

**BHARAT HEAVY ELECTRICALS LIMITED
(A Government of India Undertaking)**

Heavy Power Equipment Plant (HPEP),

Hyderabad - 502032, INDIA

**NOTICE INVITING GLOBAL EXPRESSION OF
INTEREST (EOI) FOR EMPANELMENT OF GT
OEMs FOR SUPPLY AND SERVICES OF GAS
TURBINES IN THE RANGES OF 1-10 MW , 10-20
MW FOR GENERATOR & MECHANICAL
DRIVE APPLICATIONS AND 20-40 MW FOR
MECHANICAL DRIVE APPLICATION.**

BHEL EOI DOCUMENT NO:

HY/HPEP/EOI/GT OEM/2019/0001

EOI Notification number: NIT_46678

LETTER OF INVITATION

Heavy Power Equipment Plant (HPEP), Bharat Heavy Electricals Limited (BHEL), Ramachandrapuram (India), invites EOI proposals from prospective GT OEMs (Gas turbine Original Equipment Manufacturers) to be empaneled with BHEL for supply of Gas Turbine in the ranges of 1-10 MW , 10-20 MW for Generator & Mechanical drive applications and 20-40 MW for Mechanical drive application and provide supervisory services for Erection and commissioning of the gas turbines.

i. The EOI includes the following documents:

Section 1 - Disclaimer

Section 2 - Schedule of EOI process

Section 3 - Details of EOI

Section 4 - Pre-Qualification and Major Criteria

Section 5 - Scope of Work and Services

Section 6 : Instructions to Bidder (ITB)

ii. Agencies interested in the above EOI, may raise Pre-bid queries, if any, **on or before due date mentioned in enquiry** EOI Notification number: NIT_46678

iii. . **Tender Details and extension of due . date etc. to be checked on website Bhel.com website by the OEM at**
<http://www.bhel.com/index.php/tender?tenid=46678>

iv. Interested agencies shall submit their proposal along with covering letter and all supporting documents/information as per **Section-4 and Annexure-1** in the soft copies addressed to Email ID indicated in the contact details (Section-2) on or before last date of Submission.

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SECTION-1

DISCLAIMER

1. The information contained in this Expression of Interest (EOI) document provided to the Applicants(s), by or on behalf of Bharat Heavy Electricals Limited (BHEL) or any of its employees or advisors, is provided to the Applicants (s) on the terms and conditions set out in this EOI document and all other terms and conditions subject to which such information is provided.
2. The purpose of this EOI document is to provide the Applicants (s) with information to assist the formulation of their Proposals. This EOI document does not purport to contain all the information each Applicants may require. This EOI document may not be appropriate for all persons, and it is not possible for BHEL, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each Applicant who reads or uses this EOI document. Each Applicant should conduct his own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI document and where necessary obtain independent advice from appropriate sources.
3. BHEL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EOI document.
4. BHEL may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this EOI document.
5. An applicant means a Business Entity or Proprietor firm who has sufficient experience in accordance with the Conditions of Eligibility as detailed in EOI is permissible.
6. The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicants to enter into tie-up agreements with shortlisted Applicants.
7. The respondent shall bear all costs associated with the preparation, technical discussion/presentation and submission of EOI, BHEL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EOI process.
8. Canvassing in any form by the respondent or by any other agency on their behalf may lead to disqualification of their EOI.

SECTION-2

SCHEDULE OF EOI PROCESS & CONTACT DETAILS

- i. Agencies interested in the above EOI, may raise Pre-bid queries, if any, on or before due date mentioned in enquiry. Tender Details and extension of due date etc. to be checked on website Bhel.com website by the OEM

1.0 NOTE to Bidders:

1.1 Please ensure submission of Signed copy of Pre-Qualification document in Section 4 below ,duly enclosing all the required attachments viz. :

- a) Submit duly filled up Annexure-1 with due Confirmations & documents
- b) Technical details of Model selected along with catalogues etc. as per Annexure-1_
- c) Submit "Section 4" in EOI with due Confirmations & documents in Table-1,Table-2 & Table-3
- d) Customer Work order /LOI/PO copy etc, as per Table-1,Table-2 & Table-3 in Section 4.
- e) Any other documents relevant for the EOI may be submitted.

