



Ref. Enquiry No.: PE/PG/RTC/E-5615/2017

Dated: 08.05.2017

TENDER ENQUIRY THROUGH E-PROCUREMENT

DUE DATE
19.05.2017
BY 14:00PM

SUBJECT: TENDER ENQUIRY FOR RATE CONTRACT OF CABLE TRAY & ACCESSORIES AS PER TECHNICAL SPECIFICATION NO. PE-RC-999-507-E021 Rev.01

OUR REF: TENDER ENQUIRY NO: PE/PG/RTC/E-5615/2017, DTD-08.05.2017

Dear Sir/ Ma'am,

We are pleased to invite your offer for subject package in two parts strictly as per Clause-2.0 of the enclosed "Instructions to Bidders". Please upload your best quotation/ offer on <https://bheleps.buyjunction.in> for the requirement strictly as per schedule of price format before above mentioned due date & time. The details of the tender enquiry is as mentioned below:

Sl. No	Description for which Rate Contract is desired	Tentative Quantity	Delivery required
1	CABLE TRAY & ACCESSORIES - Refer Technical specification PE-RC-999-507-E021 Rev.01 for detailed description.	As per BOQ cum price schedule in Annexure-I) cumulative for the Prospective Projects as per Annexure-III	Lot I: -Four (04) months from drgs./docs. approval in CAT-I issued by BHEL. Successful bidder to make 1st submission of drawing/docs within one weeks from the date of P.O as mentioned in Clause No-4.2, Section-1 Volume II of Technical Specification PE-RC-999-507-E021 REV 01 Subsequent Lots: -Three (03) months from BHEL clearance

Your best quotation/offer for the above requirement, in line with our terms and conditions, should be submitted online via e-procurement system. It shall be the responsibility of the bidder to ensure that the Tender is submitted on or before the due date by 2 p.m. Part-I bids shall be opened at 3 p.m. on the due date in the presence of authorized representatives of the bidders, who may like to be present.

Note: -

1. Please note that Part Supplies offered for Project shall disqualify the bidder's offer.
2. Documents and Credential as per Technical PQR, Techno Commercial Bids and Price Bids should be uploaded on the e-procurement portal.
3. Evaluation will be done on overall L1 (Total cost to BHEL) basis with necessary loading as applicable. Incomplete offer or offer for part of NIT BOM/BOQ shall be summarily rejected.

Please refer GCC Rev-06 which is available on www.bhelpe.com. You are requested to kindly download the same.

1. Rate contract on firm price basis for 2 years from placement of Rate Contract PO will be done with a provision for further extension after review on mutual consent.

Rate contract is proposed to be done with 2 vendors in ratio of 60:40 value wise at L1 FOR site price for this package (% of splitting of RC between 2 vendors may be changed during ordering process if L1 bidder is not

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customer approved). However, order for a project (only for the BOQ required as per specific project requirement) shall not be split and will be placed on single vendor.

Evaluation will be done on overall L1 (Total cost to BHEL) basis with necessary loading as applicable. Incomplete offer or offer for part of NIT BOM/BOQ shall be summarily rejected.

