Determination Of Nodule types</li> </ul> </li> <li>For Malleable Iron – amount of tempered carbon. (As per ASTM A 47-84)</li> <li>Steel Inclusion Rating System <ul style="list-style-type: none"> <li>• ASTM E45-05, IS 4163:2004 compliance</li> <li>• ISO 4967 compliance</li> <li>• Save images during a Run</li> <li>• Analyze saved images on file</li> </ul> </li> <li>Automatic settings for Loading image , enhances object edges, improves objects, removes small features and bumps from larger objects and separates objects. Removes objects sectioned by the field of view.-- Measures length, area, aspect ratio and sphericity of blood cells and cast iron nodules</li> <li>Results Management- Report Generation: -Automatic Report generation with direct links to Database.</li> </ol>

  
**PRATAP MUKHERJEE**, Engineer / Quality

  
**B.S.KARTHYKEYAN**, Dy. Manager  
 BHEL EDD BANGALORE-560 012

# Purchase Specification Microscope with Image Analyzer and Polishing Machine

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SI No	Specification	Requirement
	Double Disc Polishing Machine :	Features – <ul style="list-style-type: none"><li>• D.C.Drive .</li><li>• Thyristor Control.</li><li>• Key-Pad Speed Control</li><li>• On Screen Display For Speed Indication.</li><li>• Provision for water inlet and outlet.</li><li>• Anti Corrosive Powder Coated Body.</li><li>• Compact Design.</li><li>• Noise Free.</li></ul>

*[Signature]*


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ಪ್ರತಾಪ ಮುನೀಶ್ವರ, ಇಂಜಿನಿಯರ್ / ಗುಣತಾ  
PRATAP MUNISHWAR, Engineer / Quality  
BHEL - EPD, BANGALORE - 560 012

*[Signature]*  
30/8/07

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ಬಿ.ಎಸ್.ಕಾರ್ತಿಕೇಯನ್, ಡಿ.ನೇಮಗಾರರು / ಗುಣತಾ  
B.S.KARTHIKEYAN, Dy. Manager / Quality  
BHEL-EPD, BANGALORE-560 012

## ANNEXURE

1. Erection & commissioning Scope of Supplier
2. Spares and services Two year trouble free maintenance spares to be supplied along with the main equipment (parts, labor, travel for repair and replacement for items are to be covered under warranty)
3. Inspection Equipment will be inspected by BHEL Engineers during the course of manufacture, equipment to be dispatched only after final inspection and acceptance
4. Qualifying Requirement Manufacturer & / Principles of Original manufacturer should have supplied at least **two** similar equipments. Clients list to be furnished
5. Warranty 12 months from the date of successful commissioning

  
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**BHARAT HEAVY ELECTRICALS LIMITED  
ELECTROPORCELAINS DIVISION, BANGALORE-12**

**TENDER FOR THE SUPPLY OF MICROSCOPE WITH IMAGE ANALYSER**

**GENERAL TERMS & CONDITIONS**

**TENDERS SHOULD BE SUBMITTED IN TWO PARTS**

<b>PART-A: TECHNO-COMMERCIAL BID</b>	<b>PART-B: PRICE BID</b>
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THE OFFER SHOULD BE SUBMITTED IN A SEALED COVER SUPER SCRIBING TENDER NUMBER & DUE DATE ADDRESSED TO

DY GENERAL MANAGER (MM)

BHARAT HEAVY ELECTRICALS LTD  
ELECTRO PORCELAINS DIVISION  
PB NO : 1245, SCIENCE INSTITUTE POST  
BANGALORE – 560 012

SO AS TO REACH HERE WITHIN 2P.M. ON THE DUE DATE AND THE TENDERS WILL BE OPENED AT 2-30P.M. ON THE SAME DATE IN THE PRESENCE OF THOSE VENDORS OR THEIR AUTHORISED REPRESENTATIVES WHO WISH TO BE PRESENT.

THE OFFER SHALL BE IN TWO PARTS- PART-A-TECHNO-COMMERCIAL AND PART-B-PRICE. EACH PART SHALL BE PUT IN A SEPARATE SEALED COVER AND THE COVER SHOULD HAVE THE CORRESPONDING PART NAME, SUBJECT OF TENDER AND DUE DATE WRITTEN ON IT. IF BOTH PARTS ARE FOUND IN OPENED CONDITION IN A SINGLE SEALED COVER, THE SAME OFFER WILL BE SUMMARILY REJECTED. ONLY THE TECHNO-COMMERCIAL PART WILL BE OPENED ON THE DUE DATE. **PRICES SHOULD NOT BE MENTIONED IN THIS OFFER**. THE TENDERS MEETING OUR TECHNO-COMMERCIAL REQUIREMENTS WILL BE CONSIDERED FOR PRICE BID OPENING AT A LATER DATE FOR WHICH ELIGIBLE VENDORS WILL BE INTIMATED IN DUE COURSE. VENDORS WILL BE GIVEN DUE OPPORTUNITY TO COMPLY WITH BHEL REQUIREMENTS IN A TIME FRAME IN CASE THERE IS ANY NON-COMPLIANCE IN THE ORIGINAL QUOTE. P

**TECHNO-COMMERCIAL CONDITIONS SHALL INTERALIA CONTAIN THE FOLLOWING:-**

- a) COMPLETE TECHNICAL OFFER INCLUDING DETAILED SPECIFICATIONS, DRAWINGS, CATALOGUES AND TEST REPORTS ETC., AS REQUIRED TOGETHER WITH EXPERIENCE LIST TO BE FURNISHED. IN ADDITION TO THIS THE SUPPLIER SHOULD ALSO COMPLETE TECHNICAL REQUIREMENT MENTIONED IN THE ATTACHED TABLE FOR EVALUATION.

LIST OF MANDATORY SPARES & OPTIONAL ACCESSORIES TO BE PROVIDED SEPARATELY. ANNUL MAINTENANCE CONTRACT, IF ANY, TO BE QUOTED SEPARATELY.

EXPERIENCE LIST SHALL INCLUDE DETAILS OF SUPPLIES OF SAME OR SIMILAR SPECIFICATION MADE TO MAJOR CUSTOMERS PREFERABLY TO BHEL UNITS. COPY OF ACCEPTANCE LETTER TO BE ENCLOSED.



## **TENDER FOR THE SUPPLY OF MICROSCOPE WITH IMAGE ANALYSER**

### **GENERAL TERMS & CONDITIONS**

#### **b) COMMERCIAL ASPECTS COVERING:**

- SCOPE OF SUPPLY :
- SCOPE OF WORK IF E&C ARE INVOLVED :
- STATUTORY LEVIES :
- TERMS OF PAYMENT :
- MODE OF PAYMENT :
- DELIVERY TERMS :
- GUARANTEE / WARRANTY OF THE EQUIPMENT INCLUDING BOUGHT OUT ITEMS
- TERMS FOR ERECTION & COMMISSIONING, SUPERVISION, IF ANY :
- BHEL'S SCOPE OF WORK / SUPPLY :
- AFTER SALES SERVICE :
- PACKING & FORWARDING
- TRANSIT INSURANCE
- APPROX SIZE OF THE PACKED MATERIALS AND VOLUME
- LIST OF ALL BOUGHT ITEMS AND MAKES
- VALIDITY OF THE BID

PARTIES SHOULD BE REGISTERED WITH THE CONCERNED EXCISE & SALES TAX AUTHORITIES AND SHOULD QUOTE RELEVANT REGISTRATION NO. IN THE OFFER. EXCISEABLE ITEMS SHALL CARRY EXCISE GATE PASS.

#### **DELIVERY:**

EARLIEST POSSIBLE DELIVERY TO BE CLEARLY SPECIFIED IN THE OFFER. WHERE ERECTION AND COMMISSIONING BY THE VENDOR IS INVOLVED THE SUCCESSFUL COMMISSIONING DATE WILL BE RECKONED AS THE DELIVERY DATE.