NOTE : The Expression of Interest is only for Pre-Qualification of GT OEMs willing to participate with BHEL as per Clauses above .Hence ,no prices shall be submitted along with EOI.

1.2 General :

1.2.1 Date & Time for Submission of Proposal (EOI): The due date & time for submission of Proposal (EOI) by the Bidder : refer BHEL Email .

1.2.2 Please refer Instruction to Bidders (ITB) in Section 2 of the document for compliance.

1.2.3 BHEL will not be responsible for any costs or expenses incurred by the Bidder in connection with preparation or delivery of EOI.

1.2.4 BHEL reserves the right to reject any or all EOI received without assigning any reason.

1.2.5 In case of Foreign Bidder, if any of the documents in support of meaning EOI are not in English language, then the original document along with English translation shall be furnished. The EOI and all correspondence incidental and related to EOI shall be in English language. Any printed literature and document submitted in any other language should be accompanied by authenticated English translation, in which case, for purpose of interpretation of the EOI, English translation shall govern. Responsibility for correctness in translation shall lie with the Bidder.

2.0 Contact Person & SUBMISSION OF EOI :

2.1) NOTE: The proposal complete in all respect to be sent with heading HY/HPEP/EOI/GT-OEM/2019/0001 Bid by **E-mail** per the EOI requirements to technicalbid_hyd@bhel.in .

2.1.1) : Since, this is not an RFQ and only an EOI, the **price bid is NOT to be submitted.**

2.2) Schedule of EoI & contact details:

2.2.1) Schedule of EoI:

The schedule of EoI shall be as follows -

S.No	Description	Date
1	Issue of EoI document	03.06.2019
2	Last date for submission of EoI response	24.06.2019

Note: Bidders may quote for any or all of the Tables 1, 2, 3 mentioned in Section-4 depending upon the GT models available with bidders.

EOI documents can be downloaded from <http://www.bhel.com/index.php/tender?tenid=46678>

NOTE : All corrigenda, addenda, amendments, time extensions, clarifications etc. to the EOI will be hosted on the above websites only. Bidders should regularly visit above websites to keep themselves updated.

2.2.2) Contact Details:

Any clarifications regarding to the tender may also be obtained from

Mr. G Nageswara Rao
Dy Mgr / Gas Turbines Purchase
Administrative Building, IV Floor
BHEL, Ramachandrapuram
Hyderabad-502032, India
Phone: +91 40 23182154
E-mail: nagg@bhel.in

Note-1 : Please ensure that the **email size** does not exceed 7 **Mb**. If the size is higher than 7 Mb, please split the email in many parts and send the emails with heading as " HY/HPEP/EOI/GT-OEM/2019/0001 Bid- Part 1 of n " , " HY/HPEP/EOI/GT-OEM/2019/0001- Part 2 of n " , etc till , " HY/HPEP/EOI/GT-OEM/2019/0001- Part n of n "

SECTION - 3

DETAILS OF EXPRESSION OF INTEREST (EOI)

3.1 ABOUT BHEL

Bharat Heavy Electricals Limited (BHEL) (www.bhel.com) is a Government of India Undertaking and a Maharatna Company, Established in 1964. BHEL is an integrated power plant equipment manufacturer and one of the largest Engineering and Manufacturing Company of its kind in India. The company is engaged in the Design, Engineering, Manufacturing, Construction, Testing, Commissioning and servicing of a wide range of products and services for core sectors of the economy, viz. Power, Transmission, Industry, Transportation (Railways), Renewable Energy, Oil & Gas, Water and Defence with over 180 products offerings to meet the needs of these sectors. BHEL has been the bedrock of India's Heavy Electrical Equipment industry.

