



**BHARAT HEAVY ELECTRICALS LIMITED**

CORPORATE RESEARCH & DEVELOPMENT DIVISION

VIKASNAGAR, HYDERABAD - 500 093, INDIA

**ENQUIRY**

PHONES: 23774494 (EXCHANGE)

DIRECT: 23882104/23882204/

23778474/23776772

FAX : 91 40 23770698

RD:DP:MPX:F-04

To - Enquiry No: Enq Date: Due Date: Delivery By:  
350790321 24-OCT-07 13-NOV-07

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Pin

Email :

Attn. .

PLEASE SUBMIT YOUR QUOTATION IN SEALED COVER SUPERSCRIBED WITH ENQUIRY NO, ENQUIRY DATE AND DUE DATE SUBJECT TO OUR TERMS AND CONDITIONS ENCLOSED, FOR THE FOLLOWING MATERIALS SO AS TO REACH US ON OR BEFORE THE DUE DATE BY 12 NOON. THE TENDERS WILL BE OPENED AT 2 PM ON THE SAME DAY

PLEASE GIVE REFERENCE OF ENQ NUMBER , ENQ .DATE AND DUE DATE IN ALL YOUR CORRESPONDENCE FOR PROMPT ACTION. IN CASE IF YOU ARE NOT MAKING THE OFFER PLEASE POST A REGRET LETTER AND RETURN THE DOCUMENTS.

SL NO	DESCRIPTION / SPECIFICATION	UNIT	QTY
1	SELF PROPELLED ARTICULATING AERIAL WORK PLATFORM AS PER SPECIFICATION NO. PS_GSG 130	NO	1

Note: Please submit your offer in two parts as per the enclosed annexure "aa" in separate sealed covers as detailed below:

- 1) First cover shall contain the following:
  - A) Technical commercial bid along with compliance statement, mentioning applicable duties, taxes etc., and delivery time clearly, (terms, conditions and compliance form enclosed)
  - B) A copy of the price bid without the prices (unpriced price bid)
- 2) Second cover containing price bid
- 3) If the price bid is found to be different from the unpriced price bid in any way, your offer will be rejected
- 4) Guarantee Certificate : Required
- 5) Manufacturer's Test Certificate : Required

Important: Taxes & duties quoted by you will be taken for cost evaluation and order placement and no change will be entertained later except in the case of changes made by the government. Changes in taxes and duties because of the changes in turnover etc also will be to the supplier's account. In case no tax/duty is included, a self declaration for the exemption may be attached along with the offer.

AS WE ARE ENGAGED IN R&D ACTIVITY "C" FORM  
WILL NOT BE ISSUED

PLEASE FILL UP THE ENCLOSED VENDOR  
REGISTRATION FORM AND SEND IT ALONG WITH  
YOUR QUOTATION. OTHERWISE YOUR QUOTATION  
WILL NOT BE CONSIDERED. (IGNORE THIS IF YOU  
HAVE ALREADY SUBMITTED THIS FORM)

Yours faithfully  
for

BHARAT HEAVY ELECTRICALS LTD

KAKKAR PK  
Sr Manager

Email: pkkakkar@bhelrnd.co.in



**BHARAT HEAVY ELECTRICALS LTD.**  
CORPORATE R&D DIVISION  
VIKAS NAGAR, HYDERABAD-500093 (INDIA)

Enquiry No. :

Date :

dd/ mm/ 2007

**PURCHASE SECTION**

**PHONE:** 0091 40 2377 8474

0091 40 2377 6320 (F)

**Contact:** Mr. P.K. Kakkar

**E-mail:** [pkkakkhar@bhelrnd.co.in](mailto:pkkakkhar@bhelrnd.co.in)

**TECHNICAL SECTION**

**PHONE:** 0091 40 2388 2135

0091 40 2377 3654 (F)

**Contact:** Mr. S. Vinayakumar/ LM

**E-mail:** [svinay@bhelrnd.co.in](mailto:svinay@bhelrnd.co.in)

**Spec. No. : PS6S6 130**

**SPECIFICATION CUM COMPLIANCE CERTIFICATION FOR AERIAL WORKS PLATFORM**

**Important Notes:**

1. Vendor must submit complete information against clause no. 14.0 The offer meeting this clause would only be processed.
2. The offer and all documents enclosed with offer should be in **English language only**.
3. BHEL reserves the right to verify the information submitted by the vendor. **Any information found false / incorrect, the offer shall be rejected.**
4. Vendor shall sign and stamp all sheets

**ADDRESS OF THE SUPPLIER :**

**TELEPHONE NOS.:**

**FAX NOS.:**

**CONTACT PERSON:**

**E-MAIL ADDRESS :**

**ADDRESS OF THE INDIAN AGENTS :**

**TELEPHONE NOS.:**

**FAX NOS.:**

**CONTACT PERSON:**

**E-MAIL ADDRESS :**

**SCOPE:** Supply and commissioning of an electric "AERIAL WORKS PLATFORM" and related accessories, complying with specifications below

