



Bharat Heavy Electricals Limited

Component Fabrication Plant, Rudrapur
District – US Nagar, Uttarakhand -263153.

Ref: BHE/RU/BA-ADVT/16-17/01

Date: 19.05.2016

BUSINESS ASSOCIATES

Bharat Heavy Electricals Limited (BHEL) has been a pioneer in the field of renewable energy sources for over three decades and involved in design, manufacturing, supply and installation of Solar Water Heating System, Solar Lantern, Solar Home Lights, Solar Street Lights, Solar Photovoltaic (SPV) power plants, SPV water pumps etc. through its network of business ASSOCIATES and addressed by its Component Fabrication Plant (CFP) located at Rudrapur, District–Udham Singh Nagar, Uttarakhand. While some of the products and systems has since been discontinued, to enhance the business of remaining products and systems, it is proposed now to revive the network of **BUSINESS ASSOCIATES** from all regions of INDIA who will work for enhancing the **off-grid and roof-top** solar PV business reach of BHEL and render logistics, installation and O&M services including supply of certain BOS items and related minor civil and structural works. Marketing of the above systems is being carried out by Renewable and Water Business group at Industry Sector, Integrated Office Complex, Lodhi Road, New Delhi.

Business related to above products is broadly divided into following parts: -

SCOPE of BHEL: -

- a) System design of state of the art Solar Photovoltaic (SPV) submersible/ surface water pumps, Off-grid and Roof-top Solar Photovoltaic (SPV) power plants.
- b) Overall Project management and supervision.
- c) Verification of detailed engineering of BOS prepared by Business Associates.
- d) Monitoring the project progress as per the submitted project plan.
- e) Quality services / Inspection.
- f) Technical support as and when required.
- g) Supply of Modules, PCU's, SCADA and Pumps as the requirement may be, to Business Associate for erection at project site.
- h) Warranty support for the modules and other Materials supplied by BHEL for the time period as per the contract with the customer.
- i) Ensuring quality of work and quality of delivery of the project in line with the PO placed by the customer.

SCOPE OF ASSOCIATES: -

- i. Survey of proposed/ identified site at pre-tender or/and post-tender stage
- ii. Submission of detailed Engineering drawing including civil works, Quality Plan and execution schedule to BHEL along with cost estimates as per BHEL/ customer specifications and obtaining approval from BHEL.
- iii. Supply of BOS to site as approved by BHEL.


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वरिष्ठ अभियन्ता (बी.डी.ई.) **Sr.Engineer (B.D.E)**
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उत्तराखण्ड-263153 **Uttarakhand-263153**

- iv. Arranging delivery of BHEL supplied materials to sites and storage. Execution of civil and structural work as per approved design. Installation and commissioning of the system as per approved specification of BHEL.
- v. Support towards collection of payment against the invoice generated by BHEL as per payment terms and billing schedule as per the contract.
- vi. To arrange for pre-dispatch inspection by BHEL officials for BOS and inspection of Civil and Installation Works. .
- vii. Conducting successful trial run of the system and obtaining completion certificate from customers.
- viii. O&M of the executed systems as per the order placed by BHEL.

Further the ASSOCIATES shall also be responsible for the following, but not limited to:

- i. ASSOCIATES, wherever applicable, shall properly pack and crate all the equipment in such a manner so as to protect them from deterioration and damage during transportation. ASSOCIATES shall be responsible for the damage due to improper packing, handling etc.
- ii. The goods supplied under the BHEL order shall be fully insured against loss or damage during transportation, shifting, assembling etc. and the expenses in this regard shall be included in the offered price. ASSOCIATES shall also provide complete project insurance (as per total project cost/order value to BHEL) till the project is handed over to customer/end-user.
- iii. ASSOCIATES shall deliver the material at their own cost as per the order at various project sites informed by BHEL.
- iv. ASSOCIATES shall make arrangement to maintain a sufficient stock of essential & consumable spares at various project sites for maintenance of the system and ensure the proper maintenance of the system promptly.
- v. Arrange for safe storage at the site.
- vi. To co-ordinate with Customer for verification of supply of equipment and early realization of the related payment from Government agencies and Customer.
- vii. Site preparation, Installation & Commissioning and energisation of all equipment's and systems.
- viii. To ensure satisfactory performance of the systems during warranty period as well as during the Maintenance period. For this purpose ASSOCIATES shall prepare a preventive maintenance schedule as approved by BHEL and submit the quarterly maintenance reports to BHEL.
- ix. Establish an equipped service centre wherever required as per the contract received by BHEL.
- x. To update BHEL regarding performance of the installed systems and submit report in this respect till the end of Warranty period. For this purpose ASSOCIATES shall create an online real time performance monitoring system and provide access of the same to BHEL.
- xi. Materials, wherever supplied, shall be of good quality. Workmanship shall be neat & clean without any blemish, scratch, spot etc.
- xii. Ensuring the satisfactory performance during warranty period of the items/works carried out. In case of any defect ASSOCIATES shall immediately replace / repair the part at their own cost for smooth operation of the plant.
- xiii. In case of any losses, theft or damage of material, ASSOCIATES shall alone be responsible to make alternative arrangement for completion of the project within contractual delivery, commissioning & AMC period, wherever applicable, within quoted price. The purchaser shall in no way, whatsoever, be responsible to compensate ASSOCIATES on this account.
- xiv. ASSOCIATES shall get all the utilities required to complete the work directly or thru the customer. No payment on this account shall be paid by BHEL.
- xv. Service support for Systems and Maintenance of the system beyond warranty period, in case of AMC desired by the customer & BHEL.
- xvi. ASSOCIATES shall prepare and submit to BHEL draft operation and maintenance manuals, Final drawings, Dos & Don'ts etc. BHEL would approve these documents with the necessary

- amendments, if necessary. ASSOCIATES shall submit approved copies of the said manuals and drawings to BHEL as well as ultimate customer at the time of handing over the site. ASSOCIATES shall also submit the photographs and videos of the progress of work and completion of work at site.
- xvii. ASSOCIATES shall also be responsible for help in identifying prospective customers in their respective area(s) and follow up /support related to commercial and contractual issues.
 - xviii. The associate should possess valid Electrical Contractor License
 - xix. No associate is entitled for dealership of Cells and Modules manufactured at the Electronics Division of BHEL located at Bangalore.
 - xx. Further no associate is permitted to represent any other business or unit of BHEL other than what is contained in the MOU in the event of selection.
 - xxi. Associates will not be entitled to use BHEL logo in any form without written consent of BHEL.
 - xxii. Preference may be given to associates who are having established local service network to carry out the work related to projects located in those regions (state/district), on a case to case basis, at the discretion of BHEL.

It is evident that ASSOCIATES have an important role to play as our business partners in successful functioning of above business.

BHEL is planning to revive the network of ASSOCIATES to provide impetus to this business and also to cover the un-represented areas of the country.

BHEL invites motivated entrepreneurs / organizations who already have experience of working in above field and willing to be our business partners as "BUSINESS ASSOCIATES" for the above systems. Details and formats for response can be downloaded from www.bhel.com or www.eprocure.gov.in.

Interested parties are requested to submit their EOI in prescribed format (Annexure-A) along with all supporting documents/credentials.

BHEL reserves the right to accept or reject any or all applications without assigning any reason therefor.

Last Date for submission of EOI: 30.06.2016 at 14:00 Hrs.

Date of opening of EOI: 30.06.2016 at 15:00Hrs

Please send your response at the following address:

**Additional General Manager (Operations)
Bharat Heavy Electricals Limited
Component Fabrication Plant
Rudrapur, District – U.S. Nagar
Uttarakhand- 263153
Phone: (05944) 257 280, 257 278
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**Alok Kumar
Sr.Engineer (B.D.E)
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ANNEXURE- A

FORMAT FOR SUBMISSION / QUALIFYING REQUIREMENTS


Sl No	Requirement	Vendor Information
1.	Name of the Company	
2.	Head Office	Address: Phone : Email : Fax : Website:
3.	Details of Factory/Works	Address: Phone : Email : Fax : Website:
4.	Chief Executive	Name Designation Office address: Phone: Email:
5.	Contact Person	Name Designation Office address: Phone: Email:
6.	Branches	Give details for each of the branches (Use separate sheet) Name of contact person Address Phone Fax Email
7.	Ownership	Tick appropriate: 1. Govt. of India Undertaking 2. State Govt. undertaking 3. Limited Company 4. Private Ltd. Company 5. Partnership Firm 6. Others - Specify Documentary proof to be attached: 1. Submit Memorandum & Articles of Association and Company registration Certificate 2. Partnership Deed
8.	Nature of Business	
9.	Year of establishment	
10.	Organization information	1. Complete Organization chart (separate sheet). 2. Experience of individuals in field of solar systems in separate sheet.
11.	Registration with statutory bodies	a. Income Tax Permanent Account No. b. Central Sales Tax Registration No. c. State Sales Tax Registration No. (TIN for VAT) d. E D Regn. No. / ECC Code e. ISO Accreditation f. Accreditation to any other body-specify g. National SSI Regn. No./ Validity date h. SSI Regn. No. / Validity date i. Ancillary Status Recognised By j. Credit Rating by Approved Agencies, If Any (Attach copies of relevant certificates)
12.	Bankers	Name of the Bank Branch Address Phone IFS Code Contact Person Designation


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13.	Financial Status	Attach copies of last three years balance sheets along with P&L A/C.
14.	Manufacturing Facilities / Material Handling Facility OR Resources for welding, Plumbing & Insulation.	Provide Following Detail in Separate Sheet: - a. Description & Specification of machine & Its Make including year of make & year of installation. b. Accuracy & Finish Attainable. c. No. Of Machines. d. Space available at works. e. Any Other Information OR a. Address of source for facilities if being outsourced with brief write up.
15.	List Of Measuring Facilities, Testing Equipment And Inspection Facilities	Provide Following Detail in Separate Sheet: - a. Description of Equipment. b. Size, Range, Capacity & Accuracy. c. Mode & Make. d. Last date of Calibration. e. Qty.
16.	Storage Capability	Total area available for storage of SPV System components at works OR Available resource for storage (give address).
17.	Specify detail of work done in the field of Solar systems.	Provide the following details for each job: a. Name of the Project & client. b. Value of the work. (Documentary proof of inspection should be furnished to prove experience in each of the above fields)
18.	Are you providing services to BHEL (Any Unit)	Yes /NO If 'Yes' provide the following details 1. Name of the Unit 2. Regd. No. 3. Name of project for which services provided 4. Period over which service provided 5. Contact person Designation Phone Fax Email (Use separate sheet if service is being provided to more than one unit of BHEL)
19.	Indicate your preparedness / arrangement for supply of Balance of Solar PV Systems (excluding PV Modules), E & C, and Commercial support.	Please furnish details with respect to experience and key persons involved in following activities: - • Design, Fabrication, Installation of SPV Water Pumps • Design, Fabrication & Installation of SPV Power Plant • Design, Fabrication & Installation of any part of SPV System • Design, Fabrication & Installation of any other SPV System
20.	Capability of creating selling network within state / outside state of interest.	Give Name of the state(s)/places where your firm can operate. Details of sister concern if any.
21.	Any other data you may feel unique will be useful for assessment including Customer perception.	
22.	What kind of support you wish to have from BHEL	

Note: -

1. The selected parties will be acknowledged as Business Associates and they have to enter into a Memorandum of Understanding with BHEL, CFP, Rudrapur on a non-judicial stamp paper.
2. Business Associates will also be required to deposit Rs.50,000/- as an interest free security along with MOU.
3. BHEL reserves the right to appoint more than one Business Associate in a district, state or region.


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Alok Kumar
 Sr. Engineer (B.D.E)
 BHEL Rudrapur
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Qualifying Criteria for Associates

Essential Requirements

Sl. No.	Description	Required
1	Service Tax Registration certificate	Applicable
2	EPF Registration Certificate	Applicable
3	ESI Registration Certificate	Applicable
4	Income Tax Permanent Account No. Card	Applicable
5	VAT/TIN Registration certificates	Applicable
6	Central Sales Tax Registration certificates	Applicable
7	Solvency Certificate issued by Bank (not more than three months old)	Applicable
8	Experience of having similar work/ E&C of solar PV power plant/pumps during last 5 years. Give list of such works with order value and attach copies of work orders.	Applicable

Note: For all the above requirements, please attach self-attested copies of documents.



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