



BHARAT HEAVY ELECTRICALS LTD.,  
RAMACHANDRAPURAM  
HYDERABAD - 500 032.  
ANDHRA PRADESH - INDIA.

Ph. No: 040 - 2318 4259  
Fax No: 040 - 2318 6011

**ENQUIRY**

**PURCHASE DEPARTMENT**

SHEET.....OF .....

<b>SUPPLIER CODE:</b>		<b>ENQUIRY</b>		<b>AMENDMENT</b>		<b>NO. OF ITEM: 001</b>	
		<b>M2/13/1600004839/VK1</b>		<b>DATE:</b>			
				<b>17.01.2014</b>			
		<b>DUE DATE OF QUOTATION.</b>		<b>THIS IS ONLY A REQUEST FOR QUOTATION AND NOT AN ORDER.</b>			
		<b>07.02.2014</b>		<b>Kindly note that visiting hours are only after 14.30 hrs unless with a prior appointment.</b>			
<b>Please specify on all your Correspondence/Envelopes/Tele-faxes addressee's name, designation, department and our reference for our prompt action.</b>							

SI.No.	INDENT (MPR)No.	INDT. SI.No.	MATERIAL CODE/ DRAWING.NO	DESCRIPTION SPECIFICATION.	UNIT	QTY	DELIVERY SCHEDULE	
							DATE	QTY
1	1600004839	10	CG2063636540	SUPPLY AND E&C OF HF CONVERTER, CP AND DP TROLLEY	NO.	1.000		1.000
NOTE : 1).TWO PART BID ONLY 2).TECHINICAL SPECIFICATIONS AND BHEL COMMERCIAL TERMS & CONDITIONS ARE ENCLOSED								

**Instructions:** Offers are invited to submit in Two-Parts and the following procedure shall be followed.

**a) Part-I : TECHNICAL-CUM-COMMERCIAL BID :**

1. Consisting of complete technical details, catalogues, drawings and all commercial terms. Un priced bid, Tender fee(if any) & EMD (If any). (Money values shall not be indicated).

**b) Part-II : PRICE BID :**

1. Consisting of prices for the items enquired. Preconditions for price will not be accepted.

2. The technical-Cum-Commercial offer will be opened first, discussed, finalised and only then the price bid of technically acceptable offers will be opened.

3. Bidders will be allowed to submit the impact on their quoted prices due to changes in technical scope, specifications, commercial terms/conditions as specified in NIT and in the opinion of BHEL such changes warrant changes in prices. BHEL at its sole discretion may also invite revised prices if there are major changes in scope. Revised price bids/impact price will not be accepted after opening of technical bids unless otherwise specifically asked by BHEL.

4. If you are not interested / not in a position to participate in the tender, Please send REGRET letter expalining the reasons for not participating, before due date addressed to Officer/Pur-CG, BHEL, Hyd. **Please note that REGRET letter shall not be sent to the tenderbox & do not write tender reference on the Cover.**

5. The material offered shall be strictly confirm to the specification enclosed.

6. Offers can also be submitted in two parts through E-Mail by mailing to [tenderbox@bhelhyd.co.in](mailto:tenderbox@bhelhyd.co.in) within the due date.

7. BHEL is not responsible for any Postal Delays.

8. The quotation should be neatly typed and free from over writing/ erasures. Any Correction or addition must be authenticated. The offer including annexures and brochures should be submitted in English.

9. Offer received after the specified time of submission will be rejected. No further correspondence shall be entertained.

10. Placement of order will be considered only for lowest offer on Total Cost to BHEL basis.

**SPECIAL ATTENTION:**

DEAR SIR, Please submit your lowest quotation in sealed cover superscribed with Enquiry No. & date subject to our terms and conditions attached for the above materials so as to reach us on or before due date by 11.00 a.m. addressed to the DGM/CMM, Vendor Complex, BHEL, Hyd - 502032. Tenders will be opened at 13.00 Hrs.

If our enquiry no. & tender due date are not superscribed on the tender cover, your offer

shall be summarily rejected. In case the Tenders are bulky or if the bidder intends to submit the Tender by hand,

the Sr.Manager/CMM, Vendor Complex, BHEL, Ramachandrapuram, Hyderabad - 502 032. may be contacted.

