



भारत हेवी इलेक्ट्रिकल्स लिमिटेड

(भारत सरकार का उपक्रम)

BHARAT HEAVY ELECTRICALS LIMITED

(A Govt. of India Undertaking)

Ref: T7H1Q06054

Date: 29.05.2017

NOTICE INVITING TENDER

**NOTE: INTENDING BIDDER TO PARTICIPATE MAY DOWNLOAD FROM WEB SITE
OR
PURCHASE TENDERS FROM THIS OFFICE**

Tenders are invited from eligible suppliers with sound technical and financial capabilities (meeting PRE QUALIFICATION CRITERIA) for the subject job by the undersigned on the behalf of BHARAT HEAVY ELECTRICALS LIMITED as per the tender document. Issue of tender to any bidder shall not construe that the bidder is considered to be qualified. Consideration of their offer is subject to meeting PRE QUALIFICATION CRITERIA as mentioned in NIT. Following points relevant to the tender may please be noted and complied with:

SALIENT DETAILS OF NIT		
SL NO	ISSUE	DESCRIPTION
1.0	SUBJECT	The scope of bidder shall include supply of BOP PLC, HRSG BMS PLC & UB BMS PLC, mandatory spares, supervision of erection & commissioning of the PLCs, Post warranty annual maintenance contract [PWAMC] for 5 years as per technical specification (PY-56216) for Steam & Power generation package, RFCL (Ramagundam Fertilizers & Chemicals Ltd.)
2.0	ENQUIRY NO.	T7H1Q06054
3.0	DETAILS OF TENDER DOCUMENT	
3.1	Volume-I	General conditions of contract (GCC)
3.2	Volume-II	Specific conditions of contract (SCC)
3.3	Volume-III	Annexure, formats etc.
3.4	Volume-IV	Technical Specification PY56216
3.5	Volume-V	Integrity Pact
3.6	Price schedule	Price schedule Format: Quoted prices should be as per Annexure-C of PY56216 i.e. Volume IV.
4.0	TENDER START (ZERO) DATE	29.05.2017 Tender documents can be downloaded from BHEL website (www.bhel.com) & www.eprocure.gov.in till due date of submission.
5.0	OFFER SUBMISSION PROCEDURE	a) Bids shall be submitted through conventional mode directly by vendor or his authorized representative / agent only and the offer should be in line with regulatory guidelines (i.e Agency agreement between principal vendor and agent / representative shall be attached which shall be a valid one and cover the scope of services rendered by Agent, Agency Commission etc.). OEM / Mill details shall be provided if supplier is not a manufacturer. Bid envelopes shall bear the name of Supplier. In case of submission through authorized representative /agent, the name of representative/agent should be mentioned additionally apart from supplier name. b) Bidder can also submit offer through email at his own risk. The offer to be submitted in two parts. Technical offer to be submitted to technicalbid_hyd@bhel.in , and price bid to be submitted to pricebid_hyd@bhel.in . Interchanging the information in the mails may lead to rejection of the offer .Supplier shall have no claim on e-mail offers sent on any other e-mail ID. BHEL is no way responsible for non receipt of offers sent thru email due to server break down / Internet failure / transmission error etc. In case of e-mail offers vendor name, address including contact details shall be mentioned.

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BHEL, RAMACHANDRAPURAM, HYDERABAD

		<i>In the mail, subject should contain Enquiry no and due date. (Bidders are requested to visit website to view corrigendum/ extension/ modification to NIT before submitting offer)</i>
6.0	DUE DATE & TIME OF OPENING OF TECHNO-COMMERCIAL OFFER.	Bid Due Date : 20.06.2017 , Time: 13.30Hrs Bid Opening Date:20.06.2017 , Time:14.00Hrs <i>Notes: (1) In case the due date of opening of tender becomes a non-working day, tenders shall be opened on next working day at the same time.</i>
7.0	EMD AMOUNT	<i>Not Applicable</i>
8.0	COST OF TENDER	<i>Rs 2,000/- (non-refundable) in the form of demand draft, drawn in favour of Bharat Heavy Electricals Ltd. payable at Hyderabad. (MSE vendors are exempted from tender fees) along with the offer.</i>
9.0	SCHEDULE OF Pre Bid Discussion (PBD)	<i>To be held at Purchase / PE&SD, BHEL, Ramachandrapuram, Hyderabad - Date : 02.06.2017</i>
10.0	LAST DATE OF SEEKING CLARIFICATION	18.06.2017 <i>(Bidders should send the pre bid queries in soft form to aravind@bhel.in; neerajavvs@bhel.in, mohanka@bhel.in)</i>
11.0	INTEGRITY PACT	<i>Applicable</i>
12.0	DETAILS OF INDEPENDENT EXTERNAL MONITOR (IEM)	Mrs. Pravin Tripathi, IA and AS (Retd.)
13.0	LATEST UPDATES	Latest updates on the important dates, Amendments, Correspondences, Corrigenda, Clarifications, Changes, Errata, Modifications, Revisions, etc to Tender Specifications will be hosted in BHEL webpage (www.bhel.com →Tender Notifications →View Corrigendum) and not in the newspapers. Bidders to keep themselves updated with all such information.