**Quantity:** ONE (1)

Serial No.	DESCRIPTION OF REQUIREMENT	DESIRED TECH. SPECIFICATION ( TO BE CONFIRMED BY VENDOR)	OFFERED	DEVIATIONS (IF ANY, ELSE PRINT NONE)	REMARKS
1.0	EQUIPMENT: Self-propelled , Electrical, Aerial Articulating boom works platform and associated accessories.				
1.1	<b>Intended Use:</b> To hoist working personnel to difficult-to-access elevated locations situated over machinery, obstacles etc, particularly for assembly of High Voltage equipment in a high roof Indoor laboratory.				
1.2	The booms shall be basically of articulating type and not telescopic. There can be a telescopic section before the jib, in addition to articulation. <b>Jib facility is essential.</b>	Vendor to confirm			
1.3	The equipment/machine shall be wired to 415 V (AC-50Hz) 3P + 1 N system	Vendor to confirm			

Serial No.	DESCRIPTION OF REQUIREMENT	DESIRED TECH. SPECIFICATION (TO BE CONFIRMED BY VENDOR)	OFFERED	DEVIATIONS (IF ANY, ELSE PRINT NONE)	REMARKS
<b>2.0</b>	<b>SPECIFICATION :</b>				
	<b>2.1 REACH :</b>				
2.1.1	Working Height	11.95 m or higher			
2.1.2	Platform Height	10.0 m or higher			
2.1.3	Horizontal Reach	6.5 m or higher			
2.1.4	Up and Over Height at Platform	4.65 m or higher			
2.1.5	Swing or turntable rotation	355° or higher			
2.1.6	Platform Rotation Hydraulic cw/ccw (-/+ degrees)	170° or more Vendor			
2.1.7	Articulating Jib boom	1.2 m or Longer			
2.1.8	Jib Vertical Range of Articulation	Vendor			
2.1.9	Jib Horizontal range(side to side) movement	180°			
	<b>2.2 DIMENSIONAL :</b>				
2.2.1	Platform: Self levelling with hydraulic position /rotation control,	Vendor to confirm			
2.2.2	Material:	Steel			
2.2.3	Platform Length	1.2 m or higher			
2.2.4	Platform width	0.76 m or higher			
2.2.5	Platform options/provisions: safety harness with lanyards, with AC power, horn, tilt alarm,				
2.2.6	Overall AWP Width	Less than 1.5 m			
2.2.7	Stowed Length	Less than 6.7 m			
2.2.8	Stowed Height	less than 2 m			
2.2.9	Wheel Base	~2 m			
2.2.10	Ground Clearance	0.13 m or more			
2.2.11	Weight of AWP, Kg	Vendor			
2.2.12	Counter weight	Vendor			
2.2.13	Tail swing	<0.1 m			
2.2.14	Lift Capacity	> 225 kg			
	<b>2.3 CHASSIS :</b>				
2.3.1	Drive Speed stowed	4 kmphr or more			
	During operation	0.75 kmph or less			
2.3.2	Gradeability stowed 2 WD or 4 WD	25% or more			
2.3.3	Turning Radius (inside)	Less than 2.15 m			
2.3.4	Tyre size & Type (Solid , non marking tyres preferred)	Vendor			
2.3.5	Material	Steel			

Serial No.	DESCRIPTION OF REQUIREMENT	DESIRED TECH. SPECIFICATION ( TO BE CONFIRMED BY VENDOR)	OFFERED	DEVIATIONS (IF ANY, ELSE PRINT NONE)	REMARKS
<b>2.4</b>	<b>POWER SOURCE :</b>				
2.4.1	Electric system: Deep cycle battery pack & battery charge indicator. Other options acceptable	48 V DC			
	Battery capacity	>300 AH			
	Cell Volts	6V			
2.4.2	Emergency Power 24V DC option	Required			
2.4.3	On board Battery charger suitable for AC run on emergency	Vendor			
2.4.4	Drive:	Dual motor electric			
2.4.5	Brakes:	Spring applied discs			
2.4.6	Hydraulics, Motor / Pump, reservoir	Vendor			
<b>3.0</b>	<b>AMBIENT CONDITIONS &amp; THERMAL STABILITY :</b>				
3.1	Total machine including all supplied items should work trouble free and efficiently under following operating conditions and should give specified performance.	Vendor to confirm			
	Ambient Conditions: Tropical dust laden	5-45 °C			
	Relative Humidity	95% max			
<b>4.0</b>	<b>CONTROLS:</b>	DC, proportional			
4.1	High level Operator console, one hand	Required			
4.2	Ground level parallel set of controls	Required			
<b>5.0</b>	<b>OPTIONAL ACCESSORIES:</b>				
	The vendor shall submit list the optional accessories with technical offer.	Vendor			
<b>6.0</b>	<b>DOCUMENTATION :</b>				
6.1	Three sets of following documents (Hard Copies ) in English should be supplied along with the machine.	Vendor			
6.2	Operating manuals of Aerial Works Platform and related Accessories.	Vendor			
6.3	Detailed Maintenance manual of machine with all drawings of machine assemblies/sub	Vendor			
6.4	Maintenance ,interface and commissioning manuals for Aerial Works Platform.	Vendor			
6.5	Catalogues of all bought out items including drawings where ever applicable.	Vendor			
6.6	Complete Master List of parts used in the machine shall be supplied by the vendor.	Vendor			
6.7	One additional set of all above documentation on CD ROM, where ever applicable				

