



भारत हेवी इलेक्ट्रिकल्स लिमिटेड

(भारत सरकार का उपक्रम)

Bharat Heavy Electricals Limited

(A Government of India Undertaking)

इलेक्ट्रिक और फोटोवोल्टिक डिवीज़न

ELECTRIC & PHOTOVOLTAIC DIVISION

फोन/Phone: +91 (80) 22182465/2305

फैक्स/Fax: +91 (80) 2334 4231

ई-मेल/E-mail: rcd@bhel.in

पता: पोस्ट बैग.नं 1249, प्रो. सी. एन. आर. राव सर्कल

आईआईएससी पोस्ट, मल्लेश्वरम बेंगलूरु - 560 012

Address: P.B. No.1249, Prof. C N R Rao Circle

IISc Post, Malleswaram, Bengaluru-560 012

वेबसाइट/Website: www.bhel.com

Ref. No: BHEL/EPD/MM/CPBG/FGD/TCMOU/01

Dated: 06.05.2019

Subject: Invitation to enter into Memorandum of Understanding (MoU) for freezing Techno-Commercial Conditions and Technical Specification for procurement of Low Voltage (LV) Switchgear for various FGD Projects for NTPC.

Validity: Validity of the MoU shall be Two years (2 Yrs.) from the date of signing of MoU. (Validity of MoU can be further extended based on the mutual agreement between BHEL and vendors).

Due Date: CLOSING DATE OF SUBMISSION OF OFFERS : 21.05.2019 at 2:00PM
OPENING BID DATE : 21.05.2019 at 2:30PM
LAST DATE FOR SEEKING CLARIFICATIONS : 15.05.2019 (EOD)

A. About BHEL:

Established in 1964, Bharat Heavy Electricals Limited (BHEL) is the largest engineering and manufacturing enterprise in India in the energy and infrastructure sector with the capability to manufacture the entire range of power plant equipment.

BHEL caters to the core sectors like Power Generation, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas, Water, Defence & Aerospace, and eMobility & Energy Storage Solutions, and has references in 82 countries across the globe. BHEL's mammoth size of operations is evident from its widespread network of 17 Manufacturing Units, 2 Repair Units, 4 Regional Offices, 8 Service Centres, 1 Subsidiary, 3 Overseas Offices, 5 Joint Ventures, 15 Regional Marketing Centres and more than 150 project sites across India and abroad.

Through its strategic partnerships with global technology leaders, BHEL has been acquiring technologies for the past five decades, which are adopted and indigenised at its in-house Corporate R&D Division and Research and Product Development (RPD) centres at manufacturing units that work together to evolve optimal solutions to suit customer-specific needs. While all the manufacturing units and other entities of the company have been accredited to Quality Management Systems (ISO9001), major manufacturing units have also been accredited to Environmental Management Systems (ISO 14001) and Occupational Health & Safety Management Systems (OHSAS 18001).

B. Performance of BHEL in recent years:

BHEL delivered a resilient performance during 2017-18. Amidst continued challenging business environment, initiatives taken in the recent past have resulted in significant progress in enhancing profitability and productivity, reinforcing our leadership in power sector, and strengthening non-power business areas. These achievements, along with the strategies in place, are strengthening our pre-eminent position among national assets and assuring our continued contribution in building a 'New India'.



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BHEL registered a turnover of ₹27,850 Crore during 2017-18 against ₹27,740 Crore in the previous year. With this, BHEL has achieved a growth of 11% during last two years [2016-2018]. Profit Before Tax during 2017-18 was ₹1,585 Crore compared to ₹628 Crore in the year before, registering an increase of 152%. Net Profit (PAT) stood at ₹807 Crore compared to ₹496 Crore in 2016-17.

BHEL reinforced its leadership position by securing all orders for main packages of thermal power projects during the year 2017-18 in a shrunken and highly competitive Indian power sector market. Total orders won during the year are ₹40,932 Crore - 74% higher than the last year. This includes highest ever orders won in transportation, defence, solar and water business resulting from our unflinching focus on increasing non-coal business. With this, total orders over ₹1,18,000 Cr-highest during the last five years-are in hand.

C. Requirement of Flue Gas Desulphurization (FGD):

In respect of business opportunities arising from the revised emission norms, BHEL offers customized solutions for controlling emissions from thermal power plants. BHEL is also ready to provide retrofit solutions for Electro-Static Precipitators (ESP), Flue Gas Desulphurization (FGD), NOx control equipment and furnace modification.

BHEL has proven expertise in plant performance improvement through renovation, modernization and uprating of a variety of power plant equipment, besides specialized knowhow of residual life assessment, health diagnostics and life extension of plants. Retrofit packages for ESP, FGD and C&I with state-of-the-art technologies are also being offered by BHEL.

Leveraging capabilities in the emission control equipment business, BHEL has secured Flue Gas Desulphurization (FGD) orders for 17 thermal units till March 31, 2018. These include the orders for Bhusawal, Patratu, Yadadri and Panki (alongwith Main Plant order) as well as first stand-alone order for FGD package since the notification of the revised emission norms for thermal plants, for 2x490 MW NTPC / Dadri Project.