- 1.0 The offer shall be submitted as per the instructions of tender document and as detailed in this NIT. Price shall not be mentioned by them anywhere in the techno-commercial offer. Price shall be furnished in the relevant price schedule only. In case of any clarification, bidder may contact us.
- 2.0 Unless specifically stated otherwise, bidder shall remit cost of tender (non-refundable) in the form of demand draft, drawn in favour of Bharat Heavy Electricals Ltd. payable at Hyderabad along with techno-commercial offer. **MSE bidders are exempted from tender fees.**
- 3.0 Unless specifically stated otherwise, bidder shall deposit EMD demand draft/ pay order in favour of Bharat Heavy Electricals Ltd, payable at Hyderabad. EMD in the form of Bank Guarantee is not acceptable.

4.0

Sl. No	Description	No of copy
I	(TECHNO-COMMERCIAL BID) (to be submitted through conventional mode)	
I.a	Offer forwarding/ covering letter.	Original
I.b	Duly filled-in 'No deviation certificate' as per prescribed format to be placed after document under Sl. no I.A above. In case of any deviation, the same should be submitted separately for technical & commercial parts, indicating respective clauses of tender against which deviation is taken by bidder. The list of such deviations shall be placed after document under sl. no I.A above.	Original
I.c	Techno-commercial offer enclosing supporting document/ annexure/ schedules/ drawing etc as required in line with pre-qualification criteria/ prescribed format. Bidder shall mark/ index relevant document in support of corresponding pre-qualification criteria. It shall be specifically noted that all documents as per above shall be indexed properly and credential certificates issued by clients shall distinctly bear the name of organization, contact Ph. no, FAX no, e-mail etc.	Original
I.d	Duly filled-in annexures, formats etc of Volume-IC.	Original

I.e	All volumes of tender document pertinent for the subject job along with this NIT together with subsequent changes to tender in the form of TCN (Tender Change Notice), correspondences etc, signed & stamped on all pages.	Original.
I.f	Un-priced without disclosing rates/ price, but mentioning only 'quoted' against each item of package to be submitted.	Original
I.g	Integrity Pact Agreement (Duly signed by the authorized signatory)(if applicable)	Original
I.h	Any other details preferred by bidder with proper indexing.	Original
II	(PRICE BID – ABSOLUTE VALUE)	
II.a	Copy of offer forwarding/ covering letter (as referred in I.a).	Original
II.b	Duly filled-in Price formats together with signed preamble.	Original
III	D.D Original copy (scanned copy if offer submitted through email) (COST OF TENDER)	Original

