



## BHARAT HEAVY ELECTRICALS LIMITED

BHEL House, Siri Fort, New Delhi-110049

Ph.: 011-66337128, Fax:011-66337130, e.mail: [udairaj@bhel.in](mailto:udairaj@bhel.in), web:www.bhel.com

### NOTICE INVITING TENDER

Sealed tenders are invited for '**Rate Contract with two Financial Institutions for in-parallel appraisal of Capital Investment Proposals of BHEL**'. The Tender Enquiry can be downloaded from BHEL website <http://www.bhel.com>, where it has been hosted as Tender Enquiry No.: AA/CMT&IP/FIs/2013-15 Dtd.: 15.06.2013. Due date of submission of offers is on or before 10.07.2013 at 14.30 Hrs.

All corrigenda, addenda, amendments, time extension, clarifications, etc. to the tender will be hosted on BHEL web-site only. Bidders should regularly visit web-site to keep themselves updated.

Dy.Manager (CMT&IP)  
Corporate Office, BHEL, New Delhi



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### Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL

Tender Enquiry No.: AA/CMT&IP/FIs/2013-15

- 1.0 Sealed tenders are invited for Rate Contract with two Financial Institutions for in-parallel appraisal of Capital Investment Proposals of BHEL

Schedule of Tender	Date & Time of Tender Submission & Opening	Place of Tender Submission & Opening
Submission of Tender	On or before 10.07.2013 at 14.30 Hrs.	CMT&IP Department, Ground Floor, BHEL House, Siri Fort, New Delhi Pin – 110049
Opening of Pre-Qualification Bid (PART-I)	On 10.07.2013 at 15.00 Hrs.	
Opening of Techno-commercial Bid (PART-II & Price Blank copy of PART-III)	Shall be informed later to Pre-qualified bidders	
Opening of Price-Bid (PART-III) or Reverse Auction with Techno-commercially accepted bidders	Shall be informed later to Techno-commercial qualified bidders	

- 2.0 As a continuous process BHEL has been modernising / augmenting its infrastructure and manufacturing facilities for enhancing the competitiveness of its products and services. In this context, number of capital investment proposals have been made & implemented. Further, many more capital investment proposals are under evaluation for the products being manufactured by its various manufacturing plants at Bhopal, Haridwar, Hyderabad, Trichy, Bangalore, Ranipet, Jhansi etc. These investments besides modernization are also aimed for other improvements by way of reduction in manufacturing cycle time, cost reduction, quality improvement. These capital investment proposals are being evaluated as per a well laid down internal appraisal system.

BHEL is looking for assistance in refining & evaluation of the high value capital investment proposals by way of appraisal including financial viability analysis, technical & commercial analysis, market potential etc. by two Financial Institutions / external agencies also in-parallel. In this context, BHEL would like to avail the services of your organization for appraisal of capital investment proposal formulated in-house for modernization, capacity augmentation and establishment of green-field manufacturing plants for major products (Background about BHEL & Capital Investment Proposal appraisal given at PART-II of tender document and informations required from Financial Institution / external agencies is given at Annexure –I of PART-II).

### 3.0 SCOPE OF WORK:

The scope of work for appraisal of BHEL capital investment proposal / scheme will be as follows:

- Technical and financial appraisal of capital investment proposal / scheme, suggestions for improvements and evaluation of projects by alternative methods.
- Economic Analysis, Sensitivity Analysis, Risk Analysis & Linkage thereof wherever necessary.
- Market analysis including observations on total (Indian & Global) market and market share taken in the capital investment proposal / scheme.
- Any other specific points raised / required for proper assessment of the particular capital investment proposal / scheme.

4.0 The Tender documents may be obtained from the office address given below, by submitting an application. Bidders may also download the tender documents from the web-site of BHEL ([www.bhel.com](http://www.bhel.com)) or on the CPP portal at [www.eprocure.gov.in](http://www.eprocure.gov.in) and use the documents for submission of tender.