#### **DELIVERY TERM:**

FOR BHEL-STORES. UNLOADING TO BHEL

**VALIDITY OF THE OFFER:** 75DAYS FROM DATE OF OPENING OF TECHNO-COMMERCIAL BID, EXTENDABLE TO A MUTUALLY AGREED PERIOD.

**PRICE IMPACT:** IN CASE, OUT COME OF TECHNO-COMMERCIAL DISCUSSION HAS ANY PRICE IMPLICATION, ONLY CORRESPONDING PRICE IMPACT IS TO BE SUBMITTED BY THE VENDOR IN A SEALED COVER WITHIN THE SPECIFIED DATE, **REVISED OFFER IS NOT ACCEPTABLE. THE PRICE IMPACT ALONG WITH THE ORIGINAL PRICE BID WILL BE OPENED ON A SPECIFIED DATE.**

#### **PAYMENT TERMS:**

- ALL PAYMENTS WILL BE MADE BY ELECTRONICS TRANSFER OF FUNDS (EFT) SYSTEM
- 70% PLUS FULL TAXES & DUTIES AGAINST DELIVERY OF MATERIALS
- 20% AFTER SUCCESSFUL ERECTION & COMMISSIONING OR SIX MONTHS FROM THE LAST DATE OF SUPPLY WHICHEVER IS EARLIER.
- 10% ON SUBMISSION OF PERFORMANCE BANK GUARANTEE ISSUED BY SCHEDULED BANK FOR A VALUE OF 10% OF ORDER VALUE. CORPORATE GUARANTEE NOT ACCEPTABLE.

#### **LOADING FACTOR:**

IF THE OFFER IS NOT INLINE WITH THE TERMS & CONDITIONS SPECIFIED BY BHEL THE FOLLOWING LOADING CRITERIA WILL BE ADOPTED FOR EVALUATION.

## **TENDER FOR THE SUPPLY OF MICROSCOPE WITH IMAGE ANALYSER**

### **GENERAL TERMS & CONDITIONS**

#### **A. PAYMENT TERMS:**

INTEREST @ 14% P.A. SHALL BE COMPUTED FOR THE DIFFERENTIAL PERIOD BETWEEN BHEL TERMS OF PAYMENT AND THAT OFFERED. NO UNSECURED ADVANCE PERMITTED

B. TRANSPORTATION CHARGE: AS PER BHEL RATE CONTRACT PREVAILING ON THE DATE OF OPENING OF TENDER

C. **TRANSIT INSURANCE:** AS PER BHEL RATE PREVAILING ON THE DATE OF OPENING OF TENDER

#### **DEVIATIONS:**

A SEPARATE SHEET INDICATING DEVIATIONS IN TECHNICAL SPECIFICATION, COMMERCIAL TERMS AND CONDITIONS TO BE ENCLOSED IN PART A OF THE OFFER.

#### **LIQUIDATED DAMAGES:**

FOR ANY DELAY IN SUPPLY AND SUCCESSFUL COMMISSIONING OF THE EQUIPMENT AN AMOUNT OF 0.5 % PER WEEK UPTO A MAXIMUM OF 10% WILL BE DEDUCTED.

#### **CLARIFICATIONS SOUGHT BY BHEL DURING TECHNICAL AND COMMERCIAL EVALUATIONS**

IN CASE BHEL ASKS FOR ANY CLARIFICATION THE VENDOR HAS TO SUBMIT THE SAME WITHIN THE SPECIFIED DATE OTHERWISE THE OFFER WILL BE EVALUATED CONSIDERING THE CLARIFICATIONS, IF ANY RECEIVED, AS ON THE SPECIFIED DATE. NO GRACE PERIOD OR LATE SUBMISSION IS ALLOWED

#### **RISK PURCHASE CLAUSE:**

BHEL, AT ITS OPTION, WILL BE ENTITLED TO PURCHASE ELSEWHERE AT THE COST AND RISK OF THE VENDOR, EITHER THE WHOLE OR PART OF THE GOODS WHICH THE VENDOR HAS FAILED TO DELIVER WITHIN THE STIPULATED TIME. THE VENDOR SHALL BE LIABLE FOR ANY LOSS THAT BHEL MAY SUSTAIN BY REASON OF SUCH RISK PURCHASES. BHEL RESERVES THE RIGHT TO CANCEL THE CONTRACT IN FULL OR PART, IF PERFORMANCE WITH RESPECT TO QUALITY AND DELIVERY IS UNSATISFACTORY; AND BHEL SHALL HAVE THE RIGHT TO ENTER INTO CONTRACT WITH OTHER VENDORS AGAINST SUCH CANCELLATION OF CONTRACT AGAINST RISK PURCHASE CLAUSE.