2. Prices shall be firm.
3. Bidders to note the following: -
 - a) Rate contract shall be decided on the basis of grand Total FOR site price of Total BOQ as listed in price format (Annexure-I)
 - b) Though evaluation is proposed on Grand Total FOR site, but there is % allocation weightage against BOQ quantity of each item which shall be used for arriving at price break up. Bidders need to give only their Ex Works price for given BOQ at sl no-A.7 Column 9 -For Indigenous supplier BOQ of Annexure I
 - c) Bidders also requires to mention % of taxes/ duties (against respective column for ED, CST & Service Tax) applicable for each item of the BOQ.
 - d) Bidder to give % of freight charges considering anywhere in India in the freight column
 - e) Rest of the prices shall be derived by BHEL in line with % allocation fixed for each item.
 - f) For better clarity to the bidders where value is to be filled is noted as "to be quoted" and for other columns it will be noted as "derived" which denotes shall be derived by BHEL as per % allocation fixed against each item
4. L1 Rates shall be counter offered to vendors (L2, L3 & so on) in succession. If none accepts L1 rates, RC shall be done with L1 vendor for 100% value. Vendors shall be asked to quote prices with CST against FORM C and for same state ordering shall not be done to save VAT.
5. Vendor shall be informed that evaluation shall be done on CST basis, however in case, the entire business volume goes to one vendor (or volume of business shared between the vendors in line with enquiry) having manufacturing facility in the same state, then BHEL may do suitable amendment in PO on case to case basis for taking care the provision of VAT in case of project falling in the same State where manufacturing factory of the vendor is also located.
6. **TERMS AND CONDITIONS**
 - 6.1 Procurement of the subject package shall be done through e-procurement
 - 6.2 Enquiry No., due date etc. must be legibly super scribed on the offers as per clause no. 2.0 of "Instructions to Bidders".
 - 6.3 Offers should be uploaded in two parts online at <https://bheleps.buyjunction.in> as follows:
 - a) Part-I Bid: - Documents and Credential as per Technical PQR and Techno-Commercial offer (along with un-priced copy of un-priced bid and un-priced schedule of Technical-Commercial Deviation, Annexure I & II)
 - b) Part II Bid: - Price Bid and Priced schedule of Technical-Commercial Deviation.
 - 6.4 Part I bid will be opened on date & time mentioned in the NIT or subsequent corrigenda/amendments, if any.
 - 6.5 Techno-commercial offer of only those bidders shall be evaluated who will meet the Technical pre-



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qualifying requirement of the tender.

- 7 Bidders shall submit their offers meeting the requirements of the following tender documents and other Terms and Conditions included in this Enquiry Letter:
- ANNEXURE-I of GCC Rev. 06: Letter to be furnished by the Bidders.
 - DEFINITION OF TERMS.
 - Volume-I: Comprising i) **Part-A**: Instructions to Bidders, ii) **Part-B**: General Commercial Terms & Conditions and iii) Special Conditions of Contract, if applicable.
 - Volume-II: Comprising i) **Part-A**: General Technical Conditions and, ii) **Part-B**: Technical Specification.
 - Volume-III: Schedules and Data Sheets.
- All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.

- 8 Vendors shall quote in accordance with the requirements mentioned in the tender 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 Annexure-II to GCC Rev 06 of "DEVIATION SHEET (COST OF WITHDRAWAL)" along with reasons for taking such deviations.

Bidder to note all the points mentioned in "Notes" of Annexure-II to GCC Rev 06

9. Please note the following:
- a. Price format is enclosed for compliance.
 - b. SCC enclosed for compliance.
 - c. GCC enclosed for compliance. GCC Rev-06 is available on www.bhelpem.com. You are requested to kindly download the same.
10. Tenders shall be submitted strictly in accordance with the requirements of the above tender documents.
11. Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
12. Validity of offer shall be as per Clause No. 7.0, "Instructions to Bidders" of GCC Rev 06.
13. Unsolicited fresh/revised Price Bids shall not be entertained.
14. Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any/all tender(s) in part or full without assigning any reason whatsoever.
15. Late tenders will be rejected.
16. Tenders and all correspondence thereof, shall be addressed to the undersigned by name & designation and sent at the following address:

SWAPNIL KUMAR, SR ENGR, CMM M/s Bharat Heavy Electricals Ltd., Project Engineering Management, Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 Kind Attn: SWAPNIL KUMAR/ CMM E-MAIL: swapnilkumar@bhelpem.co.in Ph. No. 0120-4213563, 09953160482	I P SINGH, SR MANAGER, CMM M/s Bharat Heavy Electricals Ltd., Project Engineering Management, Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 Kind Attn: I P SINGH/ CMM E-MAIL: indra@bhelpem.co.in Ph. No. 0120- 4218749, 09818989654
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17. Definition of Terms is also enclosed. These definitions will apply to all the tender documents including this Enquiry Letter.