Serial No.	DESCRIPTION OF REQUIREMENT	DESIRED TECH. SPECIFICATION (TO BE CONFIRMED BY VENDOR)	OFFERED	DEVIATIONS (IF ANY, ELSE PRINT NONE)	REMARKS
<b>7.0</b>	<b>TRAINING:</b>				
7.1	BHEL staff to be trained for acquaintance on operation and maintenance of supplied BHEL equipment <b>at site</b> , persons shall be trained for mutually agreed period in area of use of all AWP features, operating instructions, warnings and precautions, location and functions of control instrumentation, lift capacity, lift stability interlocks, any required maintenance, operating limitations, any unique or potentially hazardous condition which could affect safe operation, supplied Accessories, etc.	Included/ charged			
7.2	Competent English speaking experts shall be <b>deputed</b> by the vendor during the training for satisfactory and effective training of BHEL personnel.	Vendor			
<b>8.0</b>	<b>DEMONSTRATION :</b>				
8.1	Commissioning spares, required for the commissioning of machine within stipulated time shall be brought by supplier on the returnable basis.	Required			
8.2	Charges, if any, duration and terms and conditions for commissioning and demonstration should be furnished in detail separately by the vendor along with the offer. <b>The offers shall be evaluated including commissioning charges.</b>	Required			
8.3	Tests/Activities to be performed by vendor on the machine before dispatch and at the time of commissioning	Required			
8.4	Demonstration of all features of the machine, control system and the accessories	Required			
<b>9.0</b>	<b>SPARES AND SERVICE :</b> Two year trouble free maintenance spares to be supplied along with main equipment. List of back up spares for additional two year shall be provided.	Required			
<b>10.0</b>	<b>SAFETY DEVICES :</b> Equipment has to be provided with suitable safety and protection devices, stability from tipping. Warning light if safety interlock is not secured. It should conform to safety regulations such as OSHA or as applicable. Both upper control on the platform and lower control shall be provided. Upper control must be at easy reach of operator. Lower control must be provided for overriding the upper controls in emergency.				
<b>11.0</b>	<b>PACKING :</b> Rigid packing for all items of complete equipment ,all accessories and other supplied items to avoid any loss / damage in transit. When machine is dispatched in containers, all small lose items shall be suitably packed in boxes.	Vendor to confirm			

Serial No.	DESCRIPTION OF REQUIREMENT	DESIRED TECH. SPECIFICATION ( TO BE CONFIRMED BY VENDOR)	OFFERED	DEVIATIONS (IF ANY, ELSE PRINT NONE)	REMARKS
12.0	<b>GURANTEE :</b> 18 months from date of delivery / 12 months from the date of acceptance of equipment.	Vendor to confirm			
13.0	<b>GENERAL :</b> The vendor must supply the following information along with the offer :	Vendor			
13.1	Machine Model No.	Vendor			
13.2	Total Connected Load (KVA).	Vendor			
13.3	Floor Area Required (Length, width ,height) for complete machine and accessories.	Vendor			
13.4	Painting of Machine / Electric panels.	Vendor			
13.5	Total weight of machine.	Vendor			
13.6	Weight of heaviest part of machine	Vendor			
13.7	Weight of heaviest assembly/ sub-assembly of machine.	Vendor			
13.8	Dimensions of largest part/ sub-assembly/ assembly of machine	Vendor			
13.9	Vendor to supply, along with the offer , reference list of customers where similar machines have been supplied, mentioning broad specifications of supplied machines.	Vendor			
13.10	Detailed catalogue, sketch / photographs of the machine and accessories / attachments should be submitted with the offer	Vendor			
13.11	Others : Low noise, multiple function operation for efficient maneuvering in tight spaces, narrow chassis with stability and automatic traction control and flashing beacon.	Vendor			
13.12	Standards complied ANSI, A92.5, CSA, B354.4, CE, AS 1418.10, Any other (machine not complying to any standard metioned will not be considered)	Vendor to confirm			
14.0	<b>QUALIFICATION REQUIREMENTS :</b> Manufacturers should have supplied at least 25 similar equipments in last 5 years, out of which a few at least in India. Such machines must be working satisfactorily for more than one year after commissioning ( on the date of opening of the tender). A letter of reference shall be attached along with the offer . The following information should be submitted by the vendor about the companies where similar machines have been supplied. This is required from all the vendors for qualification of their offer.	Vendor to confirm			
14.1	Name of the customer / company where similar machine is installed in India	Vendor			
14.2	Month and year of commissioning.	Vendor			
14.3	Application for which machine is supplied (Optional).	Vendor			
14.4	Name and designation of contact person of the customer. (Optional)	Vendor			
14.5	Phone, Fax and e-mail address of contact person of the customer (optional)	Vendor			
14.6	Performance certificate from the customer regarding satisfactory performance of the machine supplied to them in original (optional )	Vendor			
15.0	<b>SERVICING FACILITY :</b> Vendor shall provide proof and details of servicing base facility, spare parts availability, etc. in India/Asia.	Vendor to confirm			