All updates on the important dates, Amendments, Correspondences, Corrigenda, Clarifications, changes, Errata, Modifications, Revisions, etc. to Tender Specifications / conditions will be hosted on BHEL web-site only ([www.bhel.com](http://www.bhel.com) – Tender Notifications - View Corrigendums) **and not in the newspapers**. Bidders should regularly visit web-site to keep themselves updated with all such information.

Tender should be free from **Correction and Erasures**. Corrections, if any, must be attested.

All amounts shall be indicated both in words as well as in figures. Where there is difference between amount quoted in words and figures, amount quoted in words shall prevail.

Tenders should be filled in English only.

5.0 Your best offer for the above requirement, in line with our terms and conditions, should either be delivered in-person or sent by Courier / Registered Post / Speed Post, to the official inviting tender at address given below. It shall be the responsibility of the bidder to ensure that the offer is complete in all respects and delivered on or before the **due date** i.e. **by 14.30 Hrs. on 10.07.2013**.

BHEL will not take any responsibility for delay / loss of documents or correspondence sent by in-person / courier / post.

6.0 All the pages of tender document duly filled-in including all Annexures / supporting documents should be signed and stamped by the authorized signatory of the bidder and enclosed with the bid.

Offers should be kept in **three** separate sealed envelopes.

The envelopes should contain information as per following:

**First envelope: PART-I :: Pre-Qualification Bid**

**Second envelope: PART-II :: Techno-commercial Bid** (i.e. Annexure-I, II, III, IV, V) & **Price Blank copy (Un-priced) of Price-Bid** (PART-III)

**Third envelope: PART-III :: Price-Bid**

All three respective envelopes should be marked as PART-I, PART-II & PART-III indicating Tender Enquiry No., bid subject, contents, bid submission & opening date, name of the bidder etc.

All three envelopes shall then be put in a bigger sealed envelope. The tender enquiry no., due date of opening, bid subject, name of the bidder etc. must be clearly mentioned on top of the big envelope.

The official address for submission of tender & correspondence:

Dy.Manager (CMT&IP)  
Corporate Office, BHEL  
Siri Fort, New Delhi – 110 049

E.mail : [udairaj@bhel.in](mailto:udairaj@bhel.in)  
Phone No.: 011-66337128  
Fax No. : 011-66337130

- 7.0 Tenders should be free from **CORRECTION AND ERASURES**, Corrections if any, must be attested. All amounts shall be indicated both in words as well as in figures. Where there is difference between amount quoted in words and figures, amount quoted in words shall prevail.
- 8.0 Clarifications w.r.t. scope of work, terms & conditions, if any, can be sought from the officer to whom the tender is to be submitted. The clarifications may be sought up to one day before due date of the tender submission. BHEL shall not be responsible for receipt of queries after due date of seeking clarification due to postal delay or any other delays. Any clarification / query received after last date for seeking clarification may not be normally entertained by BHEL and no time extension shall be given.
- 9.0 OPENING OF BIDS
- 9.1 The Pre-Qualification Bid (PART-I) shall be opened on the same day of bid submission i.e. on **10.07.2013** at **15.00 Hrs.** in the presence of authorized representatives of the bidders, who may like to be present.
- 9.2 The Techno-commercial bid (PART-II) shall be opened of those bidders only who will qualify the Pre-Qualification criteria (PART-I). The Techno-commercial bids (PART-II) shall be opened in the presence of authorized representatives of the bidders, who may like to be present.

9.3 After ensuring completeness of the Techno-commercial bid (PART-II), Price-Bid (PART-III) of the Techno-commercial acceptable bidders shall be opened in the presence of authorized representatives of the bidders, who may like to be present. "BHEL reserves the right to go for **Reverse Auction** (on-line bidding on Internet) instead of opening the submitted Price-Bid (PART-III). The decision for going in for Reverse Auction or Price Bid opening shall be taken after Techno-commercial evaluation". Bidders are requested to confirm their acceptance for BHEL proceeding through RA route for finalization of the enquiry. Any bidder who does not accept to participate in Reverse Auction shall be liable for rejection.

Date and time of opening of Techno-commercial bid (PART-II) and Price-Bid (PART-III) / Reverse Auction will be intimated to acceptable bidders at least one day prior to date of bid opening.