18. Delivery:

Lot I: -Four (04) months from drgs./docs. approval in CAT-I issued by BHEL. Successful bidder to make 1st submission of drawing/docs within one weeks from the date of P.O as mentioned in Clause No-4.2, Section-1 Volume II of Technical Specification PE-RC-999-507-E021 REV 01

Subsequent Lots: -Three (03) months from BHEL clearance

19. PRE-QUALIFICATION REQUIREMENT: -

Bidders is requested to fill up the details in "TECHNICAL PRE-QUALIFYING REQUIREMENT" as per the conditions mentioned in the PQR and also to submit the credentials.

Bids of only those bidders shall be evaluated who meet the Technical pre-qualifying requirements (if applicable).

20. Bidders to note that their bid shall be conditional subject to qualify PQR by registered vendors & non-registered vendors have to qualify PQR & get registered with PEM for the package.

For registration in PEM "Bidders needs to apply & get registered for subject package with PEM before P-2 (price bid opening) & hence you need to apply online for registration on PEM web portal & have to enclose acknowledgement with this effect with the bid documents else your bid will not be considered for evaluation"

21. Bidders have to quote freight charges in percentage of their quoted ex-works prices for Indigenous items.

22. Limit on quantity variation shall be plus 30% of Contract Value (Ex Works) till validity of RC. The Purchaser shall have the right to increase or decrease quantities and scope up to the above extent of value and Seller/ Contractor shall be bound to accept the same at the contracted prices without any escalation.

23. Project list is indicative only, BHEL may ask for delivery anywhere in India for any of the project added in the prospective project/ existing projects during RC period.

24. Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS AS PER GCC (06), SCC AND NIT". In case of deviations, bidder to clearly mention the same with their techno-commercial offer as per Point No-7 of NIT.

25. All the above Tender Documents shall automatically become a part of the Order/Contract after its finalization.

26. The offers of the bidders who are on the banned list as also the offer of the bidders, who engage the services of the banned firms, shall be rejected. The list of banned firms is available on BHEL website www.bhel.com.

27. "The Bidder along with its associate/ collaborators/ sub-contractors/ sub-vendors/ consultants/ service providers shall strictly adhere to BHEL Fraud Prevention Policy displayed on BHEL website <http://www.bhel.com> and shall immediately bring to the notice of BHEL Management about any fraud or suspected fraud as soon as it comes to their notice."

BHEL Fraud prevention policy is also uploaded in vendor's section on www.bhelpem.com.

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28. Bidders are requested to visit constantly our website to update them self for any technical or commercial change in the NIT.
29. All corrigenda, addenda, amendments, time extensions, clarifications etc. to the tender will be hosted on BHEL websites only (www.bhelpem.com, www.bhel.com & <https://bheleps.buyjunction.in>) under subject tender reference. Bidders are requested to visit our websites from time to time to keep themselves updated. **Bidders may go through the Sellers' manual & Help documents provided on E-Procurement Portal website & obtain required Digital Signature Certificate for participating in the subject Tender. For Bidders' convenience, the Helpdesk Nos. of E-Procurement Portal m-junction are also listed below:**
- MJUNCTION HELPDESK Nos. 033-6601 1717, 9163348283 / 9163348284 / 9163348285 / 9163348286 / 8584008116 / eps.customercare@mjunction.in
- CRM Contact Details:
Mr. Santosh Kumar - Cell No. 09717149600, santosh.kumar@mjunction.in Ms. Rimi Ghosh – Cell No 09650044156, rimi.ghosh@mjunction.in
30. CIF allocation is not applicable for this tender. Bidder to quote accordingly.
31. Bidders to submit their offers strictly in line with the enclosed price format.
32. Inspection shall be done by BHEL/ END CUSTOMER/Third party Agency (finalized by BHEL).
33. Any other taxes & duties applicable on the date of bid but not quoted by the bidders shall be to bidder account.
34. Delivery terms for dispatches shall be FOR Dispatch Station for Indigenous bidders & C&F for foreign bidders.
35. This enquiry is subject to Conditions/ limits if any imposed in PMD / Vendor registration.
36. Foreign & indigenous bidders participating through open/limited tender will necessarily have to but class III DSCs issued by the certifying authorities in India. Basic procedure/ checklist is uploaded on www.bhel.com.
37. Non- registered bidder to submit the credentials required for Registration in BHEL PEM: -
"Online Registration Portal is operational in BHEL. Non-registered Vendors, who wish to apply for registration with BHEL-PEM, have to apply through Online Registration Portal available at www.bhelpem.com - vendor section - Online Supplier Registration. All credentials and/or documents duly signed and stamped related to registration has to be uploaded on the website and submit the application for registration. One set of hard copy of the filled-up SRF downloaded from Online Registration Portal duly signed and stamped has to be submitted."
38. Purchaser reserves the right to split up the scope of the tender enquiry and place the orders for different scope/ items with different bidders and also increase or decrease the quantity.
39. BHEL reserves the right to go for Reverse Auction (RA) (Guidelines as available on www.bhel.com) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. Bidders to give their acceptance with the offer for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit 'Process compliance form' (to the designated service provider) as well as 'Online sealed bid' in the Reverse Auction. Non-submission of 'Process compliance form' or 'Online sealed bid' by the agreed bidder(s) will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines for suspension of business dealings with suppliers/ contractors (as available on www.bhel.com).