## BHARAT HEAVY ELECTRICALS LIMITED

CORPORATE R&D DIVISION, VIKAS NAGAR, HYDERABAD – 500 093, AP, India

Ph: 0091-40 – 23778474, FAX: 0091-40 – 23770698

### General Terms and Conditions of Enquiry & Contract for the Purchase of Goods/ Services

1. The quotation and any order resulting from this enquiry shall be governed by these General Terms and Conditions of enquiry and contract for the supply of goods and the supplier quoting against this enquiry shall, unless specifically stipulates any different terms or conditions, be deemed to have read and agreed to the same.
2. Sealed quotations in double cover with tenderer's distinctive seal, superscribing enquiry number, date and due date are to be submitted so as to reach on or before due date & time, addressed to **Additional General Manager(MM), Bharat Heavy Electricals Limited, Corporate Research & Development Division, Vikasnagar, Hyderabad, Andhra Pradesh, India – PIN-500 093, India.**

In the case of **Two-part bid**, each inner cover shall clearly be labeled as a) **Technical & Commercial Bid** containing technical data/ drawings/ catalogues/ quality plans along with commercial terms and conditions & copy of the price bid with the price columns left blank (unpriced price bid), b) **Price bid** containing prices quotes. Installation and/or Commissioning charges shall be spelt out in absolutely lucid terms, taking into account total charges, rather than quoting vaguely, such as charges per man-day or charges per engineer per day etc. **If the price bid was found later to be different from the unpriced price bid in any way, the offer will be rejected summarily.**

3. **Tender/ Technical bid Opening:** Unless specified otherwise, tenders/ technical bids will be opened on appointed date and time as mentioned in the enquiry or as communicated changed date/time, if any, in the presence of such of those tenderers who may be present.
4. **Delayed/ Late Tender:** Tenders, which have been posted by registered post through the postal department in time before opening date but received after tender opening, shall be treated as regular tenders. Other tenders received after tender opening time shall be treated as late tenders and normally they may be rejected.
5. The Quotation should be free from overwriting and erasures. Corrections and additions, if any, must be attested. Supplier should indicate in the quotation dimensions (Size), weight, rate etc., in the metric system unless the enquiry calls for different unit.
6. **Validity of Quotation:** All quotations shall be kept open for acceptance for a period of ninety days from the date of opening of Tenders/ Technical bid and this shall be deemed to be an express condition of all quotations. The rate shall be quoted in both figures and in words.
7. In the case of Two-part bid, the vendor should furnish technical clarifications, if any, within stipulated time mentioned, failing which, it will be construed that the vendor is not interested in the tender and BHEL shall not consider the offer for further evaluation.
8. **Revision of Pricebid:** In the event of any bidder, after finalizing the technical specifications and scope of supply, opting to revise and submit their latest price bid, then BHEL reserves the right to open their original / previous price bid also while evaluating revised bid.
9. **Pricebid Opening:** Unless specified otherwise in the enquiry, the Price bids of technically qualified vendors shall be opened with prior intimation in the presence of such of those tenderers who may be present.
10. **Conformity to Specifications:** The material should be of the best quality and shall be conforming to our specification given in our enquiry. Unless otherwise agreed upon by BHEL, no payment shall be due by BHEL in respect of any sample. Offers without details of specifications/ applicable catalogues will not be considered and are liable to be rejected.
11. **Terms of Delivery:** All suppliers shall quote the lowest prices on ex-works and FOB/FCA basis. Foreign suppliers will also indicate their Indian agent's name and address with percentage of agency commission out of the quoted price, if any. Name and Address of the supplier's Bankers address should also be given. Indian suppliers for the indigenously manufactured/ imported stock shall quote on Ex-works /Free-on-Rail/Road /FOR-destination basis, indicating packing & forwarding charges, if any, separately.
12. **Taxes and Duties:** Unless specified otherwise in the enquiry, BHEL do not provide "C" or "D" Form as it is engaged in R&D. All Indian suppliers shall clearly mention Sales Tax/ VAT, Excise Duty, and Service Tax etc, if any, payable in addition to the quoted price and indicate applicable rates/ percentage, item-wise. It will be paid

only if Registration Number under State(TIN)/ Central Sales Tax or Service Tax is specifically mentioned in the Bill/Invoice. Vendors without a Sales Tax/VAT registration and applicable Service Tax registration will not be considered.

