

BHARAT HEAVY ELECTRICALS LIMITED JHANSI - 284120
(A Govt of India undertaking)
Material Management

(Part-A)

TECHNO COMMERCIAL BID FOR ENQUIRY NO. E4100003 REV 00

Mandatory sheet regarding instruction to bidders for compliance for

Foreign suppliers

Important : This format is to be submitted in original, alongwith Part-A of bid, duly signed by the bidders, as proof of acceptance.

QUOTATION NO.....DATE.....

SUPPLIER'S NAME:

Sl. no.	Particulars	Supplier's Confirmation
1-	Complete acceptance for supply of items as per purchase / Tech. specification mentioned in the enquiry.	☐ Accepted
2-	Acceptance to all special remarks / General Terms & Condition JHS 2055A rev 03 of enquiry.	☐ Accepted
3-	Conformance / Test Certificate (along with supply) as specified in enquiry will be provided.	☐ Yes
4-	(a) Delivery period from date of PO issue. (b) Supply rate per month exclusively for this tender (Min. 30 nos/month)	Days.
5-	Terms of payment : Our Standard Payment terms is : (i) 100% Payment through CAD or (ii) 100% payment against dispatch documents through Un confirmed , irrevocable Letter of Credit (LC). Bank charges shall be in respective account In case of request for confirmed LC, confirmation charges shall be borne by the vendor.	☐ Accepted ☐ Accepted
	(iii) No Advance payment terms will be accepted.	Accepted
6-	Blank Price Bid	☐ Enclosed
7-	Terms of Delivery:- CIF Mumbai	☐ Accepted Load Port.....
8-	Prices shall remain firm till execution of contract	Accepted
9-	Prices are firm	☐ Accepted
10-	Validity - Quoted prices are valid for 120 days from date of tender opening.	☐ Accepted
11-	Inspection - Material may be source inspected by BHEL / Customer / Third party. However, Final inspection for acceptance of quality and quantity shall be done at BHEL's works after receipt of material and results shall be binding on the suppliers	☐ Accepted
12-	<u>Liquidated Damage / Penalty</u> - Failure to supply by the time specified in the order will make the supplier liable to pay unconditional penalty of 1/2% of the price of the goods in arrear (delayed and not supplied) per week or part there of, subject to a maximum of 10% of the order value unless agreed otherwise.	☐ Accepted



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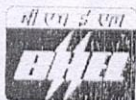
Material Management

13-	Risk Purchase - If the material is not supplied within stipulated delivery indicated in PO, BHEL shall have the option to purchase the material from other sources at the supplier's risk & cost.	☐ Accepted
14-	Guarantee : <i>In Case an order is placed, supplier shall be required to guarantee for smooth and satisfactory performance of the equipment for a period of 24 months from the date of dispatch or 18 months from the date of commissioning whichever is earlier and certificate must be issued to this effect. Necessary instruction booklets for operation and maintenance are to be sent with supply, where applicable.</i>	☐ Accepted
15-	Please furnish shipping Dimension & Weight of consignment in your offer.	No. of package ----- Dimension of each package 1- Length ----- 2- Weidth ----- 3- Height ----- 4- Weight -----

- Notes: -
- 1) If answer to 1, 3, 9, 11, 13 & 14 are not acceptable offer may liable for rejection.
 - 2) Rates are to be mentioned only in sealed price bid of BHEL Format as enclosed. Rate quoted in any other format shall not be considered.
 - 3) If rates are disclosed in blank price bid / in covering letter or through any other format alongwith techno-commercial bid (Part-I), offer may not be considered.
 - 4) **Evaluation of bid** will be done on landed cost to BHEL basis. Offers will be loaded for the deviation(s), if any, suitably. Hence, please quote accordingly.
 - 5) In case of non-acceptance of BHEL L.D. clause, the suitable loading up to 10% maximum shall be done on supplier's quoted rate to derive the L-1 Status.

- 6) BHEL shall be resorting to Reverse Auction (RA) (Guidelines as available on 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) does not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking".

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- 7) Loading criteria for Non compliance of guarantee term. There will be 1% per month loading in offer price per month, i.e. if a vendor accepts 24 months of warranty in place of NIT conditions of 30 months warranty, then loading in offer price will be = $(30 \text{ months} - 24 \text{ months}) \times 1\% = 6\%$.
- 8) Loading for risk purchase (5% is additional cost incurred for risk purchase & 5% as administrative cost).

Signature of Supplier & seal :

Date :

Name of contact person :

Cell No. :

E-mail :



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PRICE BID, PART - B FOR ENQUIRY NO. E4100003 REV-00

Supplier Name & Address:

Currency of Quotation (Applicable for Foreign bidders only):

To,
DGM (MM)
BHEL JHANSI-284129.

Subject :- Price Bid against Enquiry no. E4100003 Rev-00.

Dear Sir,

We are quoting our rates as under:-

Enquiry item no.	Quoted rate in figure (per number basis in INR / Foreign Currency)	Quoted rate in words (per number basis in INR / Foreign Currency)
Enq. # 1		

Note:- 1) By default indigenous bidders' quotation will be in Indian Rupees (INR) and foreign bidders' will be in the currency quoted as above by them.

2) The price bid submitted in any other fashion or by adding any condition (e.g. minimum order quantity, rates applicable for specified quantity, discount for quantity, rate based on slabs, rate based on terms of payment etc.), offer shall be straight way REJECTED even if, offer has been found technically & commercial acceptable before opening of price bid.

Signature of Supplier :

Name :

Designation :

Seal :



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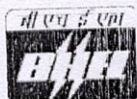
TECHNO COMMERCIAL BID FOR ENQUIRY NO.E4100003

Mandatory sheet regarding instruction to bidders for compliance for **Indigenous bidders**

QUOTATION NO. DATE.....

SUPPLIER'S NAME:

Sl. no.	Particulars	Supplier's Confirmation
1-	Complete acceptance for supply of items as per Purchase / Tech. specification mentioned in the enquiry.	☐ Accepted
1A)	In case of acceptance to 1 above and wherever needed, successful bidder has to submit duly seal & signed copy of Drgs, Purchase / Tech. specification etc. as token of acceptance before placing order.	☐ Accepted
2-	Acceptance to all special remarks / General Terms & Condition JHS 2055A rev 03 of enquiry.	☐ Yes
3-	Guarantee / Warrantee / Conformance / Test Certificate (along with supply) as specified in enquiry will be provided.	☐ Yes
4-	(a) Delivery period from date of PO issue.	Days.
	(b) Supply rate per month exclusively for this tender (Min. 30 nos/month)	Nos./month
5-	Taxes & Duties -	☐ Accepted
	GST	%
6-	Price Bid submitted as per attached price bid format only (Copy of blank price bid is submitted).	☐ Yes
7-	Terms of Delivery - BHEL prefer delivery on F.O.R BHEL Jhansi (including freight & Insurance) basis. Hence quote rate on F.O.R BHEL Jhansi basis.	
	(a) Terms of Delivery on F.O.R BHEL Jhansi basis.	☐ Accepted
	(b) In case of non-acceptance to 7(a) above, please mention place of dispatch : Ex-works.....	
	In case of non-acceptance to F.O.R BHEL Jhansi, Please refer Note sl. No.5 for loading on this a/c.	
8-	Basic rate quoted is inclusive of Packing & forwarding	☐ Yes
9-	If answer to sl. No. 8 is 'No', state Packing & forwarding charges as % of basic rate or actual	Rs..... or.....%
10-	Acceptance for Prices on firm basis and no PVC is applicable	☐ Yes
11-	Acceptance for 120 days Validity of offer from date of tender opening.	☐ Yes
12-	Inspection - Material may be source inspected by BHEL / Customer / Third party. However, Final inspection for acceptance of quality and quantity shall be done at BHEL's works after receipt of material and results shall be binding on the suppliers	☐ Accepted
13-	Liquidated Damage / Penalty - Failure to supply by the time specified in the order will make the supplier liable to pay unconditional penalty of 1/2% of the price of the goods in arrear (delayed and not supplied) per week or part thereof, subject to a maximum of 10% of the order value unless agreed otherwise.	☐ Accepted



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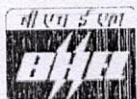
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14-	Risk Purchase - If the material is not supplied within stipulated delivery indicated in PO, BHEL shall have the option to purchase the material from other sources at the supplier's risk & cost.	☐ Accepted
15A)	Payment Terms (For indigenous bidders) - 100 % payment within 90 days (45 days for MSE / NSIC registered suppliers as per relevant act in force) from the date of receipt of material and submission of clear and admissible bill, subject to acceptance of material at BHEL, on direct presentation of the documents. In case of dispatch of material to site directly, site certification for receipt of materials is required unless otherwise provided for in the PO. Any deviation from the above payment terms, if accepted (by BHEL), shall be loaded @ SBI base rate (as on date of Part I bid opening) + 6%, for the purpose of bid evaluation .	☐ Accepted
15B)	Guarantee - In Case an order is placed, supplier shall be required to guarantee for smooth and satisfactory performance of the equipment for a period of 24 months from the date of dispatch or 18 months from the date of commissioning whichever is earlier and certificate must be issued to this effect. Necessary instruction booklets for operation and maintenance are to be sent with supply, where applicable.	☐ Accepted

- Notes: -**
- 1) If answer to 1, 1A, 3, 6, 10, 12, 15A, 15B and 16 are not acceptable offer may not be considered.
 - 2) Rates are to be mentioned only in sealed price bid of BHEL Format as enclosed. Rate quoted in any other format shall not be considered.
 - 3) If rates are disclosed in blank price bid / in covering letter or through any other format along with techno-commercial bid (Part-I), offer may not be considered.
 - 4) Evaluation of bid will be done on landed cost to BHEL, Jhansi basis. Offers will be loaded for the deviation(s), if any, suitably. Hence, please quote accordingly.
 - 5) In case of non-acceptance of Terms of delivery on F.O.R BHEL, Jhansi basis, then your offer will be loaded for freight charges @ 0.005% per KM of basic quoted rate (with minimum loading for 100KM) and for Insurance offer will be loaded @ 0.07% on (basic + GST + Frt.) to arrive relative status i.e. L1, L2...etc.
 - 6) Entry tax, wherever applicable for vendors outside U.P. will paid by BHEL and same will be loaded while evaluation.
 - 7) In case of non-acceptance of BHEL L.D. clause, the suitable loading up to 10% maximum shall be done on supplier's quoted rate to derive the L-1 Status.

8) BHEL shall be resorting to Reverse Auction (RA) (Guidelines as available on 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) does not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking".



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- 9) In case of non-acceptance of Guarantee term. There will be 1% per month loading in offer price per month, i.e. if a vendor accepts 18 months of warranty in place of NIT conditions of 24 months' warranty, then loading in offer price will be = $(24 \text{ months} - 18 \text{ months}) \times 1\% = 6\%$.
- 10) In case of non-acceptance of Risk Purchase (i.e. Clause 14), loading of 10% shall be done on supplier's quoted rate to derive the L-1 Status. (5% is additional cost incurred for risk purchase & 5% as administrative cost).

In case of any discrepancy/deviation in terms & conditions accepted in mandatory sheet and condition given in the offer, acceptance given on mandatory sheet shall be considered.

Signature of supplier & seal :
Date :
Name of contact person :
Cell No. :
E-mail :



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PART-B

PRICE BID, FOR ENQUIRY NO. E4100003 (FOR INDIGENOUS)

Supplier Name & Address :
.....

Enquiry item no.	Quoted rate inclusive of P & F charges in figure (per unit of supply basis)	Quoted rate inclusive of P & F charges in words (per unit of supply basis).
Enq # 1		

Note:- The price bid submitted in any other fashion or by adding any condition (e.g. minimum order quantity, rates applicable for specified quantity, discount for quantity, rate based on slabs, rate based on terms of payment etc.), offer shall be straight way **REJECTED** even if, offer has been found technically & commercial acceptable before opening of price bid.

Signature of Authorized Signatory:

Name :

Contact No. :

Email Address :

Pre-Qualifying Requirement for Procurement "DC/DC Converter".- E.....

Sl. No.	REQUIREMENT	Bidder's Response										
1	Bidders should be the Manufacturer of "DC/DC Converter". Bidders to provide Self Undertaking on their Letter Head that they are capable of executing the job under captioned enquiry.	☐ Yes ☐ Submitted										
2A	Annual average financial turnover in past three financial years ending on 31st March of previous financial year, where in bidder(s) attach copy of balance sheet including profit and loss statement of last three financial years, audited by CA. In the case of balance sheet of last financial year is not yet audited, the un-audited balance sheet of last financial can be enclosed along with certificate of CA. Bidders not having statutory obligations to get Financial statement audited must submit following documents as evidence for Turnover: Complete submitted ITR with all annexures as filled online as proof to verify turnover. OR (ii) A certificate from CA dully vetting the turnover. OR (iii) Audited Balance Sheet & Profit and Loss Statement. <table border="1"> <thead> <tr> <th>FY→</th> <th>2017-18</th> <th>2018-19</th> <th>2019-20</th> <th>Average Turnover</th> </tr> </thead> <tbody> <tr> <td>T/O →</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> For qualifying the average financial Turnover should be minimum Rs.11.25 lakhs for non- MSEs and Rs. 7.88 Lakhs for MSEs.	FY→	2017-18	2018-19	2019-20	Average Turnover	T/O →					☐ Yes ☐ Submitted
FY→	2017-18	2018-19	2019-20	Average Turnover								
T/O →												
2B	Net Worth shall be positive.	☐ Yes										
3	EXPERIENCE: - Bidders should have experience of having supplied "DC/DC Converter" (henceforth called "Goods") to Generation / Transmission Companies or Transformer Manufacturers. The Customer should be any of the following in the last three years. 1. PSU- State/ Central Govt. 2. Government - State/ Central 3. BHEL /ABB / Siemens / Mitsubishi Electric / Toshiba / TBEA / Alstom / Crompton Greaves / Bharat Bijlee / TELK / EMCO / T & R / Voltamp Trfr / Imp Power / Vijay Electrical / Technical Associates / Schneider Electric / Andrew Yule / Skipper Ltd./ High Volt. The bidders have to provide minimum two orders executed in the last three years, supplied one month prior to date of issue of tender.	☐ Yes										

(N N Raman)
AGM (TRE - H)

(S G Bokade)
AGM (QC & Testing)

(A. Bhadkamkar)
AGM (TRP - H)

(S K Gupta)
AGM (TRE)

(A K Verma)
Sr. DGM (MMX)
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3	Minimum Quantum- Should have supplied (a) for non-MSEs (1) minimum 15 Nos. of "Goods" OR (2) Goods of worth Rs. 3.75 Lakhs. (b) for MSEs (1) minimum 11 nos. or "Goods" OR (2) Goods of worth Rs. 2.63 Lakhs. The bidders have to provide minimum two orders executed in the last three years, supplied one month prior to date of issue of tender. Vendor to submit details of executed PO. <table border="1" style="width: 100%;"> <thead> <tr> <th>Customer Name</th> <th>Order No. & Date</th> <th>Qty. supplied in UM</th> <th>Order, Tax Invoice No., TC No. & Date</th> <th>Remark, if any</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> As an evidence of the above information, the bidder to attach the documentary proof as below: - <table border="1" style="width: 100%;"> <thead> <tr> <th>Supplies made to</th> <th>Documentary Proof to be attached</th> </tr> </thead> <tbody> <tr> <td>BHEL ,Unit(s)</td> <td>Purchase Order Copies to be submitted</td> </tr> <tr> <td>Other than BHEL</td> <td>1) Purchase Order issued by Customer 2) Test certificates of any one lot to be submitted. 3) Copy of Tax Invoices.</td> </tr> </tbody> </table>	Customer Name	Order No. & Date	Qty. supplied in UM	Order, Tax Invoice No., TC No. & Date	Remark, if any											Supplies made to	Documentary Proof to be attached	BHEL ,Unit(s)	Purchase Order Copies to be submitted	Other than BHEL	1) Purchase Order issued by Customer 2) Test certificates of any one lot to be submitted. 3) Copy of Tax Invoices.	PI tick ✓ as applicable ☐ BHEL Units ☐ Other than BHEL
Customer Name	Order No. & Date	Qty. supplied in UM	Order, Tax Invoice No., TC No. & Date	Remark, if any																			
Supplies made to	Documentary Proof to be attached																						
BHEL ,Unit(s)	Purchase Order Copies to be submitted																						
Other than BHEL	1) Purchase Order issued by Customer 2) Test certificates of any one lot to be submitted. 3) Copy of Tax Invoices.																						
4	New vendors who are not registered with BHEL, Jhansi should submit duly filled "Supplier Registration Form (SRF)" along with the requested documents. The SRF is available on line on our website www.bhel.com	☐ Document Submitted																					

- We agree that our bid is liable to be rejected in case (a) the relevant information is not filled, (b) documentation is incomplete, (c) there are false declarations, and (d) if we do not meet the PQR.
- Criteria at Sl. No. 4 is desirable. Other are mandatory.
- Supporting documents for the details filled above have been submitted.

(Signature of the Supplier with Name, Designation & Seal)

(N N Raman)
AGM (TRE - H)

(S G Bokade)
AGM (QC & Testing)

(A. Bhadkamkar)
AGM (TRP - H)

(S K Gupta)
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