BHEL possesses the capabilities to offer customized emission control solutions in accordance to the customer requirements for new projects as well as for sets which are already in operation and is geared up to extend its current leadership in the FGD domain to the entire spectrum of emission control equipment business.

D. About Electric & Photovoltaic Division (EPD), Bangalore:

ELECTRIC & PHOTOVOLTAIC DIVISION (EPD) of BHEL, situated in Bangalore, houses LT Switchgear manufacturing facility which was started in 2010. We are ISO 9001, OHSAS 18001 & ISO 50001 company and provide (also expect) best quality in material, workmanship and processes.

Entire LT Switchgear requirement for BHEL's Thermal, Hydro, Captive, Nuclear, etc. Power Projects (India and abroad) are being sourced from EPD with a business capacity of Rs. 100 – 120 Crore per annum. With the current business scenario, the LT Switchgear business is expected to increase many



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folds. Currently there is demand for Low Voltage (LV) Switchgear of approx. 2500MW FGD Packages from NTPC for the next two years of which followings are the projects in hand:

- i. NTPC North Karanpura
- ii. NTPC Mouda
- iii. NTPC Barh

In view of this, we have decided to review our procedures and system related to the procurement of various materials to enable our vendors for speedy response against our enquiries & REDUCING THE TIME FOR CONVERSION OF ENQUIRY TO PO. It has become necessary to cope up with the demand in the market to reduce our procurement cycle by having a prior understanding with prospective suppliers on our procedures, systems, technical specifications and commercial conditions. In this regard, we have decided to invite offers from all the prospective suppliers to enter into Memorandum of Understanding (MoU) for freezing Techno-Commercial Conditions and Technical Specification for procurement of Low Voltage (LV) Switchgear for various FGD Projects for NTPC.

For this purpose, we wish to follow the following procedure:

(SECTION-A)

1. Our technical specifications, quality requirements and commercial terms & conditions is issued with this letter for acceptance and freezing with reputed organizations.
2. Any comments / deviation to above documents can be mentioned in “**Enclosure-2**” to this letter with all details required therein including cost of withdrawal of deviation [in percentage (%)]. Only in case, any deviations remains unacceptable even after due clarification / discussions etc., the percentage (%) cost of withdrawal of the same shall be carried over to the MOU for the purpose of finalizing the prices during tendering.
3. Enquiries shall only be addressed to parties with whom MOU has been entered. No Technical specification / quality requirement / Commercial terms and condition will be issued along with enquiry (NIT) and only the concerned specification like Project name, quantity, delivery period, delivery location, quantity sharing/splitting conditions (if applicable in case of multiple projects being clubbed) etc. will be provided in the enquiry for the bidders to quote their prices. However, where there is a change in specification, the same will be communicated with enquiry along with project specific technical and commercial requirement, if any. Bidders need to go through the additional requirement project specific while quoting against our enquiry.
4. While submitting your quotation, you will be required to attach a letter (as per Enclosure-3) confirming that the supply will be as per agreed technical specification and commercial &



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technical conditions (SCC & GCC) with BHEL furnishing the reference of MOU (Memorandum of Understanding) to be entered after due clarification / discussions.

With the aforesaid in mind, BHEL invites expression of interest from the reputed global manufacturers/suppliers of LV Switchgear (refer Pre-qualifying & other requirements) to enter into a Memorandum of Understanding for sourcing of requirement as per below mentioned technical specification, commercial T&C & other documents which are also hosted at our websites www.bhel.com.

Sr. No.	Description	Details
1.	TECHNICAL SPECIFICATION NO.	EPD-TS-CPBG-TECHMOU-01, REV.0
2.	GENERAL CONDITIONS OF CONTRACT	GCC, R0
3.	SPECIAL CONDITIONS OF CONTRACT	SCC-FGD, R0

Your offer for entering into MOU, in line with our terms and conditions, should either be delivered in person or sent by COURIER/REGISTERED POST, to the following address only:

BHEL- EPD Tender Box (Reception of EPD)
HOD- Material Management M/s BHARAT HEAVY ELECTRICALS LTD., ELECTROPORCELAINS DIVISION, Prof CNR Rao Circle, IISc Post, Malleswaram, Bangalore- 560 012
E-MAIL: technicalbid-epd@bhel.in
Ph. No. +91-080-22182465, +91-080-22182365, +91-080-22182342

It shall be the responsibility of the bidder to ensure that the offer is delivered on or before the due date by **02:00 P.M. The offer has to be deposited in tender box only.**

Bids shall be opened at **02:30 P.M.** on the due date in the presence of authorized representatives of the bidders, who may like to be present.

The bidder is required to clearly mention the following on the Cover of their offer:

1. Ref. No: **BHEL/EPD/MM/CPBG/FGD/TCMOU/01**, Due Date & Name of the item in BOLD LETTERS on the top of each envelope submitted.
2. Name and contact details (including mobile no. and email address) of minimum one contact person along with date of submission of offer in a cover letter.

Offer can also be submitted thru email to technicalbid-epd@bhel.com only.

