



**BHEL- ISG - BANGALORE**  
**PRE- QUALIFICATION REQUIREMENT FOR BIDDERS (Rev.00)**

Tender/ Enquiry ref: 77/22/6055/LSY dated 24-06-2022  
Item/ Work Description: Ash Handling Plant Main Package-2  
Project: 5X800MW Yadadri TPS, Nalgonda Dist, Telangana State  
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**01.00.00 TECHNICAL CRITERIA:**

The bid is open for participation to those bidders who satisfy the following Technical requirements:-

**01.01.01 The bidder should have executed at least one (1) number Ash Handling Plant (AHP) in India/abroad for a thermal power station using sea water / plain water involving design, engineering, manufacture / procurement, supply, erection & commissioning (or supervision of erection & commissioning) comprising the following systems which should be in successful operation for at least (1) year as on date of submission of the bid:**

a. Bottom ash handling system comprising jet pump system in conjunction with water impounded bottom ash hopper designed for minimum 50 TPH (on dry ash basis) capacity or more for pulverized coal fired boilers.

AND

b. First stage fly ash handling system for conveying fly ash from ESP hoppers to Intermediate Surge Hopper (ISH) by vacuum conveying system designed for minimum 30 TPH capacity (dry ash basis) per stream.

AND

c. Second stage fly ash handling system for conveying fly ash from Intermediate Surge Hopper (ISH) to Fly ash silos by pressure conveying system designed for minimum 20 TPH capacity (dry ash basis) per line for a distance not less than 500 mtrs.

AND

d. High Concentration Ash Slurry Disposal (HCSD) System for minimum 40 TPH capacity (dry ash basis) per line.

The above Clauses 01.01.01 (a), (b), (c) and (d) can be in one single plant or in a combination of plants.

**01.01.02 Bidder who is a supplier of bulk material handling system but does not meet the requirements under clause 01.01.01 above in part or in full can also participate provided he has executed at least the following systems design, engineering, manufacture, supply, erection & commissioning (or supervision of erection & commissioning):**

a. Fly Ash Handling System for conveying Fly Ash from ESPs in dry form (vacuum conveying or pressure conveying system) or in wet slurry mode.

OR

b. Bulk material handling system, comprising of belt conveyors having a minimum design capacity of 800 TPH



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The systems mentioned at 01.01.02 (a) or (b) above should be in successful operation in at least two (2) plants for at least two (2) years as on date of submission of bid and should have been installed for pulverized coal fired boiler units in India/abroad generating not less than 40 TPH of Ash per boiler.

AND

Collaborate(s)/Associate(s) with party (ies) who meet(s) either the total requirement under 01.01.01 (a), (b) and (c) above or any of the above requirements under 01.01.01 (a), (b) and (c), which the bidder himself is not able to meet.

In such a case, the Bidder shall be required to furnish consortium agreement jointly executed by the Bidder and the collaborator(s) / Associate(s) and each executant, shall be jointly and severally liable to employer for successful performance of the relevant system, as per the format (Annexure- A) enclosed along with bid. The collaboration agreement should be submitted along with the bid. In such a case, each Collaborator / Associate shall be required to furnish a bank guarantee at the time of placement of order as follows:

- i. INR 10 Lakh (Rupees Ten Lakh) for Collaborator/ Associate for Jet pumping system
- ii. INR 25 Lakh (Rupees Twenty Five Lakh) for Collaborator/ Associate for Vacuum conveying system
- iii. INR 25 Lakh (Rupees Twenty Five Lakh) for Collaborator/ Associate for Pressure Transportation system

AND

Collaborate(s)/Associate(s) with party who meets the requirement under 01.01.01 (d) above which the bidder himself is not able to meet.

In such a case, the Bidder shall be required to furnish Agreement of Support jointly executed by the Bidder and the collaborator / Associate for successful performance of the HCSD system as per the format (Annexure-B) enclosed along with bid. The Agreement of Support should be submitted along with the bid.

In case bidder collaborates / associates for more than one system with a party, then the Collaborators / Associate shall be required to furnish a bank guarantee for an amount arrived at by adding up the amounts for the relevant systems as above.

01.01.03 The activity of design and engineering under 01.01.01 (a), (b) and (c) should have been carried out by the bidder and not through any external design agency/agencies. The activity of design and engineering under 01.01.01 (d) should have been carried out by the bidder or through any external design agency having experience for HCSD system.

For design and engineering activity referred under paras 01.01.02 the activity should have been carried out by either the bidder or through design agency/agencies having experience for reference systems. In case of collaborator(s)/associate(s) meeting the balance part of total requirement under clause 01.01.01 (a), (b), (c) and (d) the activity of design and engineering for the reference systems should have been carried out by them.

Bidders qualifying under SI No. 01.01.02 and collaborating/associating with party(s) meeting total/balance part of 01.01.01 (a), (b), (c) and (d) shall follow the following for supply and manufacturing of equipment. Bidder shall manufacture from their manufacturing setup based on collaborator(s)/associate(s) drawing for the clause which bidder himself is not meeting the requirement but the collaborator(s)/associate(s) is meeting the requirement, then the collaborator(s)/associate(s) shall approve bidder's manufacturing facilities and manufacturing quality standards. Also after the manufacture of the items, the product shall be inspected by the respective collaborator(s)/associate(s) and furnish certificate of conformance (COC) for the product.

Also, BHEL/Customer shall approve manufacturing facilities of the equipment of the vendor's self-manufacturing items incase the items are being manufactured by bidder as per collaborator(s)/associate(s) design and manufacturing drawing.



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Bidder shall submit the following documents along with bid for pre-qualification requirement. Non-submission of below mentioned documents along with bid is liable for rejection. Hence all bidder(s) shall adhere to submission of following documents for meeting Pre-qualification requirement.

- a. List of experience for the system described above.
- b. Manufacturing facilities, equipment, manpower details duly signed by bidder shall be furnished.
- c. Bidder shall provide documentary evidence in support of his claim for having experience in design, manufacture, testing and supply, E&C, performance of AHP meeting the requirements mentioned in sl. Nos. 01.01.01 or 01.01.02 for Ash Handling Plants which are in operation as on date of submission of the bid. Following documentary evidence (as given below) for supply of items as mentioned in clause no. 01.01.01 or 01.01.02 shall be submitted along with bid:
- d. Letter of Award (Purchase order copies).
- e. End customer's address and contact details (ph.no, emails) to be furnished.
- f. Performance Certificate from Customer.
- g. If the bidder is a foreign party, he shall make a collaboration/ consortium agreement with an Indian agency for erection and commissioning at site. Such bidders shall submit collaboration/ consortium agreement as per enclosed Annexure-A enclosed.

**FORMAT to be filled by Bidder(s):**

Sl. No	Name of the Project	Brief Scope of the work	Order Ref. No & Date	Date of Completion As per P.O.	Remarks

**B. Pre-Qualification Requirement: (Financial)**

- 1 The bidder shall have Rs 50 crore or more as Average annual financial turnover during any the three consecutive Financial Years (FYs) from the immediately preceding four FYs as of 31st Mar2021, (Example: FY to be considered shall be 2017-18, 2018-19 & 2019-20 OR 2018-19 & 2019-20 & 2020-21)
- 2 The Bidder shall also have annual financial turnover not less than Rs 100 Crore (Rupees One Hundred Crores Only), in any one of the three years in the consecutive three years considered as under clause B-1 stated above.
- 3 Bidder should submit financial accounts (audited, if applicable comprising of Audit report, Balance Sheet, Profit & Loss A/c Statement for FY 2017-18, 2018-19 & 2019-20 OR 2018-2019,2019-2020 & 2020-2021. If financial statements are not required to be audited statutorily, then instead of audited financial statements, financial statements are required to be certified by registered Chartered Accountant/Statutory Auditor for Companies.
- 4 Other Income shall not be considered for arriving at Annual Turnover/Sales.
- 5 Financial pre-qualification of the foreign bidder (other than Indian bidders) may also be evaluated on the basis of the report from a reputed third party business rating agency like Dun & Bradstreet, Credit reform etc. The foreign bidder is to submit the report from reputed third party. All Foreign language documents either shall be translated to English language by a certified agency or translated verification by an authorized agency. Credit rating certificate also shall be furnished for financial credibility of the organization.



