



Ref. Enquiry No.: PE/PG/SIN/E-3726/12  
Dated: 17.09.2012

DUE DATE
16.10.2012
BY 2.00 P.M.

Dear Sirs,

**Subject: TENDER ENQUIRY FOR SUPPLY OF PLATE HEAT EXCHANGERS FOR 2 X 600 MW SINGARENI THERMAL POWER PROJECT, ADILABAD**

**Our Ref : TENDER ENQUIRY NO: PE/PG/SIN/E-3726/12, DTD-17.09.2012**

We are pleased to invite your offer in two parts strictly as per Clause-2.0 of the enclosed "Instructions to Bidders" in quintuplicate, in sealed covers for the under mentioned equipment/system.

BHEL invites offers from reputed Vendors (refer prequalification requirement and other requirements given in tender enquiry letter uploaded on our websites) for Design, Engineering, Manufacturing, Inspection and Testing at Manufacturer's/ Sub-Vendor's Works, Proper Packing for Transportation and Supply/Delivery (FOR site basis) to Project Site on Freight pre-paid basis/ FOB basis of Ten (10) Nos. of PHE's [Six (06) Nos. of PHE's for TG AUX. and Four (04) Nos. of PHE's for SG AUX.] complete with all accessories, Commissioning Spares (if any), Mandatory Spares, Counter Flanges with Nuts Bolts and Gaskets, including Special Tools & Tackles, PG Testing (if any) etc., as specified in bidder's scope of supply as per Technical Specification No. PE-TS-381-179-N001 & subsequent moms and including all taxes & duties for 2 X 600 MW SINGARENI THERMAL POWER PROJECT, ADILABAD as per details hosted on BHEL website.

Your best quotation/offer for the above requirement, in line with our terms and conditions, should either be delivered in person or sent by **COURIER/REGISTERED POST**, to the official inviting tender (s). It shall be the responsibility of the bidder to ensure that the tender is delivered on or before the **due date by 2.00 PM**. Part-I bids shall be opened at **3.00 PM** on the due date in the presence of authorized representatives of the bidders, who may like to be present.

**Note:** Please send us Acknowledgment for the receipt of Enquiry by mail or Letter. In case you are not interested to quote please send us regret by mail or letter.

**Note:-**

1. Please note that Part Supplies offered for Project shall disqualify the bidder's offer.
2. Techno Commercial Bids and Price Bids should be submitted separately in separate envelopes.
3. Evaluation will be done on overall L1 (Total cost to BHEL) basis.
4. Vendor may quote sourcing of plates from India/China subject to approval of BHEL & Customer.

**TERMS AND CONDITIONS: - Please refer GCC Rev-04 which is available on [www.bhelpem.com](http://www.bhelpem.com). You are requested to kindly download the same.**

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BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
PLOT NO. 25, SECTOR - 16A, NOIDA (UP)  
(OFF) 0120-4213575, 09999498202

Regd. Office:  
BHEL House  
Siri Fort  
New Delhi-110049

*Sumeeet Sahay*  
12/9/12



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- Enquiry No., due date etc. must be legibly superscribed on the sealed envelopes as per clause no. 2.0 of "Instructions to Bidders".
- Offers should be submitted in two parts in two separate sealed covers as follows:  
Part-I: **TECHNO-COMMERCIAL BID**                      Part-II: **PRICE BID.**  
For detailed instructions, please see clause no. 2.0 of "Instructions to Bidders (Vol. -I A)"

- Bidders shall submit their offers meeting the requirements of the following tender documents (enclosed) and other Terms and Conditions included in this Enquiry Letter:

- **ANNEXURE-I of GCC Rev. 04:** Letter to be furnished by the Bidders.
- **ANNEXURE-II of GCC Rev. 04:** Agreed terms & conditions i.e. compliance to NIT, BHEL GCC Rev-04 and SCC Rev. 00 of the project (Confirmation to be given by bidder in Part-I bid).
- **DEFINITION OF TERMS.**
- **Volume-I:** Comprising i) **Part-A:** Instructions to Bidders, ii) **Part-B:** General Commercial Terms & Conditions and iii) Special Conditions of Contract, if applicable. (Please refer our website [www.bhelpem.com](http://www.bhelpem.com))
- **Volume-II:** Comprising i) **Part-A:** General Technical Conditions and, ii) **Part-B:** Technical Specification.
- **Volume-III:** Schedules and Data Sheets.

All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.