10.0 Standard pre-printed terms & conditions of bidders shall not be considered valid.

11.0 Tenders submitted after the due date and time shall be liable for rejection.

12.0 All correspondences shall be addressed to the contact address given above.

13.0 Following documents are enclosed with the tender enquiry:

13.1 PRE-QUALIFICATION BID (PART – I)

13.2 TECHNO-COMMERCIAL BID (PART-II)

Background of BHEL & appraisal of capital investment proposals

Annexure – I: Information required from Bidders

Annexure – II: Terms & Conditions of Tender

Annexure – III: Acceptance / Deviation Certificate

Annexure– IV: Declaration on Banning / De-Listing

Annexure– V: Declaration on Non-Disclosure

Annexure– VI: About Reverse Auction

13.3 PRICE-BID (PART-III)



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### Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL

Tender Enquiry No.: AA/CMT&IP/FIs/2013-15

#### PART – I

#### PRE-QUALIFICATION BID

The bidder must qualify following pre-qualification requirements:

Sl. No.	Pre - Qualification Requirements	Supporting documents to be submitted by bidder for Pre-Qualification
1.0	<p>The bidder must have successfully carried out Appraisals for at least two capital investment projects involving plant &amp; machinery and civil works within period of last two years.</p> <p>The date of completion of both Appraisals should be after 01.04.2011.</p> <p>The estimated cost of each capital investment project should be Rs. 50 Crores or more.</p>	<ol style="list-style-type: none"> <li>Copy of Work Order / Purchase Order / Contract Agreement.</li> <li>Documents to establish credentials of following details:               <ol style="list-style-type: none"> <li>Name of client</li> <li>Scope of work</li> <li>Scope of project indicating proposed capital investment was for installation of plant &amp; machinery and civil works</li> <li>Estimated cost of project for which appraisal was done</li> <li>Start date of appraisal</li> <li>Completion date of appraisal</li> <li>Completion of appraisal without any delay (i.e. receipt of full payment without LD)</li> <li>Successful completion of appraisal as per Scope of work (i.e. receipt of full payment without LD)</li> </ol> </li> </ol>
2.0	<p>The bidder must have functional office anywhere in Delhi / Noida / Gurgaon / Ghaziabad / Faridabad.</p>	<ol style="list-style-type: none"> <li>Copy of document to establish that office establishment is either on ownership or rent basis. The document must be in the name of bidder or parent company of bidder.</li> <li>Copy of bank statement from 01<sup>st</sup> December 2012 to 31<sup>st</sup> May 2013. The bank statement must include details such as Account No., Name of bidder, address and transactions.</li> </ol>

The bidders who will be pre-qualified in PART-I, only their Techno-commercial bid (PART-II) shall be processed further.



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### **Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL**

Tender Enquiry No.: AA/CMT&IP/FIs/2013-15

#### **PART-II**

#### **TECHNO-COMMERCIAL BID**

### **BACKGROUND OF BHEL & APPRAISAL OF CAPITAL INVESTMENT PROPOSALS**

#### **1. BACKGROUND**

Government of India has accorded Maharatna status to select PSUs including BHEL. This enhanced delegation of powers to better performing PSUs is to support them in their endeavor to become global giants. While granting greater autonomy including that of capital expenditure (without any limit) to Board of Directors, Government has provided certain guidelines to be followed by Maharatna PSUs which includes appraisals of projects by financial institutions or reputed professional organisations with expertise in the areas.

BHEL is in the process of manufacturing capacity augmentation of its plants and for Modernisation of facilities for its products to make them competitive by improving quality, cycle time reduction and cost reduction etc.

#### **2. ABOUT BHEL (web-site: [www.bhel.com](http://www.bhel.com))**

Bharat Heavy Electricals Ltd. (BHEL) established in late fifties (Bhopal plant) & sixties (Haridwar, Hyderabad & Trichy Plants) is one of the largest engineering and manufacturing enterprise of its kind in India. It is one of the leading international companies in the power field supplying wide variety of Power Generating Equipment. BHEL offers a wide spectrum of products and services for core sectors of the economy viz. power, transmission, industry, transportation, renewable energy, oil & gas and defence.