Ref. No: **BHEL/EPD/MM/CPBG/FGD/TCMOU/01** & due date to be mentioned in subject of mail.



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(SECTION-B)

ENQUIRY TERMS AND CONDITIONS

NOTE:

- 1. NO PRICE BID SHALL BE SUBMITTED ALONG WITH THE OFFER.**
- 2. BHEL HAS RIGHT TO ASK THE VENDORS (WITH WHOM THE MOU HAS BEEN SIGNED) TO SUBMIT PRICES AT ANY STAGE.**

- Bidders shall submit their offers meeting the requirements of the following documents (enclosed) included in this Enquiry Letter:
- General Conditions of Contract (GCC) Rev R0 comprising of: Instructions to Bidders and General Commercial Terms & Conditions, Technical Specification, Special Conditions of Contract (SCC), Financial PQR & Technical PQR
- Offer shall be submitted strictly in accordance with the requirements of the above documents. In case of deviations (Technical/ Commercial), the same shall be highlighted separately giving clause references along with the **Cost of withdrawal of Deviations as per Enclosure-2 "DEVIATION SHEET (COST OF WITHDRAWAL)"** along with reasons for taking such deviations.
- Cost of withdrawal for the deviations, for which, the "Cost of withdrawal" is not specified, shall be taken as NIL.
- Bidder to note all the points mentioned in "Notes" of Enclosure-2.**
- All the above Tender Documents shall automatically become a part of the MOU after its finalization.
- Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS as per General Conditions of Contracts (GCC, Rev.R0) Annexure-XII" **in case of no deviations.**
- Purchaser shall be under no obligation to accept any offer and shall be entitled to accept or reject any/all offer(s) in part or full without assigning any reason whatsoever.
- All correspondence thereof, shall be addressed to the undersigned by name & designation and sent at the following address:

<u>FOR TECHNICAL:</u>	<u>FOR COMMERCIAL:</u>
SAURABH RUNGTA, SR. ENGR/CPBG-ENGG. Tel. No.: +91-080-22182458, Mob: 8861009654 Email: saurabh.rungta@bhel.in	UPENDER KUMAR, DY. MGR./MM Tel. No.: +91-080-22182342, Mob: 9739801116 Email: upender.kumar@bhel.in
JAMES JOY MATHEW, DGM/CPBG-ENGG Tel. No.: +91-080-22182127,	A. K. NIVED, DGM/MM Tel. No.: +91-080-22182365,



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Mob: 8800010823

Email: james.joy@bhel.in

Mob: 9448174930

Email: aknived@bhel.in

10. The bidders shall submit all their queries/clarifications one week prior to the date of tender opening after which it will be presumed that there are no queries/clarifications and BHEL will be under no obligation to reply queries/clarifications raised after the date. Further, request for due date extension may not be entertained by BHEL.
11. **Pre-Qualifying Requirements:** Bidders are requested to furnish the details as per “TECHNICAL AND FINANCIAL PRE-QUALIFYING REQUIREMENTS” (attached with the enquiry document) and to submit the credentials. Bids of only those bidders shall be evaluated who meet the Technical as well as Financial pre-qualifying requirements, if applicable.
12. The techno-commercial MOU shall be entered only with the parties who are registered with BHEL-EPD. For this purpose, bidders, who are not registered with BHEL-EPD, are requested to get registered through online supplier registration portal available on <https://supplier.bhel.in> and submit the acknowledgement of submission of application for registration along with their bid.
13. **The techno-commercial, All corrigenda, addenda, amendments, time extensions, clarifications etc., to the invitation for MOU will be hosted on BHEL website only. Bidders are requested to constantly visit our websites to keep themselves updated.**
14. Please note that detailed offers are to be submitted including the following documents duly stamped & signed on each page:
 - Acceptance of GCC, Rev.R0.
 - Acceptance of Special Conditions of Contract (SCC).
 - Pre-qualifying Requirements (PQRs) –
 - A) FINANCIAL PQR & B) TECHNICAL PQR
 - Technical Deviations and commercial deviations, if any as per format **enclosed at Enclosure-2.**
 - **Enclosure-3**
 - **Annexure-XVIII of GCC Rev R0.**
 - Along with your offer, please submit a copy of this letter duly signed & stamped on each page as token of acceptance of all terms & instructions conveyed.



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15. Order of Precedence: In the event of any ambiguity or conflict between the attached Documents, the order of precedence shall be in the order below:

- 1) Amendments/Clarifications/Corrigenda/Errata etc. issued in respect of the invitation to MOU by BHEL.
- 2) Notice Inviting Tender (NIT)
- 3) Special Conditions of Contract (SCC)
- 4) Technical specification & scope of work
- 5) General Conditions of Contract (GCC)

Thanking You.

Yours faithfully,

For and on behalf of BHEL

A. K. Nived

(DGM/MM)

Enclosures:

1. Enquiry Letter with Terms & Conditions (This letter)
2. Technical Specification
3. Technical & Financial PQR
4. General Conditions of Contracts (GCC Rev R0)
5. MOU Format
6. Special Conditions of Contracts (SCC)