- Tenders shall be submitted strictly in accordance with the requirements of the above tender documents. Deviations (Technical as well as Commercial), if any, shall be listed out separately. Technical deviations and Commercial deviations shall be furnished in separate sheets under the headings "TECHNICAL DEVIATIONS" and "COMMERCIAL DEVIATIONS" respectively, along with reasons for taking such deviations.
- Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
- Unsolicited fresh/revised Price Bids shall not be entertained.
- Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any/all tender(s) in part or full without assigning any reason whatsoever.
- Tenderers must enclose the Quality Plan in the prescribed format, for approval. Equipment will be despatched only after Purchaser's/Owner's inspection at the hold points specified in the approved Quality Plan and issue of Material Despatch Clearance Certificate (MDCC).
- Late tenders are liable to be rejected.

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10. In the event of any contradiction in the terms and conditions mentioned in the Special Conditions of the Contract and those mentioned elsewhere, stipulations mentioned in the Special Conditions of the Contract shall prevail.
11. Tenders and all correspondence there of, shall be addressed to the undersigned by name & designation and sent at the following address:

<b>Mrs. BHAVNA SHARMA, ENGR, PG-I-2</b> <b>M/s Bharat Heavy Electricals Ltd.,</b> <b>Project Engineering Management,</b> Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 <b>Kind Attn: BHAVNA SHARMA/ PG-I-2</b> <b>E-MAIL: bhavnasharma@bhhelpem.co.in</b> <b>Ph. No. 0120-4368567</b>	<b>Mr. SUMEET SAHAY, ENGR, PG-I-2</b> <b>M/s Bharat Heavy Electricals Ltd.,</b> <b>Project Engineering Management,</b> Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 <b>Kind Attn: SUMEET SAHAY/ PG-I-2</b> <b>E-MAIL: sumeetsahay@bhhelpem.co.in</b> <b>Ph. No. 0120-4213575, 09999498202</b>
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12. Definition of Terms is also enclosed. These definitions will apply to all the tender documents including this Enquiry Letter.
13. **Delivery:-**

***For Indian Vendors (Delivery terms – FOR site basis):-***

Eight (08) months from drgs. /docs. approval in CAT-I issued by BHEL. Successful bidder to make 1st submission of drawing/docs within three weeks from the date of P.O\*\*. Vendor to re-submit documents within 10 days, taking care of all the comments of BHEL. BHEL shall offer comments on drgs./ docs. within 10 days. BHEL shall approve all drgs. / docs. in Cat-I in total 3 months time from the date of P.O inline with above drg/doc submission schedule by BHEL & vendor. Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions. For any clarification/discussion required to complete the drawings, the bidder shall himself depute his personnel to BHEL for across table discussions/finalizations/ submissions of drawings.

\* The drawings to be submitted by bidder in event of award of contract shall be:-

- Technical data sheets + PHE's Sizing Calculations + Performance Curves for all PHE's
- GA drawings of all PHE's
- Quality plan

***The Delivery Schedule mentioned above will be applicable for this tender and any other delivery schedule mentioned anywhere else in the tender document shall be replaced by the above schedule.***

*Sumeet Sahay*  
*16/9/12*

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**For Foreign Vendors (Delivery terms – FOB site basis):-**

"Six and Half (6.5) months from drgs. /docs. approval in CAT-I issued by BHEL. This is subject to bidder's 1st submission of drawing/docs within two weeks from the date of P.O inline with above drg/doc submission schedule by BHEL & vendor. Vendor to re-submit documents within 7 days only, taking care of all the comments of BHEL. BHEL shall approve/ comment on drgs./ docs. within 10 days. BHEL shall approve all drgs./ docs. in Cat-I in total 3 months time from the date of P.O. Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions."

\* The drawings to be submitted by bidder in event of award of contract shall be:-

- Technical data sheets + PHE's Sizing Calculations + Performance Curves for all PHE's
- GA drawings of all PHE's
- Quality plan

**The Delivery Schedule mentioned above will be applicable for this tender and any other delivery schedule mentioned anywhere else in the tender document shall be replaced by the above schedule.**

14. Indigenous bidders to note that CIF allocation is applicable for the subject package for the subject project.

15. Payment terms for the supply portion will be as per GCC, Issue 00, Rev 04, Vol-I, part-B: cl no: 8.1.2 and payment terms for PG Test will be as per GCC, Issue 00, Rev 04, Vol-I, part-B: cl no: 8.4 i.e

"100% payment shall be released by PEM, on successful completion of PG / Demonstration test(s) of the system/package to the Owner."

**16. PRE-QUALIFICATION REQUIREMENT:-**

Bidders are requested to fill up the details in **"TECHNICAL AND FINANCIAL PRE-QUALIFYING REQUIREMENT"** and also to submit the credentials. The bidders, who are already registered with BHEL PEM for the tendered package *without any ordering/financial limit*, need not submit the Financial PQR. They will be considered qualified on Financial PQR based on their registration with BHEL PEM. In case of limit, the registered bidder may submit the documents required for review of limit alone, if the bidder wants re-assessment of the limit.