TEST CERTIFICATE\*

\* TICK THE APPLICABLE BOX

REQD  NOT REQD

GUARANTEE  
REQD  NOT REQD

SAMPLE

REQD  NOT REQD

FOR AND ON BEHALF OF  
BHARAT HEAVY ELECTRICALS LTD.,

**VENKATESH.M**  
**OFFICER / PUR - CG**

SPECIFICATION OF HIGH FREQUENCY CONVERTER AND DISTRIBUTION SYSTEM					
SNO	DESCRIPTION FOR BHEL REQUIREMENT	Specified to/be Confirmed By:	OFFERED	DEVIATIONS	REMARKS
1	<b>PURPOSE: High Frequency Converter is required for High frequency angle grinders for the purpose of back chipping and grinding operations.</b>	Vendor to confirm			
2	<b>HIGH FREQUENCY CONVERTER</b>				
2.1	<b>Specifications</b>				
2.1.1	Model	Vendor to specify			
2.1.2	Type: Brushless Frequency converter	Vendor to confirm			
2.1.3	Output frequency: 300 Hz +/- 1%	Vendor to confirm			
2.1.4	Output voltage: 200 V +/- 1%	Vendor to confirm			
2.1.5	Enclosure: Degree of protection preferably IP65	Vendor to specify			
2.1.6	Motor: Three phase asynchronous motor with insulation class -F	Vendor to confirm			
2.1.7	Alternator: Synchronous, short circuit proof, with insulation class -F	Vendor to confirm			
2.1.8	Allowed Wave form distortion factor: < 5%	Vendor to confirm			
2.1.9	Allowed Output Voltage stability: ± 1%	Vendor to confirm			
2.1.10	Power output shall be suitable for running all HF tools 3.8 KW each -6 nos.	Vendor to confirm			
2.1.11	Size: Length x Breadth x Height (not more than 1MX1Mx1M)	Vendor to specify			
2.1.12	Net weight	Vendor to specify			
2.1.13	The KVA rating of machine shall be sufficient to run 6 tools of 3.8 Kw . All the 6 tools will be used concurrently and continuously. Sufficient reserve capacity shall be considered to ensure there is no overloading or overheating of HF converter. No factor to be multiplied as the tools are planned to run continuously. Bidder shall give details of calculations for arriving at selected power rating.	Vendor to Specify			
2.2	<b>Control Panel for HF Converter:</b>				
2.2.1	Indication lamps and switches for converter input parameters to be provided at front of panel	Vendor to confirm			
2.2.2	Indication lamps and switches for converter output parameters be provided at front of panel	Vendor to confirm			
2.2.3	Voltmeter for voltage indication	Vendor to confirm			
2.2.4	Ammeter for current indication.	Vendor to confirm			
2.2.5	Frequency meter for frequency indication	Vendor to confirm			
2.2.6	A Star Delta starter with overload relays and single phase preventer for motor to protect against any overloading and single phasing and unwanted direction rotation.	Vendor to confirm			
2.2.7	All electrical items fitted in the control panel shall be from ABB/Siemens/Merlin/Schneider only	Vendor to confirm			
2.2.8	All wiring and cabling are to be fitted with proper lugs and ferrules only.	Vendor to confirm			