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The bidders have to necessarily submit online sealed bid less than or equal to their envelope sealed price bid already submitted to BHEL along with the offer. The envelope sealed price bid of successful L1 bidder in RA, if conducted, shall also be opened after RA and the order will be placed on lower of the two bids (RA closing price & envelope sealed price) thus obtained. The bidder having submitted this offer specifically agrees to this condition and undertakes to execute the contract on thus awarded rates.

If it is found that L1 bidder has quoted higher in online sealed bid in comparison to envelope sealed bid for any item(s), the bidder will be issued a warning letter to this effect. However, if the same bidder again defaults on this count in any subsequent tender in the unit, it will be considered as fraud and will invite action by BHEL as per extant guidelines for suspension of business dealings with suppliers/ contractors (as available on www.bhel.com)."

As a reminder to the bidders, system will flash following message (in RED Color) during the course of 'online sealed bid':

"Bidders to submit online sealed bid less than or equal to their envelope sealed bid already submitted to BHEL"

Detailed guidelines of reverse auction 2016 are available in "information section" of www. bhelpe.com, same are applicable for subject tender.

The Bidders has to quote the Single Price (i.e. Total Cost to BHEL) in Reverse Auction. Price are to be inclusive of Packing & Forwarding charges, all the routine & type tests as per tender scope, ED + cess, CST against C-form/VAT, Freight as applicable, insurance charges, etc. including loading (if any). De-loading (if any) shall be done in line with SCC.

IMPORTANT INSTRUCTION TO BIDDERS IN CASE OF REVERSE AUCTION

The Bidders has to quote the Single Price (i.e. Total Cost to BHEL) in Reverse Auction i.e. Price mentioned in SI no-A.7, column -13 (Rs Y) for bidders with loading/de loading (if any). Price are to be inclusive of Packing & Forwarding charges, all the routine & type tests as per tender scope, ED + cess, CST against C-form/VAT, Freight as applicable, Service Tax, including loading (if any). De-loading (if any) shall be done in line with NIT terms.

Following Condition in Reverse Auction shall be treated as follows:

Case-I (Taxes & duties and freight are identical in Reverse Auction & Conventional Price Bid)

Resolution: - Ordering shall be done on lower of the two bids (RA closing price & Conventional Price Bid). After successful completion of reverse auction L1 bidder shall be asked to submit break up in line with taxes & duties, freight quoted in their Conventional Price Bid.

Case-II (In case Bidder has quoted 'CST' in Conventional Price Bid and applicable Tax is 'VAT')

Resolution: - "Total Cost to BHEL shall be maintained by reducing proportion amount in Ex-works quoted by Bidder".