Bids of only those bidders shall be evaluated who meet the Technical as well as Financial pre-qualifying requirements. Credentials of the bidders meeting the prequalifying requirements shall be taken up with customer for approval. Price Bid of only BHEL and customer approved vendors shall be opened and same shall be covered in NIT.

17. Reverse Auction: BHEL reserves the right to finalize Prices by conducting RA or by conventional way of price bid opening (Refer Clause No. 15.0 of Volume-I, Part-A, GCC REV 04).

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18. Bidder to note for compliance that this is conditional enquiry, the price bid (Part-II) opening/RA is subjected to

- a) Approval of bidder by the BHEL.
- b) Approval of bidder by Customer. Same shall be taken up by us with customer based on the credentials/reference list. So you are requested to submit the following upgrading on or before technical bid Part-I opening:-
  - i. Reference list indicating PO details, customer name, PO date, execution date etc.
  - ii. Performance certificate issued by the clients.

*Vendors to submit the sub-supplier questionnaires as per the format enclosed.*

19. During price evaluation in case of foreign currency bids, exchange rate (TT selling rate of State Bank of India) as on schedule date of tender opening (part I bid in case of two part bids) will be considered for conversion in Indian Rupees.

20. For indigenous suppliers please note that in case of packages having contract value more than 25 lacs, vendors to note that following clause will be applicable along with the payment terms:-

"Submission of E1/E2 forms against Forms C is to be ensured within the time specified in sales tax act or before balance 10% payment whichever is earlier."

21. Indigenous bidders have to quote freight charges in percentage of their quoted ex-works prices.

22. Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS AS PER GCC (04), SCC (REV02) AND NIT". In case of deviations, bidder to clearly mention the same with their techno-commercial offer.

23. All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.

24. The offers of the bidders who are on the banned list as also the offer of the bidders, who engage the services of the banned firms, shall be rejected. The list of banned firms is available on BHEL website [www.bhel.com](http://www.bhel.com).

25. Bidders are requested to visit constantly our website to update them self for any technical or commercial change in the NIT.

26. Inspection shall be done by BHEL/ (end) CUSTOMER/Third party Agency (finalized by BHEL).

27. Please note that for technical bid, detailed offers are to be submitted including the following along with the Price schedule as per BHEL format enclosed with NIT:-

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**Project  
Engineering  
Management**

**Bharat Heavy Electricals Limited**  
(A Govt. Of India Undertaking)



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- Acceptance of GCC Rev-04.
- Acceptance of Special Conditions of Contract
- GA Drawings, if any.
- Guarantee Clause – As per (General Conditions of Contract) GCC, Issue 00, Rev. 04.
- Pre-qualifying Requirement (PQRs) - a) TECHNICAL PQR b) FINANCIAL PQR.
- Technical Deviations and commercial deviation, if any.
- Along with your offer, please submit a copy of this letter duly signed & stamped on each page as token of acceptance of terms & instructions conveyed.
- Un-Priced price format duly filled in 'Quoted' or 'Q' in each column/row.
- Separate sealed price-bid envelope mentioning name of the project/package in BOLD LETTER on the top of each envelope.

**Note: Tenderer must submit UN-PRICED Price format duly filled mentioning the word "QUOTED" in place of actual price given in sealed price bid.**

Thanking you,  
Yours faithfully,  
For and on behalf of BHEL

*Sumeet Sahay*  
17/9/12

**SUMEET SAHAY**  
(ENGR/PROJECT GROUP-I-2)

सुमीत साहय/SUMEET SAHAY  
इंजीनियर (पी.जी.-1-2)/Engineer (PG-1-2)  
भारत हेवी इलेक्ट्रिकल्स लिमिटेड/Bharat Heavy Electricals Ltd.  
पावर सेक्टर-प्रियोजना इंजीनियरिंग प्रबंधन  
Power Sector-Project Engineering Management  
पी.पी.ई.आई. बिल्डिंग, एच.आर.डी. एवं ई.एस.आई. कॉम्प्लेक्स  
PEI Building, HRD & ESI Complex,  
प्लॉट नं.-25, सेक्टर-16ए, नोएडा-201 301  
Plot No. 25, Sector-16A, Noida - 201 301

**Enclosure:**

1. Enquiry Terms & Conditions
2. Price Format (Prices should be quoted in this format only)
3. BOQ & Technical Specifications
4. SCC of the project
5. General PQR
6. Technical PQR
7. Financial PQR
8. NTPC Format for sub-supplier questionnaires

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