BHEL has a widespread network of 17 Manufacturing Divisions, 2 Repair Units, 4 Regional Offices, 8 Service Centres, 6 Overseas Offices, 6 Joint Ventures, 15 Regional Marketing Centres and current project execution at more than 150 project sites across India and abroad corroborates the humungous scale and size of its operations.

Adding to its achievements, BHEL has joined the elite club of select global giants having an installed base of over 170 GW of power generating equipment globally. BHEL also has a widespread overseas footprint in 78 countries with cumulative overseas installed capacity of BHEL manufactured power plants nearing 10,000 MW.

BHEL has technology tie-ups with leading companies in the world including General Electric Company, Siemens AG and Mitsubishi Heavy Industries Ltd., supported by technology developments in its own R&D centres. The quality & reliability of BHEL products at par with other Global players and adheres to international standards.

3.2 Heavy Power Equipment plant, HPEP, Hyderabad

HPEP, BHEL Hyderabad manufactures Heavy Duty Gas Turbines.

3.3 OBJECTIVE OF EOI :

The objective of this EOI is to shortlist GT OEMs (Gas turbine Original Equipment Manufacturers) in the ranges of 1-10 MW , 10-20 MW for Generator & Mechanical drive applications and 20-40 MW for Mechanical drive applications and empanel them for future requirements in order to supply Gas Turbine for Generator drive/Mechanical drive application and supervisory services for Erection and commissioning of the gas turbine. The scope of work and services of the GT OEMs has been broadly defined in **Section-5**.

3.4 PROCESS OF EMPANELLING :

- i. Prospective GT OEMs who are meeting the Criteria as per **Section- 4** shall submit their proposal for EOI in **English**.
- ii. Evaluation shall be carried out as per BHEL “Supplier Evaluation Approval & Review Procedure (SEARP) guidelines- 2016, Rev 02 .This document is available on BHEL website under link:
http://www.bhel.com/vender_registration/pdf/SEARP-2016_abridged_for_web.pdf
- iii. Prospective GT OEMs shall furnish all the information/ documents/ credentials etc. as per **Section-4**.

All the documents shall be submitted in English Language only. If, the *reference documents are in any other language*, the English translated copy of the same, duly certified, stamped and signed by local chamber of commerce of bidder’s country shall be furnished along with the copy of original document.

- iv. In case separate proposals are received from different Divisions of the same Organisation, BHEL reserves the right to consider proposal of any one of these Divisions for empanelment. BHEL decision on this shall be final.
- v. BHEL shall intimate the shortlisted GT OEMs for further discussions, presentations, etc. on their proposals. BHEL at their discretion shall inspect the GT OEMs works/offices/project premises for the purpose of evaluation, as deemed necessary, before empanelment. BHEL decision on this shall be final.
- vi. The selected agencies will be empanelled with BHEL as GT OEM for supply of Gas Turbine for Generator drive/Mechanical drive application and supervisory services for Erection and commissioning of the gas turbine including proposal engineering during bidding stage and detailed engineering during project execution stage.
- vii. Subsequent to empanelment, whenever required, BHEL shall float a formal RFQ along with the Tender/ Project specific requirements/scope of work/ terms & conditions etc. The GT OEM will be finalised as per Tender/ Project specific requirements.
- viii. The performance of the empaneled GT OEMs shall be evaluated periodically as per BHEL SEARP guidelines. Retention/Delisting of these agencies shall be at the discretion of BHEL based on performance feedback criteria.
- ix. This Expression of Interest (EOI) is not an agreement and is not an offer or invitation to enter into an agreement/ tie-up/MOU of any kind with any party by BHEL.

3.5 BHEL's Requirement:

GT OEMs are requested to quote for this Expression of Interest (EOI) as per criteria under Section-4 for supply of Gas Turbine for Generator drive/Mechanical drive application and provide supervisory services for Erection and commissioning of the gas turbine.