13. **Insurance:** Insurance will be arranged by BHEL in case of Ex-Works as well as FOB basis supplies.
14. **Terms of Payment:** Full payment will be made within 30 days after receipt, inspection and acceptance of the material (and where involved, Erection and commissioning of the material/ equipment at BHEL/Destination) by Crossed cheque and no Bank commission charges are admissible. The Cheque will be sent by registered post and BHEL is in no way responsible if loss occurs due to delay by postal authorities and cheques falling into improper hands or through forgery or fraud. Suppliers having RBI-SEFT-enabled accounts can seek payment through Electronic Fund transfer. For foreign suppliers, the preferred payment term will be on Sight Draft basis and bank charges inside India will be to BHEL account and outside India will be to supplier's account.
15. Suppliers shall quote competitive price and best delivery for all the items mentioned in the enquiry. BHEL reserves the right to reject partial quotations and to place order on overall landed cost basis. Correct date of effecting supplies in the event of an order should be indicated in the offer. If the supplier's quoted terms are different from BHEL standard payment terms, interest @10.5% per annum (or as indicated in the enquiry) will be loaded to the quoted prices for difference of payment period.
16. **Packing:** The supplier shall be responsible for the goods being properly and adequately packed so as to prevent any loss, damage or deterioration during transit and indicate packing charges, if any, separately.
17. **Part/ Split Ordering:** BHEL reserves right to Order part of the item/ quantity of the enquiry and split the order among qualified vendors.
18. In case the goods enquired are on Rate Contract basis with any other unit of BHEL, such fact should be clearly indicated in the quotation giving full particulars of Rate Contract number, validity and price and also your willingness to comply with order if placed against such Rate Contract. A true copy of Rate contract signed by the supplier should be sent with the quotation.
19. **Inspection:** On receipt, the goods shall be subjected to inspection and also test, if necessary, and our decision regarding the acceptability of the goods shall be final and binding on the suppliers.
20. **Consequences of Failure To Deliver:** The time stipulated for delivery of goods shall be deemed to be the essence of the contract and delivery must be completed within the stipulated date/s. In the event of supplier's failure to supply the goods by the stipulated date/s, BHEL shall be entitled to levy a penalty of ½% per week for the delayed no of weeks or part thereof for the undelivered portion of PO subject to a maximum of 10% total order value.
21. **Withdrawal from the Contract:** In case the supplier withdraws the quotation after its acceptance by BHEL or fails to supply the goods as per the terms and conditions of contract, or at any time repudiated the contract wholly or in part, BHEL shall be at liberty to cancel the Purchase Order and to recover from the supplier the extra cost and other loss incidental to the breach of contract on the part of the supplier.
22. **Guarantee/ Warranty certificate and Manufacturer's Test report:** Invariably in all cases where it is so stipulated, the supplier should furnish Guarantee/ Warranty certificate valid for a period of 18 months from date of supply or 1 year from the date of receipt, acceptance and commissioning(or more, if provide by oem) whichever earlier and manufacturer's Test report along with the goods, failing which, BHEL shall have the right to reject the goods.
23. All ferrous/ non-ferrous items shall be colour coded as per bureau of Indian standards/ or IS standards/ BHEL Standards.
24. **Recovery of Dues:** BHEL shall recover any amount due from the supplier or any amount outstanding to the credit of the supplier with BHEL R&D unit or any other BHEL unit(s) and/or by legal action.
25. **Arbitration & Forum for Legal Proceedings:** All disputes arising in connection with indigenous/ foreign supplies shall be settled through arbitration held at Hyderabad, AP, India and arbitration shall be appointed by Arbitration Tribunal of the Federation of Andhra Pradesh Chambers of Commerce and Industry, Hyderabad, AP, India. The Courts at Secunderabad/ Hyderabad, AP, India shall have jurisdiction in respect of any suit or other legal proceeding arising from or relating to this contract

The rights and remedies of BHEL stated in these General terms and conditions shall be in addition and supplemental to its rights and remedies under law and custom or usage of trade or business and shall in no way be deemed to limit, curtail, supercede or derogate from its said rights and remedies.





**ANNEXURE “AA**  
**BHARAT HEAVY ELECTRICALS LIMITED**  
**CORPORATE RESEARCH & DEVELOPMENT DIVISION**  
**VIKASNAGAR, HYDERABAD – 500 093. INDIA**

**MATERIALS MANAGEMENT DEPARTMENT**  
**(Information for Technical & Commercial bids with general terms)**

**ENCLOSURE TO ENQ No:**

**DATE:**

- a) Please indicate( \_/ ) for applicable or ( X ) for not applicable against each clause of the enquiry
- b) Vendor shall confirm their compliance for applicable clauses ( \_/ ) in their offer without deviation.