2.1.6	Motor: Three phase asynchronous motor with insulaton class -F	Vendor to confirm			
2.2.9	The control panel shall be neatly fabricated, painted and shall have protection for any ingress of water, insects & vermin, dirt and dust.	Vendor to confirm			
<b>2.3</b>	<b>Distribution panel for 2 nos. HF tools 200V, 300 Hz.</b>	Vendor to confirm			
2.3.1	The distribution panel shall be neatly fabricated, painted and shall have protection for any ingress of water, insects & vermin, dirt and dust etc. Three distribution boxes are to be connected with wiring at 3 different places approx. 10 meters apart ,all on one side of the pannel(the farthest would be 30 mts away ).Each of these distribution boxes should be fitted with 2 nos oflocking type of sockets and switches.	Vendor to confirm			
2.3.2	All 2 no. X 3 sets of sockets for connecting the power tools shall be heavy duty type and each point shall have separate overload protection.	Vendor to confirm			
2.3.3	All the switches should be Dust proof.	Vendor to confirm			
2.3.4	All electrical items fitted in the control panel like fuse links, MPCB's, overloads, contactors, relays, push buttons, indication lamps shall be of Siemens/Allen Bradley/Schneider /ABB make.	Vendor to Specify			
2.3.5	Special Plug and socket which are prescribed by the HF tool/HF converter shall ONLY be used. There shall not be accessibility for normal type of electrical plugs	Vendor to confirm			
2.3.6	In case of any power failure/shut down during operation the grinder should not start (after resumption of power supply) only by following the operational the sequence stated below: a) switch ON the main control ; b) switch ON the MCBs for each grinder; c) Switch ON the grinder	Vendor to confirm			
<b>3</b>	<b>HIGH FREQUENCY POWER TOOLS to be proved with the converter</b>				
3.1.1	Type: Angle Grinder	Vendor to confirm			
3.1.2	Diameter of Grinding wheel: 230 mm	Vendor to confirm			
3.1.3	Input watt for grinder min: 3700 watts	Vendor to confirm			
3.1.4	R.P.M in between: 6500- 6600	vendor to confirm			
<b>4</b>	All Cable diameters and lengths.	Vendor to specify			
<b>5</b>	<b>ELECTRICAL SYSTEM :</b>				
5.1	415V $\pm$ 10%, 50HZ $\pm$ 3%, 3 Phase AC (4 wire system with earth) Power Supply Source will be provided by BHEL at a single point near the machine, as per layout recommended by Vendor. All types of cables, connections, circuit breakers etc. required for connecting BHEL's power supply point to different parts of the machine/control cabinets, shall be the responsibility of vendor. Requirement of grounding/earthing with required material details is to be informed by vendor well in advance.	Vendor to confirm			
5.2	All electrical & electronic control cabinets & panels should be dust and vermin proof	Vendor to confirm			
5.3	Motors shall confirm to the suitable IEC Standard or equivalent.	Vendor to specify			
5.4	Vendor should ensure the proper earthing for the machine and its peripherals.	Vendor to confirm			
<b>6</b>	<b>SAFETY ARRANGEMENTS:</b> Following safety features in addition to other standard safety features should be provided on the machine:				
6.1	Emergency Switch at control panel as per International Norms are to be provided.	Vendor to confirm			
6.2	<b>Noise level <math>\leq</math> 85 db both for converter and motor.</b>	Vendor to specify			
<b>7</b>	<b>SPARES:</b>				
7.1	Recommended set of spares for all equipments to be offered with details.	Vendor to submit			