BHEL intends to quote for future Gas turbine for Generator/Mechanical drive application tenders on an EPC basis by sourcing the Gas Turbine from a GT OEM and with BHEL supplying the balance equipment of the power plant like GT auxiliaries, Generator & its auxiliaries, Load gear box, GT control system, Lube oil system, Plant DCS, Fuel forwarding & treatment, HRSG, BOP, piping, civil construction etc. along with Erection & Commissioning. However, detailed Scope of OEM & BHEL shall be discussed on case to case basis depending on the tender requirements. In this regard, BHEL is presently seeking Expression of Interest (EOI) Ref: HY/HPEP/EOI/GT OEM/2019/0001 from GT OEMs for supply of equipment and installation services for Gas Turbine for Generator drive/Mechanical drive application.

3.6 Mode of Selection of GT OEM:

Upon receipt of Expression of Interest from the GT OEMs, BHEL will scrutinize the information and if found acceptable, BHEL will include qualified GT OEMs into BHEL's GT OEM vendor list for future tenders.

Whenever an "End customer" floats a tender requirement for Gas turbines for Generator/Mechanical drive application, BHEL will float a separate Request for Quotation (RFQ) to the above qualified GT OEMs (who have been included in BHEL's vendor directory as per this EOI Ref: HY/HPEP/EOI/GT OEM/2019/0001) and a single GT OEM would be selected based on the selection criteria of the end customer for whose tender the Gas turbine is required. The selected GT OEM would be required to enter into a "Pre-bid Tieup" with BHEL wherein agreements with regard to scope of supply, technical compliance, commercial terms and conditions and price would be finalized and based on which BHEL would make an overall bid to the end customer's tender. In the event that BHEL wins the end customer's order and upon placement of LOI by end customer on BHEL, BHEL will in turn order the scope of supply of the Gas turbine on the GT OEM as per the Pre-bid agreement between BHEL and the qualified GT OEM.

SECTION- 4

PRE-QUALIFICATION AND MAJOR CRITERIA.

The Agency desiring for empanelment should also meet the Major Criteria mentioned below:

NOTE :The GT OEMs must be a **registered firm or a company** having Establishments for supply of Gas Turbine for Generator drive/Mechanical drive application and provide supervisory services for Erection and commissioning of the gas turbine.

GT OEMs shall submit their offer covering the major criteria as listed in the attached “Annexure-1” and also submit Confirmations in Table-1, Table-2 & Table-3 below.

Note: Bidders may quote for any or all of the Tables 1, 2, 3 mentioned in Section-4 depending upon the GT models available with bidders along with duly filled Annexure-I.

TABLE- I: Pre-Qualification Criteria for the GT range of 1-10 MW: Generator & Mechanical drive

S. No.	Experience Criteria	Document Required	GT OEM Confirmations with supporting documents
1.	<p>The GT OEM/Manufacturer shall submit documentary evidence of all gas turbine models being offered by them in the capacity range 1-10 MW ISO rating which have been supplied in a Fertilizer or Refinery or Oil & Gas or Process or Power Industry during last 7 years from the date of issue of this EOI.</p> <p>The GT OEM/Manufacturer's scope includes design, engineering, procurement, supply, testing, training, supervision of erection and commissioning.</p> <p>For each of the offered models, the GT OEM/Manufacturer shall have manufactured at least two units and with at least one unit having a minimum of one year in commercial operation as of date of issue of this EOI.</p>	<p>1) Declaration letter from GT OEM/Manufacturer listing the GT models being manufactured by them.</p> <p>2) Unpriced Copy of Purchase order for supply, supervisory services and training of earlier executed projects</p> <p>3) Completion/ Acceptance Certificate and Performance Certificate towards satisfactory operation from Owner / customer along with the name of the contact person and contact details such as ph. no, email i.d. etc. Certificate to mention name of manufacturer.</p> <p>4) GT OEM/Manufacturer shall submit reference list of gas turbines supplied earlier.</p>	
2.	<p>GT OEM shall confirm that they will be able to supply capital spares required for mandatory inspections, required O&M spares and provide required technical support throughout the life of the equipment.</p>	<p>1) End User Certificates</p> <p>2) Unpriced Copy of Purchase order</p>	