A dynamic 49000 strong team embodies the BHEL philosophy of professional excellence through continuous striving for state of the art technology. With 17 manufacturing divisions, a wide spread regional service network and project sites all over India and abroad, BHEL is India's industrial ambassador to the world with export presence in more than 50 countries. BHEL manufactures around 180 products in 30 business groups wherein facilities for a number of products are common.

3. BHEL is on the lookout for getting the investment proposals appraised in line with guidelines and delegation of powers given by Government of India to the Maharatna companies.

4. **NATURE OF INVESTMENT PROPOSALS TO BE APPRAISED**

In various manufacturing divisions of BHEL, more than one products are manufactured. The investment proposals mainly cover, setting up of new manufacturing plant / project, augmentation of manufacturing capacity for different products and modernisation of existing old facilities to increase productivity, reduction in cycle time and cost reduction. The investment proposal covers objective of investment, market analysis, Technology status, justification of investment, financial viability, risk analysis etc.

5. **ABOUT FINANCIAL INSTITUTIONS / PROFESSIONAL ORGANISATION**

BHEL would like to know from the Financial Institutions / professional organizations about their willingness to undertake such appraisal and tell about their past experience and areas of specialization etc. (Annexure - I).

6. **APPRAISAL BY FINANCIAL INSTITUTIONS / PROFESSIONAL ORGANISATION**

The appraisal by Financial Institutions / professional organizations may cover the following aspects:

- Review of market analysis
- Technical appraisal
- Appraisal of Financial analysis and suggestions for alternative methods of analysis
- Sensitivity analysis
- Economic analysis
- Risk analysis & suggest Risk Mitigation measures

7. **GENERAL**

As the investment proposals include sensitive information, confidentiality of these investment proposals has to be ensured.

**Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL**

**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE-I**

**INFORMATIONS REQUIRED FROM BIDDERS**

The bidder / financial institution / professional organizations may indicate following:

- (i) About their Organization
- (ii) About their areas of specialization especially related to projects appraisal.
- (iii) Reference list of projects appraised during last 4-5 years indicating name of major clients with project cost
- (iv) Strength and qualification / experience of project appraisal group in the organization
- (v) Any group dealing with market analysis etc. and their areas of specialization.
- (vi) Guidelines, if any, for preparation of project report may be indicated.
- (vii) Service Tax No.
- (viii) Copy of Balance Sheet & Income Tax return for last 3 years.

**Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL**

**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE - II**

**Subject : Terms and Conditions of Tender**

**1.0 INTRODUCTION:**

M/s. Bharat Heavy Electricals Limited (A Govt. of India Undertaking) incorporated under the Companies Act 1956 (hereinafter called "BHEL" which expression shall include its successors and assignees) invite offers for appraisal of the Capital Investment Proposals of BHEL as per scope and Terms & Conditions listed below:

The Financial Institution hereinafter called "FI" which expression shall include its successors and assign.

**2.0 SCOPE OF APPRAISAL / WORK:**

- Technical and financial appraisal of capital investment proposal / scheme, suggestions for improvements and evaluation of projects by alternative methods.
- Economic Analysis, Sensitivity Analysis, Risk Analysis & Linkage thereof wherever necessary.
- Market analysis including observations on total (Indian & Global) market and market share taken in the capital investment proposal / scheme.
- Any other specific points raised / required for proper assessment of the particular capital investment proposal / scheme.

**3.0 TIME PERIOD FOR APPRAISAL OF CAPITAL INVESTMENT PROPOSAL / SCHEME BY FI:**

**Four weeks** or earlier from the date of submission of capital investment proposal / scheme by BHEL to FI.

**4.0 PAYMENT TERM:**

(i) No advance shall be paid.

(ii) 80% within 30 days of submission of appraisal report or bill/claim (whichever is later) by FI & its acceptance by BHEL. Balance 20% payment shall be made after 30 days there after (Total 60 days).

