

**BHARAT HEAVY ELECTRICALS LIMITED, BHOPAL**  
**MATERIAL MANAGEMENT – THERMAL DIVISION**

**Specific Terms & Conditions of Enquiry No. E1903016**

1. Offer to be submitted in Two-part bid i.e., 'technical bid' & 'price bid'.
2. Please refer BHEL general Terms & Conditions of Enquiry (BP 200102) for commercial terms & Conditions. Bidder to submit a copy of it sealed & signed on all pages along with technical Bid.
3. Please Submit Properly Filled "Pre-Qualification Requirement" Document Enclosed with Enquiry along with supporting documents asked in it.
4. Government of India issued Public Procurement (Preference to Make in India); Order 2017 with its amendments and subsequent Orders issued by the respective nodal ministries shall be applicable even if issued after issue of this NIT but before finalization of contract/PO/WO against this NIT. In this regard all bidders to submit Annexure-D of the Enquiry.
5. Bidder must submit prices in the price Bid Format of Enquiry only.
6. Enquiry is based on **Price Variation Clause (PVC)** basis. Bidder to submit sealed & signed copy of PVC Annexure of the Enquiry.

**7. Splitting of Order Quantity:**

Bidders will be ranked in increasing order of prices quoted after completion of Reverse Auction.

Order Quantity shall be divided between L1 & L2 bidders in the **ratio of 70:30** (i.e. 70% of order quantity to L1 bidder and 30% order quantity to L2 bidder), provided L2 bidder accepts for price quoted by L1 bidder.

In case L2 bidder regrets to accept L1 prices, opportunity will be given to L3 bidder for accepting 30% order quantity at L1 prices. Process will continue until H2 bidder. In case, H2 bidder also regrets to accept for 30% order quantity at L1 prices, the entire 100% quantity will be ordered on L1 bidder.

**Disclaimer:** In case Clause 29 of BHEL General Terms & Conditions of Enquiry (*Benefits earmarked for Purchase from Micro & Small Enterprises (MSEs) – Indigenous Purchase*) is invoked, it will have overriding effect on Splitting of order i.e. ordering of 20% of total ordering quantity to techno-commercially qualified MSE(s) will be ensured and share of the final two successful bidder(s) may decrease.

8. Benefits earmarked for MSEs in BHEL General Terms & Conditions of Enquiry will be available to manufacturing firms only. Traders/agents/dealers participating in tender (if any) will not be eligible for these benefits.

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Submission of Udhog Aadhar Memorandum (UAM) copy is must for availing these benefits.

**9. Reverse Auction:**

**“BHEL shall be resorting to Reverse Auction (RA) (Guidelines as available on [www.bhel.com](http://www.bhel.com)) for this tender. RA shall be conducted among all the techno-commercially qualified bidders.**

Price bids of all techno-commercially qualified bidders shall be opened and same shall be considered as initial bids of bidders in RA. In case any bidder(s) do(es) not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking.”

**10. Submission of Offer:**

OFFER should be addressed to: (By Post)

In-charge, Tender Room,  
Ground Floor Administrative Building,  
Bharat Heavy Electricals Limited, Piplani  
Bhopal-462022, Madhya Pradesh (India)

OR

OFFER can be sent in soft: (By E-mail)

**[mmtender.bpl@bhel.in](mailto:mmtender.bpl@bhel.in)**

(Please enclose separate PDF Files for “Techno-commercial Bid” and “Price Bid” in the email. All e-mail attachments should be in PDF Format Only.)