TABLE 2
Pre-Qualification Criteria for the GT range of 10-20 MW: Generator & Mechanical drive

S. No.	Experience Criteria	Document Required	GT OEM Confirmations with supporting documents
1.	<p>The GT OEM/Manufacturer shall submit documentary evidence of all gas turbine models being offered by them in the capacity range 10-20 MW ISO rating which have been supplied in a Fertilizer or Refinery or Oil & Gas or Process or Power Industry during last 7 years from the date of issue of this EOI.</p> <p>The GT OEM/Manufacturer's scope includes design, engineering, procurement, supply, testing, training, supervision of erection and commissioning.</p> <p>For each of the offered models, the GT OEM/Manufacturer shall have manufactured at least two units and with at least one unit having a minimum of one year in commercial operation as of date of issue of this EOI.</p>	<p>1) Declaration letter from GT OEM/Manufacturer listing the GT models being manufactured by them.</p> <p>2)Unpriced Copy of Purchase order for supply, supervisory services and training of earlier executed projects</p> <p>3) Completion/ Acceptance Certificate and Performance Certificate towards satisfactory operation from Owner / customer along with the name of the contact person and contact details such as ph. no, email i.d. etc. Certificate to mention name of manufacturer.</p> <p>4) GT OEM/Manufacturer shall submit reference list of gas turbines supplied earlier.</p>	
2.	<p>GT OEM shall confirm that they will be able to supply capital spares required for mandatory inspections, required O&M spares and provide required technical support throughout the life of the equipment.</p>	<p>1) End User Certificates</p> <p>2) Unpriced Copy of Purchase order</p>	

TABLE-3:
Pre-Qualification Criteria for the GT range of 20-40 MW: Mechanical drive

S. No.	Experience Criteria	Document Required	GT OEM Confirmations with supporting documents
1.	<p>The GT OEM/Manufacturer shall submit documentary evidence of all gas turbine models being offered by them in the capacity range 20-40 MW ISO rating which have been supplied in a Fertilizer or Refinery or Oil & Gas or Process or Power Industry during last 7 years from the date of issue of this EOI.</p> <p>The GT OEM/Manufacturer's scope includes design, engineering, procurement, supply, testing, training, supervision of erection and commissioning.</p> <p>For each of the offered models, the GT OEM/Manufacturer shall have manufactured at least two units and with at least one unit having a minimum of one year in commercial operation as of date of issue of this EOI.</p>	<p>1) Declaration letter from GT OEM/Manufacturer listing the GT models being manufactured by them.</p> <p>2) Unpriced Copy of Purchase order for supply, supervisory services and training of earlier executed projects</p> <p>3) Completion/ Acceptance Certificate and Performance Certificate towards satisfactory operation from Owner / customer along with the name of the contact person and contact details such as ph. no, email i.d. etc. Certificate to mention name of manufacturer.</p> <p>4) GT OEM/Manufacturer shall submit reference list of gas turbines supplied earlier.</p>	
2.	<p>GT OEM shall confirm that they will be able to supply capital spares required for mandatory inspections, required O&M spares and provide required technical support throughout the life of the equipment.</p>	<p>1) End User Certificates</p> <p>2) Unpriced Copy of Purchase order</p>	

SECTION- 5

SCOPE OF WORK AND SERVICES

Design, engineering, procurement, supply, inspection, testing etc. as applicable for the tender and delivery up to mutually agreed port between BHEL and GT OEM for the Gas Turbine.

GT OEM to also provide supervisory services for Erection and Commissioning and Performance guarantee test at site and any other services (i.e., Training etc.) as agreed mutually between BHEL and GT OEM during Pre-bid Tie-up as per the specific requirements of the tender. Erection and commissioning and Performance guarantee test at site shall be performed by BHEL under the supervision of GT OEM supervisor.