2.1.6	Motor: Three phase asynchronous motor with insulaton class -F	Vendor to confirm			
7.2	Vendor to offer item wise price of recommended spares for atleast 2 years of trouble free operation considering three shifts continuous running basis.	Vendor to specify			
7.3	Apart from above Vendor shall supply 1 No of each PCB used in the machine as a spare.	Vendor to confirm			
7.4	All types of spares for total equipment and accessories should be available for at least ten years after supply of the equipment. If equipment or control is likely to become obsolete in this period, the vendor should inform BHEL sufficiently in advance and provide drawings of parts / details of spares & suppliers to enable BHEL to procure these in advance, if required	Vendor to confirm			
7.5	Vendor to confirm that complete list of parts for machine and accessories, along with specification / type / model, and name & address of the spare supplier shall be furnished along with documentation to be supplied with the machine	Vendor to confirm			
<b>8</b>	<b>DOCUMENTATION :</b> Four sets of following documents (Hard copies) in English language should be supplied along with the machine				
8.1	Operating manuals of Machine.	Vendor to confirm			
8.2	Detailed Maintenance manual of machine which shall contain System Description, Schematic drawings, Detailed Circuit diagrams of control PCB's of frequency converter. Trouble shooting charts, All Assembly/ Sub Assembly Drawings shall be supplied with the part list.	Vendor to confirm			
8.3	Catalogues, O & M Manuals of all bought out items and supplied accessories including drawings, wherever applicable.	Vendor to confirm			
8.4	Complete Master List of parts used in the machine shall be submitted.	Vendor to Confirm			
8.5	One additional set of all the above documentation on CD ROM.	Vendor to Confirm			
<b>9</b>	<b>ERECTION &amp; COMMISSIONING</b>				
9.1	Supplier to take full responsibility for carrying out the erection, start up, testing of equipment, it's control system & all types of other supplied equipment.. Service requirement like power, shall be provided by BHEL at only one point to be indicated by supplier in their foundation/layout drawings.	Vendor to confirm			
9.2	Supplier shall submit the equipment testing procedure	Vendor to confirm			
9.3	Successful prove out of equipment at BHEL works is in the scope of vendor.	Vendor to confirm			
9.4	Tools, instruments and other necessary equipment required to carry out all above activities should be brought by the supplier.	Vendor to confirm			
9.5	Commissioning spares, required for commissioning of the equipment within stipulated time, shall be brought by the supplier on returnable basis.	Vendor to confirm			
9.6	Schedule of Erection and Commissioning shall be submitted with the offer.	Vendor to Specify			
9.7	Charges, duration, terms & conditions for E&C should be furnished in detail separately by vendor along with offer.	Vendor to Specify			

2.1.6	Motor: Three phase asynchronous motor with insulaton class -F	Vendor to confirm			
10	<p>AMBIENT CONDITIONS &amp; THERMAL STABILITY : Total equipment including all system and all supplied items should continuously work trouble free and efficiently under following operating conditions and should give specified accuracies.</p> <p>Ambient Conditions:  Temperature = 5 to 50 degree Celsius  Relative Humidity = 95% max.  (Vendor to confirm that equipment is suitable for above and details of provisions on the equipment for the same are to be furnished.)</p>	Vendor to confirm			
11.0	<b>REFERENCE LIST / QUALIFYING CONDITIONS :</b>				
11.1	Only those vendors should quote ,who have supplied and commissioned atleast one Machine of similar Capacity, Rating, or higher for similar applications in the past ten years (On the Date of Opening of tender) and such machine is working satisfactorily for more than one year, after commissioning (On the Date of Opening of tender). However, if such machine(s) has/had been supplied to BHEL, then such machine should be presently working satisfactorily for more than six months after its commissioning and acceptance (On the Date of Opening of tender) in BHEL, should quote. The following information should be submitted by the vendor ,where similar machines have been supplied. This is required from all the vendors for auanlication of their offer.	Vendor to confirm			
11.2	Name of the customer / company where similar machine is installed.	Vendor to furnish			
11.3	Complete postal address of the customer.	Vendor to furnish			
11.4	Month & Year of commissioning.	Vendor to furnish			
11.5	Application for which the machine is supplied with details of accuracies achieved on the job.	Vendor to furnish			
11.6	Name and designation of the contact person of the customer.	Vendor to furnish			
11.7	Phone, FAX no. and email address of the contact person of the customer.	Vendor to furnish			
11.8	Copy of Performance certificate from the customers regarding satisfactory performance of machine supplied to them	Vendor to furnish			
12	<b>EQUIPMENT ACCEPTANCE: (Tests/Activities To be Performed by Vendor) at BHEL works while commissioning the equipment</b>				
12.1	Demonstration of all features of the equipment & all accessories to the satisfaction of BHEL.	Vendor to confirm			
12.2	Demonstration by actual use of all supplied attachments and accessories to their full capacity.	Vendor to confirm			
13	<b>Training</b>				
13.1	Training to be given to operators,maintenance staff by the supplier's experts / engineers at BHEL works (3 days Min.) after commissioning of equipment.	Vendor to confirm			
14	<b>GUARANTEE : 2 years</b> from the date of acceptance of the machine.	Vendor to confirm			