**5.0 EVALUATION CRITERIA:**

BHEL intend to enter in to Rate Contract with **Two** Financial Institutions in-parallel. The evaluation of the offers will be done on the basis of the Fee plus Taxes excluding Service Tax. The fee will be (in Rs.) per Capital Investment Proposal / Feasibility Report. The bidder to indicate separately the rates of all applicable Taxes and Service Tax.

(a) Evaluation shall be on the basis of delivered cost, i.e. "total cost to BHEL" excluding Service Tax.

(b) Work will be awarded to the Two FIs offering the lowest price (L1). In case only one offer is available with lowest price, L1 price will be offered to second lowest (L2) bidder for acceptance. In case of non acceptance, it will be further offered to subsequent higher priced bidders till L1 price is matched.

(c) If more than two offers are at lowest price (L1), then all lowest FIs shall be asked to submit the Snap / Revised Price-Bid in the sealed cover and then after clause 5.0(b) above shall be followed.

**6.0 QUANTITY:**

During two years of rate contract duration, it is envisaged that approximately **eight** capital investment proposals/schemes will need appraisal by both Financial Institutions in-parallel. However, this quantity may increase or decrease as per the requirement capital investment of BHEL. FIs should have the capability to handle number of capital investment proposals concurrently.

**7.0 SPLITTING OF ORDER QUANTITY :**

BHEL does not intend to split the order quantity. The rate contract awarded to both FIs shall get the same number of projects / capital investment proposals for appraisal in-parallel.

**8.0 CONTRACT VALIDITY :**

The fees and other terms & conditions as contained above shall remain valid for **two years** from the date of award for rate contract with FIs for the appraisal of Capital Investment projects/proposals of BHEL.

The contract period can be further extended for a period of one year on mutual consent.

**9.0 PENALTY DUE TO DELAY IN COMPLETION OF APPRAISAL :**

Delay in completion of job, will attract reduction of fees @ 1% per week or part thereof, subject to a maximum 10% of total fees in each case.

**10.0 REVERSE AUCTION:**

BHEL reserves the right to go for Reverse Auction instead of opening the submitted sealed Price-Bid (PART-III). The decision of going in for Reverse Auction shall be decided after Techno-commercial evaluation (PART-II). For details about Reverse Auction, please refer Annexure – VII of PART-II of tender document.

**11.0 EMD & SD:**

Earnest Money Deposit (EMD) & Security Deposit (SD) is not required to be deposited by the bidders (FIs) in the tender.

**12.0 CONFIDENTIALITY CLAUSE:**

Any and all information contained in written form and disclosed to the FI either as part of a Project Report or subsequently as part of correspondence exchanged in respect of the said project report or marked as “Proprietary” / “Confidential” / “Secret” (all hereinafter referred to as “INFORMATION”) shall at all times remain the legal and absolute property of BHEL and FI shall have no rights to use the INFORMATION for any purpose other than that expressly authorized by BHEL. FI hereby warrants to keep the INFORMATION strictly confidential and agrees to ensure that the INFORMATION (or copies or reproductions or re-drawings thereof) is not disclosed in any manner to any person without the specific prior written consent of BHEL. However, the INFORMATION may be disclosed by the FI to its employees provided that such disclosure is made on a need to know basis pursuant to a confidentiality agreement between the FI and its employee which ensures that the INFORMATION shall be used strictly as per the provision of this clause.

Upon BHEL’s request or upon termination of this agreement for any reason whatsoever FI shall forthwith return all INFORMATION (including copies, reproductions or drawings thereof) to BHEL. FI agrees not to make any further use of the information received in written or oral form from BHEL and shall be responsible for any breach of the same.

**13.0 CANCELLATION OF TENDER:**

BHEL reserves the right to reject any or all the bids or cancel / withdraw the invitation for bids without assigning any reason whatsoever and in such cases no bidder / intending bidder shall have any claim arising out of such action.

**14.0 TERMINATION OF AWARD:**

BHEL shall have the right to cancel the award wholly or in parts in case BHEL is obliged to do so on account of delays in execution of appraisal by the appraising agency despite reminders/follow-up or any other unforeseen conditions including force majeure conditions, in that case appraising agency

(FI) shall have no claim for compensation against BHEL on account of such cancellation, including work done if any.