Case-III (In case Bidder has quoted 'VAT' in Conventional Price Bid and applicable Tax is 'CST')

Resolution: - Conventional Bid/RA quoted Prices shall be reduced and CST will be allowed.

Statutory variation shall be applicable.

Any new tax structure (like Goods & Services Tax) as and when implemented by the Government shall become applicable in addition to or in lieu of existing tax structure.

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Note: - Applicable taxes & duties shall be determined as per location of works of bidder.

Kindly consider the same while quoting the tender.

40. If any bidder has mentioned the term Not Applicable / Not required / Not Quoted in BHEL price format. The bidder needs to substantiate the same. If the same item will be required in future for the system same will be supplied free of cost.
41. Foreign Suppliers & Indian agents of foreign suppliers: Please refer our website <http://www.bhelpem.com/Tenders.aspx> for details.
42. L1 bidder will have to submit Bank Guarantee for each POs (irrespective of value) which will be placed under the Rate Contract finalised through this tender considering RA as original contract as per format mentioned in Annexure B to NIT instead of format mentioned in GCC Rev 06
43. Bidder to note that all other terms and condition shall be strictly as per NIT, GCC Rev. 06 & SCC. In the event of any contradiction in the terms and conditions mentioned, the order of preference shall be NIT (this letter) / SCC / GCC Rev. 06.
44. "If any bidder uploads price bid in the unpriced section (techno-commercial attachment page) of the tender in e-procurement, in that case bidder(s) shall only be responsible for such mistake and any consequences thereof. Hence all bidders are requested to be more careful at the time of uploading the Unpriced and Price Bid for Part-I and Part-II respectively to avoid mismatch".
45. Vendors shall have to enter into Integrity Pact (IP) with BHEL. The Integrity pact shall be returned by the bidder along with their Techno-commercial Bid, duly filled & signed by the authorized signatory and will form part of the order. Only those vendors/bidders who enter into Integrity Pact with BHEL, would be qualified to participate in the bidding Process. (Refer Annexure-IX, as per GCC Rev-06).
46. To oversee implementation of IP, **Sh. Shri D.R.S Chaudhary, IAS (Retd.)**, has been appointed as IEM (Independent External Monitor) by BHEL.
47. Foreign bidders will have to quote C & F (cost & freight) basis instead of FOB.

For importing materials on C&F basis, bidders to note following:

- a) As per Incoterms (CFR), risk transfers to buyer when the goods have been loaded on board the ship in the country of Export. Hence, shipped on board date mentioned on the clean Bill of Lading or Air way Bill, shall be treated as the date of Shipment/ Dispatch for all contractual purposes including calculation of LD.
- b) Usance period (90 days) of the L/C shall start from the date of Bill of lading/Air Way Bill.
- c) Bill of Lading shall be considered as equivalent document (refer clause 9.7.1 b OF GCC rev-06) for recognition of dispatch.
- d) For claiming payment under clause 9.1.1 and 9.2.1 Bill of lading shall be considered instead of receipted LR (refer clause 9.7.2 b of GCC rev-06)
- e) Freight is to be quoted as inclusive in basic price by vendor and is not to be quoted separately.
- f) Insurance for evaluation purposes shall be @ 0.1 % of quoted C&F price.
- g) There will be no change in MRC payment.

**Project
Engineering
Management**

Bharat Heavy Electricals Limited
(A Govt. Of India Undertaking)



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Note: Tenderer must submit UN-PRICED Price format duly filled mentioning the word "QUOTED" in place of actual price given in sealed price bid.

Thanking you,
Yours faithfully,
For and on behalf of BHEL

Swapnil
08.05.17
(SWAPNIL KUMAR/ SR. ENGINEER)

Enclosure:

1. Enquiry Terms & Conditions
2. Price Format (Prices should be quoted in this format only)
3. Techno-Commercial Deviation Sheet (Annexure-II to GCC Rev 06)
4. BOQ & Technical Specifications
5. SCC – ANNEXURE A
6. Technical PQR
7. Annexure B - BG Format

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