**1) Technical offer:-**

- a) Vendors to confirm compliance to all points of specifications, attached if any. Deviations if any should be specified in the offer.
- b) Vendors shall furnish relevant technical Documents / Catalogues. Drawings and Quality plan duly taking care of Purchase Specification and Quality requirements along with their offer in duplicate for Purchaser’s review / Verification.

**2) Two Part Bid:-**

Vendor shall submit their offer in 2 parts.

**2.1 Technical Bid:-** Containing relevant technical data, drawings, catalogues, Quality Plan etc, along with Commercial Terms and Conditions and a copy of the price bid with the price columns left blank (unpriced price bid). If the price bid was found later to be different from the unpriced price bid in any way, the offer will be rejected.

**2.2 Price Bid:-** Containing the Price(s) quoted. Installation and or commissioning charges shall be spelt out in absolutely lucid terms taking into account the total charges rather than quoting vaguely such as charges as per man day or charges per Engineer per day etc.,

Technical bids will be opened on the due date of the enquiry or any other date fixed by BHEL. Further, vendor should furnish clarifications, if any, required within seven days after the same is sought by Purchaser. If no clarifications/reply received within 7 days, it will be construed that vendor is not interested in the tender and Purchaser will finalise tender accordingly. Price bids received on due date along with technical offers will be recorded and opened subsequently with due intimation to vendors after finalising of technical scope of supply.

These bids shall be submitted in separate sealed covers superscribing the nature of the offer (technical bid or price bid). BHEL Enq No. Due date etc.

**Note: In case of non-compliance with the TWO\_-PART-BID ie.. clause number 2 and subclauses 2.1 and 2.2. Purchaser reserves the right to summarily reject all such offers.**

**3) Delivery:-**

**Vendor shall confirm supply of materials as per the delivery schedule indicated in the enquiry.**

**4) Negotiations:-**

**Vendor shall quote competitive price and best delivery to avoid negotiations.**

**5) Commercial Terms & Conditions:-**

**Terms of Delivery:**

- a) **Vendors shall clearly indicate terms of delivery Viz: Ex-Works/FOR Despatching station/FOR Despatching station FOR Destination/FOB port of loading/FAS Port of loading in their offer. If the terms of delivery is Ex-Works, then vendors shall clearly indicate the following:**
  - 1. Packing and forwarding charges.**
  - 2. Documentation / Handling charges if any**
  - 3. FOB FAS charges (Inland Freight & Insurance charges from vendor works to port of Loading).**
- b) **All Indian Vendors shall clearly specify the Excise Duty in percentage applicable for their supplies. Offers containing expressions such as “Extra as applicable” or “As applicable at the time of Delivery” will be summarily rejected.**
- c) **CST/Local Sales Tax in percentage shall be clearly indicated.**

**6) Validity of Quotation:-**

**Validity of offer should be 90 days after the opening of price bid.**

**7) Part or split ordering:-**

**Purchaser reserves the right to order part of item / quantity of the enquiry.**

**8) For clauses not mentioned in this document see the enclosed “GENERAL TERMS AND CONDITIONS OF ENQUIRY AND CONTRACT FOR THE PURCHASE OF GOODS”**

- 9) In case your terms of payment are different from our standard payment terms, interest at the rate of 10.5% per annum (or BHEL’s standard rate of interest) will be loaded to your prices for the difference of period of payment.**



**BHARAT HEAVY ELECTRICALS LIMITED**  
**CORPORATE R&D Division**  
**Vikasnagar, Hyderabad – 500093, India.**

**Suppliers' compliance statement to basic conditions of enquiry**

**(In case Order to be placed on Indian supplier in Indian currency)**

<b>Condition</b>	<b>BHEL R&amp; D's terms</b>	<b>Supplier's compliance</b> (indicate Yes/No. if 'No', state terms desired)
1) Validity of offer	90 days from the tender opening date	
2) Delivery requirements	Free delivery at our stores or FOR destination (as indicated in the enquiry)	
3)Warranty	Unless specifically mentioned in the enquiry, all supplied items to be provided with warrantee for one year (or more, if provided by the OEM) from the date of acceptance/commissioning. In case of equipment involving erection and commissioning, warrantee shall be for 18 months from the date of dispatch or 12 months from the date of commissioning, whichever is earlier	
4) Terms of payment	Full payment will be made within thirty days after receipt, inspection and acceptance of the material at BHEL R&D (and where involved, erection and commissioning of the material/equipment at BHEL/destination), by Crossed Cheque and no Bank commission charges are admissible.	
5) Taxes & Duties	Unless specifically mentioned in the enquiry, we do not provide 'C' or 'D' form. Supplier to specify rates of taxes and duties element wise and related percentages.	
6) Penalty for late delivery	0.5% per week beyond the delivery date as mentioned in the Purchase order on undelivered portion subject to a maximum of 10% of the total order value	