**15.0 SETTLEMENT OF DISPUTE(s):**

Any dispute or differences including those considered as such by only one of the parties in connection with the award shall be to the extent possible settled amicably between the parties.

If amicable settlement cannot be reached, then all the disputed issues shall be decided by BHEL, subject to written appeal by the FI to the BHEL whose decision shall be final to the parties hereto.

**16.0 LAWS GOVERNING THE CONTRACT:**

The award shall be executed and the legal relations between the parties determined in accordance with the laws of India.

Irrespective of the place of performance or place of payment under the award, or the place where the FI carries on business or his registered offices located the jurisdiction to decide any dispute in the award shall be New Delhi.

**17.0 DIRECT TAX:**

BHEL shall not be liable towards Income Tax of whatever nature including variations thereof arising out of this award as well as tax liability of FI and their personnel.

Deductions of any tax at source at the prevailing rate shall be effected by the BHEL before payment as a statutory obligation.

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation:

**Open Tender for entering in to Rate Contract with two Financial Institutions / professional organisations for in-parallel appraisal of Capital Investment Proposals of BHEL**

**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE -III**

**ACCEPTANCE / DEVIATION CERTIFICATE**

**Please strike off the below clause (1.0 or 2.0) whichever is not applicable.**

1.0 Notwithstanding anything mentioned in our bid, we hereby accept all the terms and conditions of this tender without any reservations whatsoever. We hereby undertake and confirm that we have understood all the specifications, stipulations, terms and conditions as mentioned in this tender enquiry.

**OR**

2.0 We have noticed following contradiction / discrepancies in / between the tender terms and conditions / stipulations.

<b>Sl. No.</b>	<b>Section</b>	<b>Clause / Para No.</b>	<b>Deviation</b>	<b>Reason / Justification</b>

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation:

**Open Tender for entering in to Rate Contract with two Financial Institutions /  
professional organisations for in-parallel appraisal of Capital Investment  
Proposals of BHEL**

**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE - IV**

**DECLARATION ON BANNING OR DE-LISTING**

It is certified that, M/s. .... have never been  
debarred / prohibited for execution of any work with any office / unit of BHEL or  
Banned or De-listed by any PSU / Government Department / Financial Institution /  
Court.

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation:

**Open Tender for entering in to Rate Contract with two Financial Institutions /  
professional organisations for in-parallel appraisal of Capital Investment  
Proposals of BHEL**

**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE - V**

**DECLARATION ON NON DISCLOSURE**

M/s. .... providing service to BHEL for appraisal of Capital Investment Proposals, hereby undertake to comply with the following in line with information security policy of BHEL:

- To maintain confidentiality of documents & information used during the execution of the contract.
- The documents & information shall not be revealed to or shared with third party in a manner which is detrimental to the business interest of BHEL.

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation:

**Open Tender for entering in to Rate Contract with two Financial Institutions /  
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**PART-II**

**TECHNO-COMMERCIAL BID**

**ANNEXURE - VI**

**REVERSE AUCTION (RA)**

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. BHEL will engage the services of a Service Provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
3. BHEL will inform the Vendors in writing the details of Service Provider to enable them to contact & get trained.
4. Business rules like event date, time, start price, bid decrement, extensions etc. also will be communicated through Service Provider for compliance.
5. Vendors have to fax the Compliance Form in the prescribed format (provided by Service provider) before start of Reverse Auction. Without this, the vendor will not be eligible to participate in the event.
6. BHEL will provide the calculation sheet (e.g. EXCEL sheet) which will help the Vendors to arrive at "Total Cost to BHEL" by including Service Tax (applicable as on the date of the bid) and loading factors (for non-compliance to BHEL Commercial terms & conditions, if any) for each of the Vendors to enable them to fill-in the price and keep it ready for keying in during the Reverse Auction.
7. Reverse auction will be conducted on a scheduled date & time.
8. At the end of Reverse Auction event, the lowest bid value will be known online.
9. The lowest bidder has to fax the Price break-up filled-in prescribed format & duly signed as provided on case-to-case basis to BHEL through Service Provider within 24 hours of Auction without fail.
10. Any variation between the on-line bid value and the signed document will be considered as sabotaging the tender process and will invite disqualification of vendor to conduct business with BHEL as per prevailing procedure.
11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price-Bids and price impacts if any already submitted and available with BHEL shall be opened as per BHEL's standard practice.