	INSTRUCTIONS	Supplier's Compliance
1	<p><b>Cover - I</b> E.M.D.:<b>EMD, of Rs. 40000.00</b> to be deposited in the form of Cash*(as permissible under Income Tax Act)/Demand Draft/Pay Order, in favour of M/s. Bharat Heavy Electricals Ltd., Ramachandrapuram, Hyderabad - 502 032 along with a covering letter. These are to be submitted in a sealed cover. In case of foreign bidders e-payment for EMD is acceptable i)EMD by the tenderer will be forfeited as per the tender documents (schedule), if the successful bidder/vendor refuses to honor the order after award of the same on him and/or withdraws his bid and/or unilaterally changes the offer and/or any of its terms &amp; conditions within the validity period or fails to submit CEGB even within 60 days from the date of PO. ii)EMD given by all unsuccessful tenderers shall be refunded on acceptance of award/LOI/PO by successful tenderer. EMD of successful bidder shall also be returned after placement of P.O. iii)EMD shall not carry any interest.*Cash shall be submitted by prospective vendor only at BHEL-RC Puram cash office and receipt shall be kept in the envelop. <b>NOTE:</b> All MSME/SSI Units are exempted from the payment of EMD. MSME/SSI units shall enclose in their Techno-Commercial bid a) attested Valid NSIC Certificate (or) b) attested Entrepreneurs Memorandum (EM) part II certificate (with deemed validity of two years) (or) c) attested EM II certificate with Chartered Accountant certificate applicable for the year, certifying that investment in Plant &amp; Machinery is within the permissible limits as per MSME act for relevant status (Micro or Small), where the deemed validity of EM II is over. If Bidder fails to submit/enclose above specified certificates, their Offer will be considered as non MSME/SSI unit and failure to non-submission of DD towards EMD will lead to rejection of their Offer.</p>	
2	<p><b>**Beneficiary Name:</b>Bharat Heavy Electricals Ltd. <b>Beneficiary Address:</b>Ramachandrapuram,Hyderabad, 502032, <b>Beneficiary Ph. No.:(+91 40)23182235</b>, <b>Name Of the Bank:</b>State Bank of Hyderabad, Branch <b>Address::</b>Ramachandrapuram,Hyderabad, 502032,<b>Branch Code:</b>075,A/C No:0000062048154115, A/C Type:Current Account, <b>IFSC No(For NEFT &amp; RTGS):</b>SBHY0020075,<b>MIRC:</b>500004072, <b>Bank's Telephone No.:(+91 40)23022210</b>, <b>Bank's Fax No.:(+91 40)23022210</b></p>	
3	<p><b>Cover - II (Part-I) : TECHNICAL-CUM-COMMERCIAL AND UN-PRICED BID:</b></p>	
(a)	<p>This consists of complete technical details, catalogues, drawings and all commercial terms. Money values must not be indicated i.e. <b>un-priced bid.</b></p>	
(b)	<p>The following formats / documents are to be filled up and submitted: (i) Filled in Technical Specification (Format enclosed), (ii) Filled in Standard Terms &amp; Conditions for Procurement of Equipment (Format enclosed), (iii) Un-Priced Bid (iv) Supplier Registration Form (To be downloaded from www.bhel.com), (iv) All relevant enclosures of above documents / formats, (v) Complete technical / commercial details along with catalogues / instructions and (vi) Shipping weight and cubage (length, width &amp; height) size of packing.</p>	
4	<p><b>Cover - III (Part-II) : PRICE BID:</b></p>	
(a)	<p>Prices are to be indicated as per Un-Priced Bid as per detail as well as in conformity with terms as submitted in Part-I. All applicable taxes and duties are to be indicated clearly in the offer. The comparison between indigenous and foreign bids shall be done based on landed (FOR DESTINATION) price basis. Processing of any optional item is at the discretion of BHEL. <b>Offer with any preconditions for price will be rejected.</b></p>	