\* BHEL R&D reserves the right to reject any offer due to non-compliance with the above conditions and/or non-receipt of this form in duly filled condition

\* Any other elements of cost in addition to the above may please be specified in detail

**(Signature and Stamp/Seal of Vendor)**



**BHARAT HEAVY ELECTRICALS LIMITED**  
**CORPORATE R&D Division**  
**Vikasnagar, Hyderabad – 500093.**

**IMPORTED**

**Suppliers' compliance statement to basic conditions of enquiry**

**(In case Order to be placed on the Principal and foreign currency)**

<b>Condition</b>	<b>BHEL R&amp;D's terms</b>	<b>Supplier's compliance</b> <b>(indicate Yes/No. if 'No', state terms desired)</b>
01) Validity of offer	90 days from the tender opening date ( or as per enquiry)	
02) Delivery requirements	FCA – Nearest International Airport (or as indicated in the enquiry)	
03) Warranty	Unless specifically mentioned in the enquiry, all supplied items to be provided with warrantee for one year (or more, if provided by the OEM) from the date of acceptance/ commissioning. In case of equipment involving erection and commissioning, warrantee shall be for 18 months from the date of dispatch or 12 months from the date of commissioning, whichever is earlier	
04) Terms of payment	Sight draft. All bank charges inside India will be to BHEL R&D account and out side India will be to suppliers account. Documents through State Bank of India, HAL Complex, Balanagar, Hyderabad, AP, India-500 042.	
05) Agency commission	Pl specify percentage charges, if any. Indian agency/agent commission will be in Indian Currency only.	
06) Erection/ Commission	As per enquiry	
07) Documentation	As per enquiry	
08) Insurance	BHEL will arrange Insurance based on intimation to our Insurance agency, United India Insurance Co., DO-2, Secunderabad, AP, India.	
09) Penalty for late delivery	0.5% per week beyond the delivery date as mentioned in the Purchase order on undelivered portion subject to a maximum of 10% of the total order value	

\* BHEL R&D reserves the right to reject any offer due to non-compliance with the above conditions and/or non-receipt of this form in duly filled condition

\* Any other elements of cost in addition to the above may please be specified in detail

**(Signature and Stamp/ Seal of Vendor)**



BHARAT HEAVY ELECTRICALS LTD.  
Corp. R&D DIVISION  
VIKAS NAGAR,  
HYDERABAD-500 093 (INDIA)

## VENDOR REGISTRATION FORM

[FORM TO BE SUBMITTED\* BY THE BIDDER ALONG WITH TECHNICAL-BID]

Before filling please refer to instructions on page-4

### 1.0 VENDOR PROFILE:

1.1 & 1.2 Name and address of the vender:

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Phone Nos.:

Fax No.:

Email:

1.4 Local representative of the vender in India/ Hyderabad:

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Phone Nos.:

Fax No.:

Email:

Contact person:

Mobile No.:

2.0 & 2.1 Type of Organisation:

PROPRIETORSHIP	COMPANY	SISTER CONCERN	ANY OTHER (Please specify)
PARTNERSHIP	CORPORATION	Small Scale Industry	

3.0 Annual Turn Over:

Name and address of the Banker:

Sr.No.	Bank	Address

4.0 REGISTRATION PARTICULARS

4.1 IT Permanent Account No.(PAN):

4.2 & 4.3 State and central sales tax Registration No.:

4.4 ED/ Service Tax Registration No.:

PF Account No.:

Labour Licence No.:

ESI Account No.:

5.2 Contact person:

Mobile No. :

5.3 Total Number of employees:

Graduates (Engr./Scientists/Mgmt/Fin.)	Consultants	Workers		
		Sup./Skilled	Semiskilled	Unskilled

6.0 Wish to register for supplies/ services other than one bidding for :

<u>Sr.No.</u>	<u>Service/Supplies</u>	<u>Capacity</u>
<u>1</u>		
<u>2</u>		
<u>3</u>		
<u>4</u>		
<u>5</u>		
<u>6</u>		
<u>7</u>		

6.1 Reference list :

(Only recognized public and private sector companies, attach if printed copy available)

<u>Sr.No.</u>	<u>Customer</u>	<u>Volume / Year</u>
<u>1</u>		
<u>2</u>		
<u>3</u>		
<u>4</u>		
<u>5</u>		
<u>6</u>		
<u>7</u>		

7.0 & 8.0 Infrastructure / facilities :

<u>Sr.No.</u>	<u>Facility (with specifications)</u>	<u>Age/ Year procured</u>
<u>1</u>		
<u>2</u>		
<u>3</u>		
<u>4</u>		
<u>5</u>		
<u>6</u>		
<u>7</u>		
<u>8</u>		
<u>9</u>		
<u>10</u>		

9.0 Registration with other BHEL Unit/Units:

<u>Sr.No.</u>	<u>9.1.1 Unit</u>	<u>9.1.2 Registration No.</u>
<u>1</u>		
<u>2</u>		
<u>3</u>		
<u>4</u>		

Any Other information :

Declaration:

The information furnished above is true and authentic.