SECTION -6 (ITB)

INSTRUCTION TO BIDDERS FOR SUBMISSION OF EXPRESSION OF INTEREST

1.0 INTRODUCTION

1.1 DEFINITIONS

1.1.1 'Owner' means customer to whom GT was supplied by GT OEM

1.1.2. 'Consultant' - Not used

1.1.3 EPC Bidder means M/s Bharat Heavy Electricals Limited (BHEL), a company incorporated in India.

1.1.4 End Customer: Customer who will be floating a tender for requirement of Power Plant in future.

1.2 SCOPE OF WORK

The brief scope of work, description of required equipment and pre-qualification criteria have been provided under SECTION - 3 DETAILS OF EXPRESSION OF INTEREST (EOI)

1.3 RIGHT TO ACCEPT/REJECT

BHEL reserves the right to accept or reject any EOI and to annul the bidding process and reject all EOI at any time without thereby incurring any liability to the affected Bidder or any obligation to inform the affected Bidder of the grounds for the BHEL's action.

2.0 PREPARATION / SUBMISSION OF EXPRESSION OF INTEREST

2.1 LANGUAGE OF EOI

The EOI and all correspondence incidental and related to EOI shall be in English language. Any printed literature and document submitted in any other language should be accompanied by authenticated English translation, in which case, for purpose of interpretation of the EOI, English translation shall govern. Responsibility for correctness in translation shall lie with the Bidder.

2.2 COST OF BIDDING

The Bidder shall bear all costs associated with the preparation or delivery of its EOI, participating in discussion etc. including costs and expenses related with visits to

BHEL's office and the site (s). BHEL will in no case be responsible or liable for those costs and expenses regardless of the outcome of the bidding process.

2.3 DOCUMENTS COMPRISING EOI

2.3.1 The EOI must be complete in all respect leaving no scope for ambiguity. It is in the interest of Bidder to submit complete and comprehensive proposal leaving no scope for BHEL to raise any further questionnaires. BHEL may evaluate the Bidder on the basis of document submitted in the first instance in order to adhere to BHEL requirements.(refer Section-4)

2.3.2 Bidder shall submit the following for expressing their interest:

- i) Cover letter giving brief introduction and expressing interest to participate in bidding process.
- ii) Pre-qualification criterion as per Pre-qualification Criteria **as per Section-4 of EOI** along with supporting documents such as copies of work order, PO Copies completion certificate (if available) etc.

2.4 SUBMISSION OF EOI

Bidders are required to send the complete proposal /EOI document along with all supporting documents duly signed & stamped on each page so as to reach at the email-id technicalbid_hyd@bhel.in within the due date and Section-2 of EOI . **Prices should not be furnished in EOI.**

2.5 EPC Bidder's RIGHT

2.5.1 BHEL reserves its right to call originals of the supporting document submitted for verification, if required and also to cross check any details as furnished by the Bidder from their previous Clients / Consultants etc. Bidder shall have no objection whatsoever in this regard and shall facilitate BHEL to obtain the same.

2.5.2 BHEL reserves the right to make use of available in- house data (their own or their Consultants) also for pre-qualification of Bidder(s) who have submitted EOI. The decision of BHEL will be final and binding on the parties.

2.5.3 This EOI intends to short list suitable GT OEM for supplying Gas Turbine (Refer Section 3)

2.5.4) BHEL reserves the right to disqualify any Applicant during or after completion of EOI process, if it is found there was a material misrepresentation by any such Applicant or the Applicant fails to provide, within the specified time, supplemental information sought by BHEL.

2.6 CONTACTING BHEL

No Bidder shall contact BHEL on any matter relating to its EOI from the time of submission of EOI unless requested so in writing. Any effort by a Bidder to influence BHEL in the decision making in respect of EOI will result in the rejection of that Bidder.

2.7 GOVERNING LAWS & JURISDICTION:

The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or in connection with the EOI process.