(b)	<p>The bidders should submit their best price at this stage itself. They will not be allowed to revise the price during validity period.</p>	
5	<p><b>GUIDELINES:</b></p>	
i	<p>The sealed tenders superscribing Tender Number, Due Date &amp; Name of the Supplier should be addressed to <b>DGM / Purchase (CG), Bharat Heavy Electricals Limited, Ramachandrapuram, Hyderabad - 502 032.</b> The sealed tender should contain three separate sealed covers. The first cover containing DD superscribing EMD along with Tender Number, Tender Due Date &amp; Name of the Supplier. The second cover containing the technical part, including all commercial terms (except price) and un-priced bid, superscribed as TECHNICAL-CUM-COMMERCIAL and UN-PRICED BID along with Tender Number, Tender Due Date and Name of the Supplier. The third cover containing only the prices super-scribed as PRICE BID along with Tender Number and Name of the Supplier. These three covers should be sealed individually and all three covers should be kept in another sealed cover superscribed with Tender Number, Due Date and Name of the Supplier.</p>	
ii	<p>The Covers-I &amp; II, consisting of EMD as well as techno-commercial bid, will be opened first. Non-receipt of D.D. for the EMD will lead to rejection of offer.</p>	
iii	<p>The Technical-cum-Commercial offer will be discussed, finalised and only then the price bid of the technically acceptable offers will be opened.</p>	
iv	<p><b>If a Supplier submits only one cover containing either techno-commercial bid or price bid or one combined bid i.e. techno-commercial bid &amp; price bid together, the offer is liable to be rejected. Non-receipt of D.D., for EMD is likely to lead to rejection of the offer. The Cover-I will be opened first.</b></p>	
6	<p>BHEL is not responsible for any Postal Delays. Please submit your offer without seeking time extensions. Vendor has to give valid justification for their plea for extension and BHEL reserves the right to reject the request without any correspondence on the issue.</p>	
7	<p>Bidders shall quote applicable taxes &amp; duties (i.e. Excise Duty, CST/VAT) in the form of Extra only. If Excise Duty is not applicable, specify it as "Nil" or "NA".</p>	
8	<p>BHEL reserves its right to reject/load the offers which are deviating to BHEL technical specifications and Standard Terms &amp; Conditions</p>	
9	<p>Bidder can also submit offer through email at his own risk. However, such email offers shall be sent only to tenderbox@bhelhyd.co.in. Supplier shall have no claim on e-mail offers sent on any other e-mail ID. BHEL is no way responsible for non receipt of offers sent thru email due to server break down / internet failure/ transmission error etc. In case of e-mail offers, vendor name, address including contact details shall be mentioned.</p>	
10	<p>BHEL has a right to cancel the order for delay in supply beyond penalty period without any monetary or legal obligations.</p>	
11	<p>All disputes arising in connection with the contract shall be settled by mutual consultation. If no agreement is reached the dispute shall be settled in accordance with the provisions of the Arbitration and Conciliation Act, 1996 and the rules made there under. The dispute shall be referred for arbitration to any arbitrator to be appointed by the Head of the Unit, BHEL-Hyderabad. The award of the arbitrator shall be final and binding on both the Parties. The venue of the Arbitration shall be Hyderabad in India. The Award given by the Arbitrator shall be a speaking award and in English language. All questions, disputes, differences arising under, out of or in connection with this contract shall be exclusive jurisdiction of Sangareddy/Hyderabad Courts, Andhra Pradesh.</p>	