**(CEO / Proprietor)**

**SEAL:**

**Date:**

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The competent authority reserves the right to accept or reject the registration. Registered vendors will be informed by mail / email, as convenient. Contact Sr.DGM (MM) for clarification/ additional information on registration.  
A separate communication will be sent to you in case of non-registration, citing reasons thereof.

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### **Instructions**

1. Answer all items, use NA for items not applicable.
2. BHEL units do not require this registration.
3. Submit the form in duplicate.
4. Use additional sheets for want of space if required.
5. Attach copies of latest documents in respect of items 4.0 (Registration no.s)
6. Photographs of registered office and the chief executive/proprietor shall be furnished.
7. Use A4 sheets for this document and the enclosures.

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\* REGISTERED BIDDERS, HAVING BHEL (R&D) REGISTRATION NO./ HAVE SUBMITTED THIS FORMAT EARLIER, NEED NOT FURNISH THIS INFORMATION SECOND TIME (UNLESS DESIRE TO UPDATE IT).





**BHEL CORPORATE R & D**  
**VIKAS NAGAR- HYDERABAD - 500 093**  
**ANDHRA PRADESH – INDIA**  
**SUPPLIER REGISTRATION FORM**

(FOREIGN SUPPLIER)

ALL COLUMNS SHOULD BE PROPERLY FILLED IN THE SPACE PROVIDED FOR. WHEREVER IT IS NOT APPLICABLE PLEASE WRITE “NOT APPLICABLE”. INCOMPLETE OR INCORRECT FORMS MAY NOT BE CONSIDERED.

**1.0 GENERAL INFORMATION:**

1.1....NAME OF COMPANY

1.2....DETAILS OF HEAD OFFICE:

ADDRESS :  
TELEPHONE :  
FAX :  
.EMAIL :  
.WEB SITE :

1.3....DETAILS OF FACTORY/WORKS:

ADDRESS :  
TELEPHONE :  
FAX :  
.EMAIL :  
.WEB SITE :

1.4....DETAILS OF MARKETING AGENT

ADDRESS :  
TELEPHONE :  
.FAX :  
.EMAIL :  
.WEB SITE :

1.5 CHIEF EXECUTIVE

NOTE: PLEASE ATTACH SEPARATE SHEETS, IF SPACE FOUND IS INADEQUATE

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AUTHORISED SIGNATORY

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**BHEL CORPORATE R & D**  
**VIKAS NAGAR – HYDERABAD – 500 093**  
**ANDHRA PRADESH – INDIA**

**SUPPLIER REGISTRATION FORM**

(FOREIGN SUPPLIER)

- 1.6 CONTACT PERSON(S)  
FOR PRODUCT OFFERED  
NAME(S)  
OFFICIAL CAPACITY  
ADDRESS:  
TELEPHONE  
FAX  
E-MAIL
- 1.7 YEAR OF ESTABLISHMENT
- 1.8 PRODUCTION CAPACITY PER ANNUM
- 1.9 PARTICULARS OF PRODUCT INCLUDING  
SPECIFICATION AND RANGE OFFERED  
FOR REGISTRATION  
( ATTACH BROUCHERS AND CATALOGUE)
- 1.10 NAME(S) OF BANKERS
- 1.11 BANKER’S CERTIFICATE
- 1.12 PORT OF LOADING
- 1.13 NEAREST AIRPORT
- 1.14 NAME OF THE INDIAN AGENT, IF ANY  
WITH AUTHORISATION LETTER
- 1.15 ANY OTHER INFORMATION:

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AUTHORISED SIGNATORY

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**BHEL CORPORATE R & D**  
**VIKAS NAGAR – HYDERABAD – 500 093**  
**ANDHRA PRADESH – INDIA**

**SUPPLIER REGISTRATION FORM**

(FOREIGN SUPPLIER)

**2.0 FINANCIAL INFORMATION**

2.1...TOTAL CAPACITY

2.2...ANNUAL TURN OVER FOR LAST 3 YEARS

2.3...WHEHER CREDIT LICENSE ACCEPTABLE      YES/NO

**3.0    QUALITY MANAGEMENT SYSTEMS**  
**ENCLOSED FORMAT PART-B**

3.1    EXPERIENCE LIST FOR SAME/SIMILAR ITEMS  
TO BE ENCLOSED

**4.0.....FUTURE EXPANSION PLANS:**  
(GIVE DETAILS)

**5.0    LIST OF ENCLOSURES:**  
INCLUDING BROUCHERS, CATALOGUES, TECHNICAL  
LITERATURE etc...

**6.0    ANY OTHER INFORMATION**

SIGNATURE OF SUPPLIER  
NAME  
DESIGNATION  
DATE  
.....OFFICIAL SEAL

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AUTHORISED SIGNATORY

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