

## **EXPRESSION OF INTEREST (EOI)**

Bharat Heavy Electricals Limited, a leading Indian engineering and manufacturing enterprise also engaged in engineering, manufacturing of products and execution of turnkey projects in the field of Power Generation and Transmission **invites EOI for formation of appropriate association to jointly address turnkey business opportunities in the SVC (Static VAR Compensators) projects in India.**

*for further details please visit: [www.bhel.com](http://www.bhel.com)*

Ref: TBMS/2012/EOI/ SVC  
Date: 14.11.2012

**Invitation for Expression of Interest (EOI) for formation of appropriate association to jointly address turnkey business opportunities in the SVC (Static VAR Compensators) projects in India.**

Bharat Heavy Electricals Limited is seeking EOI from interested companies in forming an association to jointly participate in the forthcoming tenders for SVC projects in India.

**About Bharat Heavy Electricals Limited (BHEL)**

BHEL is a premier engineering and manufacturing organisation, majority owned by Government of India, catering to the core infrastructure sectors of Indian economy viz. Power Generation and Transmission, Industry, Transportation, and Renewable Energy. The company has 15 manufacturing units, 4 power sector regions, 8 service centers and 15 regional offices, besides host of project sites spread all over India and abroad. BHEL supplied sets account for 59% of installed capacity of around 1,80,000MW in utility sector across the country as of 31.03.2012 and these sets accounted for 69% of electricity generated during 2011-12 in the country. The annual turnover of BHEL for the year 2011-12 was US \$ 9.59 billion (Rs.49,510 Cr.) with profit before tax of US\$ 1.99 billion (Rs. 10,302 Cr.). BHEL's highly skilled and committed manpower of 49390 employees, the best of manufacturing facilities and practices together with the latest technologies, has helped BHEL to deliver a consistent track record of performance. With the current order book exceeding US\$ 30.49 billion (Rs.157,396 Cr.) and growing, BHEL is poised for excellent future growth. Over the years, BHEL has entered into technology transfer agreements with leading original equipment manufacturers like GE, USA (for gas turbines, AC variable speed drives), Siemens, Germany (for steam turbines, generators and electrical machines), ABB, Sweden (for high voltage direct current transmission systems), Combustion Engineering, USA (for steam generators), and recently with Alstom (for Super-Critical Boilers) and Mitsubishi Heavy Industries, Japan (for Pumps). Besides such technology transfer arrangements, BHEL has also promoted two joint venture companies in India – one with GE, USA and one with Siemens, Germany for addressing the after sales business. More details about the entire range of BHEL's products and operations can be had by visiting our web site [www.bhel.com](http://www.bhel.com).

## **About Transmission Business Group**

BHEL is today a well established player in the field of power transmission with some major products and systems in its range of manufacture and supply. Transmission Business Group in BHEL undertakes projects on turnkey basis covering the complete engineering, procurement, supply, construction, commissioning and after sales service for AC switchyards/substations up to 765 kV, HVDC Converter Stations, Reactive Power Compensation Schemes. The Group has capability to conduct System studies as required for above business.

BHEL has executed a number of SVC projects for industrial applications which are under successful operation.

## **Requirements**

Power Grid Corporation of India Limited (POWERGRID), a Central Transmission Utility (CTU), is engaged in Bulk Power transmission. Its responsibility include planning, coordination, supervision and control over inter-State transmission system and operation of National & Regional Power Grids in India.

POWERGRID, is planning to come up with requirement of FACTS devices as solutions for grid flexibility. POWERGRID has projected a requirement of 12 nos SVCs under various transmission schemes up to 2017. The tender for the first set of requirement is expected shortly.

It is understood that POWERGRID in the tenders for SVC packages shall stipulate a minimum quantum of indigenous supplies from India for the major equipment like Transformers, Capacitors, Thyristor Valves & Controls, Air Core Reactors, etc in each of the SVC package.

In order to address the forthcoming SVC requirements, BHEL intends to have association with a leading company having experience in execution of SVC projects on EPC basis thereby generating synergy through manufacturing by BHEL for the purpose of increasing the value addition in India. Such a company should have

- i) EPC experience in SVC schemes and have executed SVC projects of 345kV and above rating.
- ii) executed at least one SVC project of 345 kV, 200 MVar rating or above on EPC basis for a transmission utility company in the last seven years and which has been operating satisfactorily for at least 2 years as on date of issue of this EOI. The project is executed involving both TSC (Thyristor Switched Capacitor) and TCR (Thyristor Controlled Reactor) and the combined rating with TSC and TCR is 200MVar or above.
- iii) a proven track record of timely execution of SVC projects on EPC basis.

iv) Requisite Technical capabilities & experience, Financial Strengths to meet the Qualifying Requirements and other mandatory/ must conditions as being stipulated by POWERGRID in the bidding documents for SVC Packages (being floated shortly by POWERGRID). For updates on tenders from POWERGRID please visit their website: [www.powergridindia.com](http://www.powergridindia.com).

## **Proposal**

Interested companies who wish to join hands with BHEL for forming a suitable association to address forthcoming SVC project business in India may submit their Expression of Interest by **3.00 pm on 18th December, 2012**.

Expression of Interest should be accompanied by:

- details on company background
- technical features/ product range
- reference list of project experience
- Performance certificates on SVC projects issued by end user for 345kV, 200MVAR and above rating as specified under para "Requirements" of this EOI Notice
- audited annual financial reports for at least last three years
- the proposal for association.

[Note: Currency conversion rate considered: 1 US\$ = INR 51.63 as on 30.3.2012]

The proposal complete in all respect may be sent to following address:

**General Manager- Marketing & Commercial**

**Transmission Business Group**

**Bharat Heavy Electricals Limited**

**Integrated Office Complex**

**Lodhi Road, New Delhi- 110003**

**INDIA**

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