S/N	BHEL Standard Terms & Conditions	Supplier Confirmation	Deviation
1	<b>Terms of Delivery:</b>		
(a)	<b>Indigenous Supplies :</b> FOR - Destination means FOR - B.H.E.L. Hyderabad stores. (Packing & Forwarding, Freight & Insurance are in Supplier's scope i.e. included in the quoted prices) . <b>Ex-works is not acceptable.</b>		
(b)	<b>Foreign Supplies :</b> Foreign supplies have to be made on Incoterm CIF/CIP basis (i.e. Inclusive of Sea/Air worthy packing and inclusive of all freight and Insurance upto Mumbai Sea Port . Foreign supplies will be loaded with 2.1% towards inland freight & insurance from Mumbai to BHEL Hyderabad stores for tender evaluation purpose. Notes: i)Offer with terms of delivery other than CIF/CIP are liable for rejection.ii)Trans-shipment strictly not permitted.		
(c)	In case,any shortage is noticed viz-viz PO requirement in the main equipment/spares,such shortage shall be replenished by supplier on FOR destination basis without any cost implication to BHEL i.e. Custom Duty and freight charges etc.upto destination for such short supplies shall be borne by the supplier. Please also note that any short supply will attract imposition of penalty on the total P.O. value.(Supply+E&C).		
2	<b>Delivery Period:</b>		
	The Bidder should quote their earliest schedule with respect to date of P.O. and upto quoted Terms of Delivery. The delivery period in no case shall be linked with extraneous conditions/stipulations such as approval of drawings etc.		
3	<b>Payment Terms:</b> Offer with deviations to BHEL Payment Terms will be loaded as under.a)Bench Mark Prime Lending Rate (BPLR) of SBI as applicable on the scheduled date of Tender Opening +2%, for the amount and period of relaxation sought by the bidder.b)On account of payment through LC, if insisted by bidder, bank charges shall also be loaded for the deviation in i)opening of LC by BHEL ii)period and amount of LC w.r.t NIT norms, as per the prevailing bank rates. Offers with insistence of advance payment are liable to be rejected. In no case BHEL shall accept liability towards interest.		
(a)	<b>Terms of payment for Indigenous Offer:(E&amp;C is to be done by vendor)</b>		
(i)	80% payment of supply value will be made on 45th day from the date of receipt of material at BHEL Stores, Hyderabad. Balance 20% of supply value + 100% E & C portion of P.O. value will be paid after successful commissioning of the equipment and subjected to submission & acceptance of Performance Bank Guarantee of 10% of contract value valid for 30 days beyond the guarantee period.		
(b)	<b>Terms of Payment for Foreign Offers:(E&amp;C is to be done by vendor)</b>		
(i)	Total supplies are to be from Foreign Source. Where the payments are through L.C (L.C opening charges are to be loaded) payment of supply value shall be 80% on dispatch and 20% on issue of E&C certificate.Payment of E&C value shall be made against E&C certificate issued by BHEL. E&C certificate shall be issued on satisfactory completion of Erection, Commissioning, Job proving, Performance tests, Training to operators etc. as envisaged in PO. The L.C. shall be opened by BHEL as per the following. 1) Within 30 days of receipt of P.O acknowledgement, an irrevocable unconfirmed L/C will be opened for 30% of the payment towards supply, due on shipment i.e. 24% of the supply value of the P.O.(30% of 80%). Not earlier than 60 days before the shipment date, the value of this irrevocable unconfirmed L/C would be enhanced from 24% to 80% of the supply value of the P.O. The above L/C can be negotiated after the shipment against submission of B/L or AWB, and such other documents, as mentioned in the P.O.or L/C and submission of Pre Dispatch Inspection (If applicable) Report to BHEL. This L/C will be valid for a period extending 21 days beyond the shipment date for negotiation of documents.		
(ii)	When ever there is an Indian Agent to represent a Supplier, it is essential to give the details of services to be rendered by Indian Agent and / or the details of agreement between Supplier and Agent. Supplier to indicate the Agency Commission payable. Indian Agency Commission will be paid only in Indian Rupees, calculated at the rate of exchange prevailing on the date of the tender opening. This is payable on satisfactory completion of the contract.		
(iii)	The second irrevocable & unconfirmed letter of credit for 20% & E&C Charges will be opened 15 days prior to the scheduled and confirmed arrival of the technicians of supplier with their names The validity of this L/C would be sufficient to cover the period required for the completion of E&C + 21 days as negotiation period. This L.C can be negotiated i)after completion of the E&C of the equipment in BHEL. This is subject to the submission of Performance Bank Guarantee for 10% of contract value valid for 30 days beyond the Guarantee / Warranty period of 24 months from the date of commissioning. The bank guarantee is to be attested by Indian Embassy & to be registered in India. PBG confirmation charges shall be borne by vendor.		
4	<b>Warranty / Guarantee Period:</b> Equipments shall be guaranteed against workmanship, materials used, design and performance should be for a period of 24 months from the date of commissioning of equipment, unless otherwise stipulated in the specification. NOTE: Offers with No Guarantee shall be rejected.		

