

## Annexure - 'A'

### BHEL's TERMS AND CONDITIONS FOR IMPORTED ITEMS:

|     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | TO BE CONFIRMED BY VENDOR | REMARKS |
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| 1.0 | All Bank Guarantees shall be strictly as per BHEL's formats. No deviation will be accepted.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                           |         |
| 2.0 | The price should be quoted on <b>(i) CFR Mumbai basis in case of break bulk shipment, (ii) CFR Nhava Sheva Port basis in case of LCL &amp; flat rack container shipment and (iii) CFR Mandideep basis (Port Code INMDD6) in case of full container load shipment.</b>                                                                                                                                                                                                                                                                                                                                                                                                                           |                           |         |
| 3.0 | Payment through unconfirmed irrevocable letter of credit for 80% net CFR price to be established 2 months prior to shipment. LC will be valid for 3 months. Documents to be presented for negotiation within 21 days from the date of AWB / Bill of Lading.                                                                                                                                                                                                                                                                                                                                                                                                                                     |                           |         |
| 3.1 | Balance 20% of net CFR value plus erection & commissioning charges shall be paid through Electronic Fund Transfer / LC against erection & commissioning certificate issued by BHEL. E & C certificate shall be issued on satisfactory completion of erection, commissioning, job proving, performance tests, training to operators, etc., as envisaged in PO.                                                                                                                                                                                                                                                                                                                                   |                           |         |
| 3.2 | In case of payment by LC, LC for value equal to 20% of CFR price + 100% of E & C charges will be opened 15 days prior to the scheduled and confirmed arrival of supplier's representative. This LC can be negotiated after (a) completion of E & C of the equipment in BHEL and against E & C certificate issued by BHEL and (b) submission of Performance Bank Guarantee (PBG) for 10% of total PO value by supplier in the prescribed format from one of the consortium banks of BHEL or from a reputed bank and confirmed by a consortium bank of BHEL. The PBG confirmation charges shall be borne by the vendor. PBG shall be valid for 30 days beyond the warranty period.<br>Page 1 of 5 |                           |         |

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| 3.3 | <b>All letter of credit charges inside India to BHEL's account and outside India to vendor's account.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |  |
| 3.4 | <b>In case of confirmed letter of credit, confirmation charges shall be borne by the vendor.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |  |
| 3.5 | <p>List of consortium banks of BHEL is given below:</p> <p>State Bank of India, CITI Bank N A, Deutsche Bank AG, The Hongkong and Shanghai Banking Corporation Limited, Standard Chartered Bank, Allahabad Bank, Andhra Bank, Bank of Baroda, Canara Bank, Corporation Bank, Central Bank, Indian Bank, Oriental Bank of Commerce, Punjab National Bank, Punjab and Sind Bank, State bank of Hyderabad, Syndicate Bank, State Bank of Travancore, UCO Bank, Union Bank of India, United Bank of India, Vijaya Bank, IDBI Bank Ltd., Axis Bank, The Federal Bank Ltd., HDFC Bank, Kotak Mahindra Bank, ICICI Bank Ltd., Indusind Bank, Indian Oversea Bank, J P Morgan, Yes Bank.</p> |  |  |
| 4.0 | <b>Bank Guarantee and loading due to non – acceptance of BHEL's payment terms:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |  |
|     | If payment terms as mentioned by BHEL are not agreed by bidder, such bidder shall have to submit Bank Guarantee at the time of payment / opening of LC in the prescribed format for the amount, exceeding 80% of the PO value, valid till issue of E & C Certificate for the equipment. However, in no case, payment against dispatch shall exceed 90% of the PO value.                                                                                                                                                                                                                                                                                                              |  |  |
|     | Additionally, for deviation sought including as mentioned above, in payment terms by bidder w.r.t. tender conditions, following loading shall be done:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
|     | (a) Base Rate of SBI as applicable on the scheduled date of tender opening + 6%, for the amount & period of relaxation sought by the bidder.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |  |

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|     | (b) On account of payment through LC, if insisted by bidder, Bank charges shall also be loaded for the deviation in (i) opening of LC by BHEL and (ii) period and amount of LC w.r.t. NIT norms, as per the prevailing bank rates.                                                                                                                                  |  |  |
| 5.0 | <b>Charges of Erection &amp; Commissioning at BHEL:</b>                                                                                                                                                                                                                                                                                                             |  |  |
|     | Erection & Commissioning (E & C) charges will include services to be rendered at BHEL like erection, commissioning, job proving, performance tests and training to operators, etc.                                                                                                                                                                                  |  |  |
|     | E & C value should be quoted separately by bidder.                                                                                                                                                                                                                                                                                                                  |  |  |
| 6.0 | Prices shall remain <b>firm</b> till execution of the contract. The offer shall be valid for 120 days from the date of tender opening.                                                                                                                                                                                                                              |  |  |
| 6.1 | Delivery period shall be counted from the date of Purchase Order.                                                                                                                                                                                                                                                                                                   |  |  |
| 7.0 | <b>Time period for supply and E &amp; C:</b>                                                                                                                                                                                                                                                                                                                        |  |  |
| 7.1 | Bidder should quote time period separately for supply and E & C of equipment.                                                                                                                                                                                                                                                                                       |  |  |
| 7.2 | Bidders should quote their earliest schedule for supply and E & C against the schedule indicated in the enquiry sheet. BHEL, however, reserves the right to accept an offer not meeting the schedule mentioned in the enquiry.                                                                                                                                      |  |  |
| 7.3 | Bidders should clearly indicate the period required to start E & C from the date of receipt of E & C call from BHEL.                                                                                                                                                                                                                                                |  |  |
| 8.0 | <b>Penalty for delay in supply and E &amp; C:</b>                                                                                                                                                                                                                                                                                                                   |  |  |
| 8.1 | Penalty for delay in 'supply' and / or 'E & C' will be applicable for the delays attributed to the vendor. Penalty will be considered separately for 'supply' and 'E & C'. The rate of penalty for delayed supply shall be @ of 0.5% of total PO value (supply + E & C) per week of delay in supply subject to a maximum of 10% of total PO value (supply + E & C). |  |  |

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|      | The rate of penalty for delay in E & C shall be @ of 0.5% of total PO value (supply + E & C) per week of delay in E & C subject to a maximum of 10% of total PO value (supply + E & C).                                                                                                                                                                                                                                                          |  |  |
|      | Maximum penalty for delay in supply and E & C together shall be limited to 15% of total PO value (supply + E & C).                                                                                                                                                                                                                                                                                                                               |  |  |
|      | For the purpose of penalty for delay in E & C of the equipment, the duration of E & C activities will be reckoned from the date of intimation by BHEL to vendor regarding readiness of site. Total E & C period quoted by the vendor will be equal to the period indicated by the vendor to start E & C from the date of receipt of E & C call from BHEL plus the period indicated for E & C activities from the date of start of E & C at BHEL. |  |  |
|      | Date of Bill of Lading / Air Way Bill will be considered as date of delivery for penalty purpose.                                                                                                                                                                                                                                                                                                                                                |  |  |
| 8.2  | Loading on account of non-acceptance of penalty for delay in supply and / or E & C shall be as under:                                                                                                                                                                                                                                                                                                                                            |  |  |
|      | In case any bidder is not accepting above penalty clause, the offer of bidder shall be loaded to the extent to which it is not agreed by the bidder.                                                                                                                                                                                                                                                                                             |  |  |
| 9.0  | In case, shortage is noticed viz-a-viz PO scope of supply, such shortages shall be replenished by the vendor without any cost implication to BHEL, i.e., custom duty & freight charges etc. up to destination for such short supplies shall be borne by the vendor.                                                                                                                                                                              |  |  |
| 10.0 | Any warranty replacement during warranty period shall be provided on DDP at BHEL, BHOPAL Basis.                                                                                                                                                                                                                                                                                                                                                  |  |  |
| 11.0 | Part shipment is not permissible.                                                                                                                                                                                                                                                                                                                                                                                                                |  |  |
| 12.0 | Machine / equipment will be inspected and proved, if required, at vendor's works prior to dispatch. However, final inspection and acceptance of machine / equipment will be after installation at BHEL, BHOPAL.                                                                                                                                                                                                                                  |  |  |

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| 13.0 | The E & C charges will be released after deduction of Income Tax as per the Govt. of India rules. TDS certificate will be issued by BHEL.                                                                                                      |                   |  |
| 14.0 | Offer may be rejected if copy of agreement between principal and Indian agent (in case offer is submitted through agent) indicating scope of work of Indian agent and agency commission payable to him is not enclosed with the technical bid. |                   |  |
|      | <b>Confirmation of Other Terms &amp; Conditions</b>                                                                                                                                                                                            |                   |  |
| 15.0 | Copy of un-price bid enclosed                                                                                                                                                                                                                  | Yes/No            |  |
| 16.0 | Taxes                                                                                                                                                                                                                                          | Vendor to confirm |  |
|      | (a) GSTIN Certificate enclosed                                                                                                                                                                                                                 | Yes/No            |  |
|      | (b) HSN Code, GST % on supply given                                                                                                                                                                                                            | Yes/No            |  |
|      | (c) SAC, GST % on E&C given                                                                                                                                                                                                                    | Yes/No            |  |
| 17.0 | Final Scope of Supply agreed                                                                                                                                                                                                                   | Yes/No            |  |
| 18.0 | Authorisation Letter given                                                                                                                                                                                                                     | Yes/No            |  |
| 19.0 | Guarantee / Warranty Period agreed                                                                                                                                                                                                             | Yes/No            |  |
| 20.0 | (a) Delivery period                                                                                                                                                                                                                            |                   |  |
|      | (b) Period of Start of E&C from call from BHEL                                                                                                                                                                                                 |                   |  |
|      | (c) E&C Period                                                                                                                                                                                                                                 |                   |  |
| 21.0 | Validity of offer from Tender Opening Date                                                                                                                                                                                                     |                   |  |
| 22.0 | Contact Details                                                                                                                                                                                                                                |                   |  |
| 23.0 | Insurance by Vendor                                                                                                                                                                                                                            |                   |  |

**Note: All other clauses of 'General Terms and Conditions of Enquiry' are also applicable.**