SPECIAL NOTE

- A) Your offer & documents submitted along with offer shall be signed & stamped in each page by your authorized representative. No overwriting/ correction in tender documents by bidders shall be allowed. However, if correction is unavoidable, the same may be signed by authorized signatory.
- B) All documents / annexure submitted with the offer shall be properly annexed and placed in respective places of the offer as per enclosure list mentioned in the covering letter. BHEL shall not be responsible for any missing documents.
- 5.0** No Deviation with respect to tender clauses and no additional clauses/ suggestions/ clarification in Techno-commercial bid/ Price bid shall normally be considered by BHEL. Bidders are requested to positively comply with the same.
- 6.0** BHEL reserve the right to accept or reject any or all offer without assigning any reasons thereof. BHEL also reserve the right to cancel the tender wholly or partly without assigning any reason thereof. Also BHEL shall not entertain any correspondence from bidders in this matter (except for the refund of EMD, if applicable).
- 7.0** Bidders may consult this office before submitting their offers, for any clarifications regarding scope of work, facilities available at sites or on terms and conditions. No additional claim shall be entertained by BHEL in future, on account of non-acquaintance of above.
- 8.0** For any clarification on the tender document, you may seek the same through e-mail (or) in writing (2 copies) together with soft version (thru e-mail) before scheduled date, from the office of the undersigned for clarification. BHEL shall not be responsible for receipt of queries after due date of seeking clarification due to postal delay. Any clarification/ query received after pre bid discussion date will not be entertained.
- 9.0** BHEL may decide holding pre-bid discussion [PBD] with any/ all intending bidders. On such communication from BHEL, the bidder shall ensure participation for the same at the appointed time, date and place as may be decided by BHEL. Bidders shall plan their visit accordingly. The outcome of pre-bid discussion (PBD) shall also form part of tender.
- 10.0** In the event of any conflict between requirement of any clause of this specification/ documents/ drawings/ data sheets etc or requirements of different codes/ standards specified, the same to be brought to the knowledge of BHEL in writing for clarification before due date of seeking clarification (as applicable), otherwise, more stringent requirement as may be interpreted by BHEL shall prevail and shall be binding on you. Any typing error/ missing pages/ other clerical errors in the tender documents, noticed by you must be pointed out before pre-bid meeting/ submission of offer, or else, BHEL's interpretation shall prevail & binding on you.
- 11.0** Unless specifically mentioned otherwise, bidder's quoted price shall deemed to be in compliance with tender along with TCNs including PBD, if any.
- 12.0** Bidders shall submit Integrity Pact Agreement (Duly signed by authorized signatory who signs in the offer), if

applicable, along with techno-commercial bid. This pact shall be considered as a preliminary qualification for further participation. Detail of Independent External Monitor (IEM) for the subject tender is furnished above.

- 13.0** The Price Bids of only those bidders will be opened who will be qualified for the subject job on the basis of evaluation on pre-qualification criteria/ techno-commercial bids, approval/ acceptance of customer (as applicable), etc. BHEL's decision in this regard shall be final & binding. BHEL also reserve the right to reject bidder with unsatisfactory past performance in execution of a contract. BHEL's decision in this regard shall be final & binding.
- 14.0** While BHEL reserve the right to open the price bid (Cover-II) of the offers in camera, the date & time to open the Cover-II (PRICE BID) tender opening shall be intimated to the bidders, in case BHEL decides it to be 'Public opening' and in such a case, one authorized representative of the bidder shall be allowed to attend. (Not applicable in case of offer submission through electronic mode)
- 15.0** **REVERSE AUCTION:**
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.

In case BHEL decides to go for Reverse Auction, only those bidders who have given their acceptance to participate in RA will be allowed to participate in Reverse Auction. 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).

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".

- 16.0** BHEL reserves the right to go for Reverse Auction (RA) instead of opening the price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance 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 'online sealed bid' in the Reverse Auction. Non submission of 'online seal bid' by the bidder will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.

Information and General Terms and Conditions governing RA are enclosed as per Annexure-I of Volume-IC of tender documents. Vendors are advised not to quote higher prices in price bid, presuming that there will be an opportunity to reduce the same during Reverse Auction. In case BHEL decides to process the tender by opening the price bids instead of Reverse Auction, there is no provision for revising the quoted prices and vendors may lose the opportunity in view of the higher prices, if any, quoted by them.