#### **INSPECTION:**

INSPECTION OF THE MATERIALS WILL BE CONDUCTED BY BHEL EITHER ON ITS RECEIPT AT BHEL OR AT VENDORS PLACE. IN CASE OF PRE DESPATCH INSPECTION ADEQUATE NOTICE HAS TO BE GIVEN BY THE VENDOR FOR DEPLOYMENT OF BHEL'S PERSONNEL. BHEL HAVE RIGHT TO REVIEW THE QUALITY PLAN OF THE MANUFACTURER AND ACCESS TO THE PROCESS DATA OF THE MANUFACTURER. ALL NECESSARY TEST & CALIBRATION CERTIFICATES SHOULD ACCOMPANY SUPPLY.

#### **PRICE EVALUATION:**

PRICES SHALL BE CONSIDERED ON LANDED COST BASIS (COST TO BHEL). LANDED COST SHALL BE WORKED OUT ON PRICE QUOTED INCLUDING FREIGHT, EXCISE DUTY, SALES TAX AFTER TAKING OUT CENVAT AND VAT BENEFIT, AS APPLICABLE. THE

**TENDER FOR THE SUPPLY OF MICROSCOPE WITH IMAGE ANALYSER**

**GENERAL TERMS & CONDITIONS**

COMPARATIVE STATEMENT SHALL BE WORKED OUT ON OVERALL LANDED COST BASIS FOR THE WHOLE PACKAGE

**MAINTENANCE MANUAL:**

THE VENDOR SHALL PROVIDE 3 SET OF OPERATION AND MAINTENANCE MANUALS ALONG WITH THE RELEVANT DRAWINGS.

**ERECTION AND COMMISSIONING:**

IN CASE OF E&C IN THE VENDOR'S SCOPE, THE PERSONNELS DEPLOYED FOR THE JOB SHOULD HAVE THE NECESSARY CLEARANCE FROM HR DEPT OF BHEL.

**BHARAT HEAVY ELECTRICALS LIMITED  
ELECTROPORCELAINS DIVISION ,MALLESWARAM BANGALORE-12**

**COMMERCIAL TERMS & CONDITIONS**

	TERMS	BHEL EPD TERMS	PARTY'S OFFER
1	DELIVERY TERMS	F.O.R- EPD STORES	
2	P & F	BY PARTY	NIL
3	INSURANCE	BY PARTY	NIL
4	FREIGHT	BY PARTY	NIL
5	EXCISE DUTY	PLEASE MENTION	
6	SALES TAX	PLEASE MENTION	
7	PAYMENT TERMS	70% ON RECEIPT OF MATERIAL 20% AFTER SUCCESSFUL E&C. 10% AGAINST PBG FOR A PERIOD OF ONE YEAR	
8	DELIVERY PERIOD	PLEASE MENTION	
9	E&C	AT FREE OF COST	
10	WARRANTY	ONE YEAR FROM THE DATE E&C	
11	LD CLAUSE	APPLICABLE AT THE RATE OF 0.5% PER WEEK MAX OF 5%	

DEAR SIR,  
YOU ARE REQUESTED TO FILL UP YOUR TERMS IN LINE WITH BHEL TERMS(REQUIREMENT) IN PARTY'S OFFER COLUMN .  
OTHER THAN BHEL TERMS WILL NOT BE ACCEPTED. YOUR OFFER MAY GET REJECTED BECAUSE OF COMMERCIAL TERMS  
WITHOUT FURTHER INTIMATION.  
LAST DATE FOR SUBMISSION IS :

**B M HIREMANI  
MANAGER/MM**