S/N	BHEL Standard Terms & Conditions	Supplier Confirmation	Deviation
	<b>Loading Factor for non-acceptance of Guarantee Period:</b> Less than 24 months from commissioning will attract loading of AMC charges for difference of quote with warranty / guarantee period. Example : If a Supplier provides 18 months guarantee period, in place of 24 months, then the difference of 6 months will be loaded with AMC charges of 4% per annum for difference period of 6 months i.e. 2% of total cost will be loaded for evaluating lowest bidder.		
5	<b>Penalty for Delay in "Supply" :</b> Delay in supply beyond the quoted delivery period will attract Penalty at a rate of 0.5% per week subject to max. of 10% of total PO value .In case any bidder is not accepting the above penalty for delayed supply the offer the bidder shall be loaded as follows.  <b>Loading Factor for non-acceptance of Penalty Clause:</b> It will attract maximum 10% loading on the offer and accordingly proportionate percentage will be loaded for accepting less percentage of penalty clause. Example : If the Supplier has accepted for maximum 5% penalty clause, then balance 5% will be loaded on supply value for evaluating lowest bidder.		
6	<b>Performance Bank Guarantee (PBG):</b> The Supplier shall submit a PBG for 10% of the contract value valid for 30 days beyond Warranty / Guarantee period Offers with non-acceptance of Performance Bank Guarantee clause are liable to be rejected.Offers with less acceptance of PBG than the specified period and or value shall be loaded proportionately, during evaluation of the lowest bidder.		
07	<b>Erection &amp; Commissioning (E &amp; C) Schedule:</b> Supplier to specify clearly the time period for erection & commissioning of the equipment starting with opening of cases against their supervision.		
08	<b>Erection &amp; Commissioning (E &amp; C) Charges:</b> Erection & Commissioning value will include services to be rendered at BHEL like Erection, Commissioning, Job proving, performance testing, training to operators etc. E&C value should be quoted separately by bidders.		
09	<b>Essential / Mandatory Spares:</b> Supplier to specify clearly the charges of Essential / Mandatory Spares in the form of <b>Extra</b> only (Itemized break-up shall be given). Requirement of technical specification need to be complied with.		
10	<b>Validity:</b> The quotation should be valid at least for a period of 180 days from the tender opening date. Price quoted should be on firm price basis. Price Variation Clause within this period will not be entertained.		
11	<b>Risk Purchase:</b> If the vendor fails to deliver the goods beyond penalty period specified in the Purchase Order, BHEL will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the supplier either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the delivery period mentioned in the Purchase Order. <u>BHEL reserves the right not to consider offers from vendors not accepting the above Risk Purchase terms</u>		
12	<b>PDI inspection :-</b> PDI Invitation (If applicable) shall be given two months before the Purchase order delivery date and PDI shall be completed 15 days before the P.O. delivery date. Vendor to Confirm.		
13	Commercial Terms & Conditions quoted in any place other than this format, including in Vendor's General Terms & Conditions enclosed, if any, shall be summarily ignored and be invalid for evaluation of Bids.		
14	<b>Reverse Auction:</b> BHEL reserves the right to go for Reverse Auction (RA) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA. In case BHEL decides to go for Reverse Auction, only those bidders who have given their acceptance to participate in RA will be allowed to participate in the Reverse Auction. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit online sealed bid in the Reverse Auction. Non-submission of online sealed bid by the bidder will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue. Please furnish the details as requested below along with the confirmation to RA. Vendors are advised not to quote higher prices in price bid, presuming that there will be an opportunity to reduce the same during Reverse Auction. In case BHEL decides to process the tender by opening the price bids instead of Reverse Auction, there is no provision for revising the quoted prices and vendors may lose the opportunity in view of the higher prices, if any, quoted by them.		
14.1	Name of the Representative participating in the RA:		
14.2	Address of the Company:		
14.3	Landline No.:		
14.4	Fax No.:		
14.5	Mobile No.:		
14.6	E-MAIL ID		
<b>Note : The bidders should comply with the above Terms &amp; Conditions. Non-adherence may lead to rejection.</b>			