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation:



2.0	<p><b>SCOPE OF APPRAISAL:</b></p> <ul style="list-style-type: none"> <li>➤ Technical and financial appraisal of capital investment proposal / scheme, suggestions for improvements and evaluation of projects by alternative methods.</li> <li>➤ Economic Analysis, Sensitivity Analysis, Risk Analysis &amp; Linkage thereof wherever necessary.</li> <li>➤ Market analysis including observations on total (Indian &amp; Global) market and market share taken in the capital investment proposal / scheme.</li> <li>➤ Any other specific points raised / required for proper assessment of the particular capital investment proposal / scheme.</li> </ul>
3.0	<p><b>TIME PERIOD FOR APPRAISAL OF CAPITAL INVESTMENT PROPOSAL / SCHEME BY FI:</b>  <b>Four weeks</b> or earlier from the date of submission of Capital Investment Project/Proposal by BHEL to FI.</p>
4.0	<p><b>PENALTY DUE TO DELAY IN COMPLETION OF APPRAISAL:</b>  Delay in completion of appraisal will attract reduction of fees @ 1% per week of delay or part thereof, subject to a maximum 10% of total fees in each case.</p>
5.0	<p><b>PAYMENT TERMS:</b></p> <p>(i) No advance shall be paid.  (ii) 80% within 30 days of submission of appraisal report or bill/claim (whichever is later) by FI &amp; its acceptance by BHEL.  Balance 20% payment shall be made after 30 days there after (Total 60 days).</p>
6.0	<p><b>DIRECT TAX:</b>  BHEL shall not be liable towards Income Tax of whatever nature including variations thereof arising out of this award as well as tax liability of FIs and his personnel.  Deductions of any tax at source at the prevailing rate shall be effected by the BHEL before payment as a statutory obligation.</p>
7.0	<p><b>SPLITTING OF ORDER QUANTITY :</b>  BHEL does not intend to split the order quantity. The rate contract awarded to both FIs shall get the same number of projects / capital investment proposals for appraisal in-parallel.</p>
8.0	<p><b>OTHER TERMS &amp; VALIDITY:</b>  The fees and other terms &amp; conditions as contained in ANNEXURE-II of the Tender Enquiry No.: AA/CMT&amp;IP/FIs/2013-15 and accepted by you shall remain valid <b>two years</b> from the date of award of Rate Contract to FIs for the appraisal of Capital Investment projects/proposals of BHEL.</p>
9.0	<p><b>REVERSE AUCTION :</b>  BHEL reserves the right to go for Reverse Auction instead of opening the submitted sealed Price-Bid (PART-III). The decision of going in for Reverse Auction shall be decided after Techno-commercial evaluation (PART-II).</p>

10.0	<p><b>QUANTITY:</b> The fees and other terms &amp; conditions as contained above shall remain valid for <b><u>two years</u></b> from the date of award for rate contract with FIs for the appraisal of Capital Investment projects/proposals of BHEL.</p> <p>The contract period can be further extended for a period of one year on mutual consent.</p>
11.0	<p><b>CONTRACT VALIDITY:</b> The fees and other terms &amp; conditions as contained above shall remain valid for <b><u>two years</u></b> from the date of award for empanelment of FI for the appraisal of Capital Investment projects/proposals of BHEL.</p> <p>The contract period can be further extended for a period of one year on mutual consent.</p>
12.0	<p><b>EMD &amp; SD:</b> Earnest Money Deposit &amp; Security Deposit is not required to be deposited by the bidders (FIs) in the tender.</p>

Signatures of Authorized Signatory of Bidder

Name:

Designation:

Date:

Place:

Seal of Organisation: