



## BHARAT HEAVY ELECTRICALS LIMITED

( A Govt. of India undertaking)

TIRUCHIRAPPALLI - 620014

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### **EXPRESSION OF INTEREST (EOI)**

Expression of Interest sought for: Vendor sourcing process for enhancing vendor base

Implementation requirement:

BHEL, TRICHY is currently engaged in the process of enhancing vendors for its business. Against the specifications attached for Vendor sourcing, BHEL invites potential Service Providers to offer their "Expression of Interest" for Vendor sourcing to enhance the vendor base.

Such interested Service Providers are requested to submit their Expression of Interest along with necessary documents required as per specification on or before 31.01.2016. BHEL shall short list the potential Service Providers, meeting the requirements and decide upon floating a Tender subsequently.

The Expression of Interest must be delivered by Speed Post to the following address, on or before 31.01.2016:

AGM / MM Services  
4<sup>th</sup> Floor, 24 Building,  
Bharat Heavy Electricals Limited,  
Tiruchirappalli- 620 014.

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### VENDOR SOURCING SPECIFICATION

#### **General Requirements:**

1. The sourcing agency must have executed similar type of assignment at least in two reputed Companies.
2. Service Provider has to facilitate
  - Supplier sourcing,
  - Collection of credentials,
  - Due diligence of supplier.
  - Assessing the suitability for the supply of materials (material groups) to the BHEL
3. Technical/Spot assessment shall have to be done by the service provider. Based on satisfactory compliance of the potential vendor, the service provider may recommend such vendors to BHEL
4. However, BHEL reserves the right to do the technical/spot assessment of such vendors recommend by the service provider. This is part of BHEL's Vendor registration process.

#### **Scope:**

1. BHEL will provide the material groups along with detailed specifications, for which additional vendors will be required to be added. Based on BHEL input, the sourcing agency/agencies shall analyse the feasibility of vendor addition (both indigenous and foreign).
2. Service Provider to act as an extended arm of BHEL for the addition of new vendors.
3. MSE vendors shall also be considered wherever found eligible for these material groups.
4. Help the potential vendors to register through the on-line SRF portal.
5. Guide the potential vendor in compiling the SRF file hard copy and assist them to ensure all the requirements are met with.
6. Interact with BHEL and the potential vendors for removing any bottleneck issues related to vendor registration.

#### **Measurable Activities for the purpose of payment:**

1. No. of successful vendors got registered out of total vendors referred to BHEL
2. Minimum of three vendors for 1V material groups shall have to be added.
3. Minimum of two vendors for 2V material group shall be added.
4. Minimum of one vendor for 3V material group shall be added,

#### **Billing Milestones**

##### **For Activity A :**

- The submission of RFI document dully filled and verified along with the associated documents.
  - Service Provider will communicate to BHEL about the enabled vendor.
  - Report on recommendation check and approvals to be furnished by the service provider.
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### **For Activity B:**

- Scrutinizing RFI document dully filled and associated documents by BHEL.
- Detailed report on spot visit along with the audit checklist
- Identified Vendor getting registered with BHEL
- Report on referral checks and recommendations

### **For Activity C:**

- On actual participation by the vendor in tenders (to be validated through Comparative Statement of the tender in which the vendor participated).

### **Commercial terms and conditions:**

1. Payment will be done for the cases as per the above offered and negotiated rate per permanent registration.
  2. In case the vendor is marked for development/trial, the payment will be **50%** of the charge agreed for one permanent registration.
  3. If there are more than 10 rejections out of the recommendations given by the service provider(s), agreement with such service provider will be terminated at the discretion of BHEL.
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### Proposed Process flow:

