



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
Bharat Heavy Electricals Limited  
Corporate Strategic Management

RFP Ref No. : BHEL/AA/CSM/70/OS Dated 20<sup>th</sup> September 2023

Name of Work : Engagement of business consultant for Organisation Restructuring

Corrigendum No : 1 Dated 7<sup>th</sup> October 2023

Title : Clarifications to the prospective bidders on pre-bid queries

The terms and conditions of the RFP reference cited above are modified / clarified to the extent indicated below under the column "BHEL's Response". All other terms and conditions of the RFP read in conjunction with this corrigendum shall remain unaltered.

Sl. No	Query Reference	BHEL's Response
1.	Clause 1, Invitation of Bid (regarding extension of due date for submission)	Revised Due date for submission: On or before 19 <sup>th</sup> October 2023 1430 hrs IST. Revised Date & time of opening of Part-A unpriced Bid: 19 <sup>th</sup> October 2023 1530 hrs IST at BHEL House, Siri Fort, New Delhi or as informed on tender portal.
2.	Clause 2.18, Award of contract (regarding submission timeline of performance guarantee)	RFP conditions shall prevail.
3.	Clause 3.3.1, Scope of work, Phase 1 (regarding all aspects of Phase-1 to be done upto HoD level)	RFP conditions shall prevail.
4.	Clause 3.3.1, Phase 1, Stage-1, Sl. no. (c) (regarding identification of challenges in IT platforms and digital systems)	Existing RFP clause stands modified as: 'Identify challenges in the operating model across projects and products, including IT platforms and digital systems for critical top 50 business decisions, as mentioned in stage-2, sl. no. (d)'.
5.	Clause 3.3.1, Phase 1, Stage 2, Sl. no. (d) (regarding critical top 50 business decisions)	The critical top 50 business decisions to be worked out by the consultant as a part of scope of work.
6.	Clause 3.3.1, Phase 1, Stage-3 (regarding multiple travel of consultant to BHEL	'Team members from the consulting firm may have to visit at least 2 (two) manufacturing units, 1 (one) project site and 1 (one) power sector region head quarter for the formulation of the detailed roadmap.



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	units/project sites, requirement of technology and charter of initiatives)	Procurement cost of any software and its implementation shall not be in consultant's scope'. Regarding creation of full charter of initiatives, RFP conditions shall prevail.																														
7.	Clause 3.3.2, Deliverable (regarding addition to deliverables)	'Subsequent additions to the deliverables related to the scope of work may be done by BHEL whenever required, based on mutual agreement with the consulting firm'.																														
8.	Clause 3.3.2-Deliverables, Notes (f) (regarding change in timelines for acceptance of deliverables and final report)	Timelines as mentioned in the RFP shall prevail. The following is added further to the existing clause: 'Consequent to the acceptance by BHEL, the date of submission of the report/revised report shall be treated as the completion date for that particular deliverable'																														
9.	Clause 4.2.1, Techno-commercial evaluation criteria at D1 (regarding exclusion list of industries)	Excluded industries shall be: 'excluding pharmaceuticals, food processing, automobiles & auto ancillaries, mining, FMCG'.																														
10.	Clause 4.2.1, Techno-commercial evaluation criteria at C2 (regarding Project Manager's experience)	The scale/scheme of marking to be modified by adding: In case no bidder submits 10 or more qualified projects, the bidder with highest no. of qualified projects (N1) to be awarded 10 marks. Marks for other bidders (M) to be calculated as: $M=10 \times N/N1$ ; where N= no. of qualified projects of respective bidders.																														
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11.	Clause 4.2.1, Techno-commercial evaluation criteria, sl. no. (xiv) (regarding deployment of proposed team)	RFP conditions shall prevail.																														
12.	Clause 4.1 (b) (regarding submission of documents)	The bidder to provide all documents with regards to experience of the consulting firm. If bound by confidentiality clause, name of customer/client and work order reference may be sanitised. However,																														

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		<p>the bidder to provide sanitised client description, broad level scope, start date, completion date, order value threshold/band, as per the marking criteria, for evaluation by BHEL. Further, it shall be the responsibility of the bidder to arrange the interactions with such customers/clients as desired &amp; selected by BHEL to verify the credentials.</p> <p>With regards to completion certificate, MD certificate duly certified by CA shall be acceptable as a substitute for completion certificate, in case completion certificate cannot be provided by the bidder.</p> <p>Email acknowledgement from client/final invoice endorsed by client shall not be accepted as a substitute for completion certificate.</p> <p>Proposal letter counter signed by the customer/client shall be accepted as a substitute for work order.</p> <p>With regards to letter of Comfort (Annexure-9), RFP conditions shall prevail.</p> <p>The bidder would be called for technical presentation at a notice of minimum of 3 working days.</p>
13.	Clause 4.2. Evaluation of Techno Commercial bid, sl. no. (ix) (regarding minimum notice time for technical presentation)	Phase-2 is optional and the scope of work for Phase-2 is indicative. The specific scope and deliverables will be mutually agreed by BHEL and the consulting firm prior to the award of work for Phase-2.
14.	Clause 3.3.1, Phase-2 (regarding queries pertaining to Phase-2)	RFP conditions shall prevail.
15.	Clause 5.5, 5.12, 5.17, 5.18, 5.19, 5.22, 5.23, 5.24 (pertaining to General Conditions of the Contract)	Not accepted in RFP.
16.	Addition of new clauses on penalties and remuneration	Bank guarantee (as per Annexure-21) to be furnished by the successful consulting firm only. Annexure-21 finds mention in the checklist (Annexure-1) for confirmation of the text on bank guarantee.
17.	Clause 6.1, Security Deposit (regarding submission of Bank Guarantee)	The bidder to provide all documents with regards to experience of the consulting firm. If bound by confidentiality clause, name of customer/client and work order reference may be sanitised. However,
18.	Annexure 11, 12,13,14,15,16,17 (regarding providing customer details)	

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19.	Annexure 21, Bank Guarantee (regarding change in conditions)	RFP conditions shall prevail.

*Ravi Singh*  
07/10/2023

Ravi Prakash Singh  
DGM, Corporate Strategic Management