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- 6 For PQ evaluation of foreign bidder, exchange rate (TT selling rate of SBI) as on scheduled date of the tender opening (Part-1 bid in case of two part bid) shall be considered.
- 7 Bidder may collaborate/tie up in any legal form with other parties. Minimum eligibility criteria for financial capability has to be complied with either by a bidding Company or by a lead Consortium Member or any one of the member of a bidding Consortium.

7.1. Offers of the JV companies/ Joint Bidders/ bidders having collaboration agreement/MOUs shall be evaluated as follows:

7.1a. If bidder happens to be the Joint Venture Company, then the credentials of any/both of JV partners can be also considered for meeting PQR.

7.1b If bidder happens to bid jointly with their partner, then credentials of the partners will be considered for meeting Financial PQR , proportionate to the scope of work / stake in the Partnership .

7.1.c. If bidder happens to be the having valid collaboration agreement/ MOU with some other company, then the credentials of collaborator/ MOU partner can also be considered for meeting PQR proportionate to the scope of work / stake in the consortium. In all such cases, lead bidder as specified in bid documents shall be responsible for overall execution of the contract and all guarantee/ warranty.

7.1 d. If bidder happens to be an Indian subsidiaries of foreign OEM, then the credentials of the foreign OEM can also be considered for meeting PQR.

7.2 The members of bidding Consortium should have entered into a Memorandum of Association ("MOA") between themselves. One of the members of Consortium, holding at least 51% of the equity / ownership stake shall be authorized and nominated as the 'Lead member' ("Lead Member") to act and represent all the members of the Consortium for bidding and implementation of the, Project.

7.3 Consortium Member whose financial capacity will be evaluated for the purposes of award of the Project shall hold at least 26% (twenty six per cent) stake in consortium.

7.4 A Bidder or a member of a Consortium can be a member in only one Consortium. If a Bidder / member participates in more than one Bid for the same site / space, all Bids of which it is a part shall be summarily rejected.

7.5 All members of the Consortium shall be jointly and severally liable for the execution of the Project as per NIT terms.

7.6 Replacement of the Lead Member shall not be allowed at any time during the execution of the contract.

7.7. Bidder to note that the arrangement of bidding (joint bid partners/ collaborator/ MOU partner) once offered to BHEL as a part of bidding documents cannot be changed till the execution of the project.

8. Consideration of offer shall be subject to customer's approval of bidders.

**A. Important Notes:**

1. The word "executed" means bidder should have achieved the criteria specified in the above QR even if the total contract is not completed/closed.
2. BHEL will provide format for Bank guarantee to the successful bidder.
3. Bidder has to submit all credentials/ details, required by the customer for seeking approval of customer. In case customer does not approve the credentials of the bidder, the bidder's offer will be rejected.



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4. **Bidder shall submit the point wise confirmation to the PQR clauses, properly indexed along with the offer.**
5. For foreign bidder(s), there shall be an authorized representative in India on behalf of the System supplier for single point communication with BHEL for submission of bid/attending bid queries/ bid clarifications, follow up, submission of engineering information in time, dispatches for smooth execution of contract.
6. BHEL reserves the right to assess the capabilities and capacity of the Bidder to perform the contract, should the circumstances warrant such assessment in the overall interest of the Employer.
7. Canvassing i.e. soliciting favor, seeking advantage etc. in any form is strictly prohibited and any bidder found to have engaged in canvassing shall be liable to have his bid rejected summarily.
8. BHEL reserves the right to:
  - 8.1 Accept or reject any bid received at its discretion without assigning any reasons whatsoever.
  - 8.2 May ask for further qualification during techno commercial scrutiny of bids received and bidder will comply.
  - 8.3 Evaluation of bidder at their works.
9. After technical evaluation of the bidder's offer, the bidder shall be subjected to approval by Customer / Customer's consultant. The bidder who is not approved by customer/ customer's consultant will not be considered and their sealed bid price shall not be opened.
10. In respect to PQR qualification, Bidder is required to note and consider latest notifications/Orders issued by Govt. of India on or before due date of bid submission subjected to approval by BHEL.