- 17.0** Tenderers must adhere to all volumes of tender and quote accordingly. Any terms & conditions not covered in SCC will be governed by GCC. Commercial terms & conditions shall be as per SCC (Volume-IB). If there is any conflict in clause mentioned in General Conditions (GCC) and Specific conditions of contract (SCC) then clause mentioned in SCC supersedes the requirement.
- 18.0** BHEL reserves the right to decide the successful bidder on the basis of reverse auction process (RA). In such case all qualified bidders will be intimated regarding procedure/ modality of process prior to RA and price will be decided through RA process only.
- However, if reverse auction process is not adopted or is unsuccessful for whatsoever reason, Price bid will be opened for deciding the successful bidder. BHEL's decision in this regard will be final & binding on bidder.
- 19.0** Corrigendum / extension / addendum, if any, pertaining to this tender will be published in the web site www.bhel.com & <https://bheleps.buyjunction.in> or will be issued directly to you, as applicable.
- 20.0** On submission of offer, further consideration will be subject to compliance to tender & qualifying requirement and customer's acceptance, as applicable.
- 21.0** Unsolicited discounts received after opening of techno commercial bid shall not be considered for evaluation. However, if the party who has submitted the unsolicited discount/rebate becomes the L-1 party, then the awarded price shall be after considering the discount.
- 22.0** In case the bidder is an "Indian Agent of Foreign Principals", Agency agreement has to be submitted along with Bid failing which offer from Bidder may not be considered.
- 23.0** Standalone bidder can neither again be a prime bidder in a consortium bid nor be a consortium partner to any other bidder. Similarly, prime bidder shall neither be a consortium partner to other prime bidder nor submit any other bid with other consortium partners. However, consortium partner may enter into consortium agreement with other prime bidder(s).
- 24.0** 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)
- 25.0** The bidder may have to produce original document for verification if so decided by BHEL.
- 25.0** Offer shall be submitted directly by vendor or his authorized representative / agent only and the offer should be in line with regulatory guidelines (i.e., Agency agreement between principal vendor and agent / representative shall be attached which shall be a valid one and cover the scope of services rendered by Agent, Agency commission etc.). OEM details shall be provided if supplier is not a manufacturer.
- Bid shall bear name of the supplier. In case of submission through authorized representative / agent, the name of representative / agent should be mentioned additionally apart from the supplier name.
- 26.0** Offer received after the specified time of submission will be rejected. No further correspondence shall entertained.
- 27.0** It may please be noted that guidelines/rules in respect of 'Suspension of Business dealings', 'Vendor evaluation format', 'Quality, Safety & HSE guidelines', etc may undergo change from time to time and the latest one shall be followed.
- 28.0** Micro and Small Enterprises (MSE):- Any Bidder falling under MSE category, shall furnish the following details & submit documentary evidence/ Govt. Certificate etc. in support of the same along with their techno commercial offer

Type under MSE	SC/ST owned	Others
Micro		
Small		

Note: - If the bidder does not furnish the above, offer shall be processed construing that the bidder is not falling under MSE category.

MSE suppliers can avail the intended benefits only if they submit along with the offer, attested copies of either EM-II certificate having deemed validity (five years from the date of issue of acknowledgement in EM-II) or valid NSIC certificate or EM-II certificate along with attested copy of a CA certificate (format enclosed as Annexure-3 where deemed validity of EM-II certificate of five years has expired) applicable for the relevant financial year (last audited). Date to be reckoned for determining the deemed validity will be the date of bid opening (Part 1 in case of two part bid). Non submission of such documents will lead to consideration of their bids at par with other bidders. No benefits shall be applicable for this enquiry if any deficiency in the above required documents are not submitted before price bid opening. If the tender is to be submitted through e-procurement portal, then the above required documents are to be uploaded on the portal. Documents should be notarized or attested by a Gazetted officer. MSEs shall be exempted from payment of tender fee. MSEs shall be exempted from payment of earnest money at the time of tender deposit. However, there is no exemption of security deposit submission.

30.0 Order of Precedence

In the event of any ambiguity or conflict between the Tender Documents, the order of precedence shall be in the order below:

- a. Amendments/Clarifications/Corrigenda/Errata etc issued in respect of the tender documents by BHEL
- b. Notice Inviting Tender (NIT)
- c. Price Bid Specification – Annexure-B of PY56216 i.e. Volume IV.
- d. Technical Specification -Volume-IV
- e. General Conditions of Contract (GCC) — Volume-I
- f. Special Conditions of Contract (SCC) —Volume-IB

For BHARAT HEAVY ELECTRICALS LTD
Sr. Purchase Officer/Purchase PE&SD), Hyderabad

Agency	Contact details	
BHEL, PE&SD, Ramachandrapuram, Hyderabad	Address	Purchase / PE&SD, BHEL, Ramachandrapuram, Hyderabad – 502032
	Phone no	040 - 2318 2136, 2318 2113
	E-mail	aravind@bhel.in , mohanka@bhel.in

Enclosures

01. Annexure-I- Format for Pre-qualification criteria.
02. Annexure-II- Format for No-deviation certificate.



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(भारत सरकार का उपक्रम)

BHARAT HEAVY ELECTRICALS LIMITED

(A Govt. of India Undertaking)

ANNEXURE-I- PRE-QUALIFICATION CRITERIA

Enquiry No.	T7H1Q06054
Item	PLC package (supply of PLCs, mandatory spares, supervision of erection & commissioning of the PLCs & PWAMC)
Project	STEAM AND POWER GENERATION PACKAGE FOR REVIVAL OF RAMAGUNDAM FERTILIZER COMPLEX (1X32.5 GTG + 1X125 TPH HRSG + 1X85 TPH UB), TELANGANA STATE, INDIA
End Customer	RAMAGUNDAM FERTILIZERS AND CHEMICALS LIMITED
Customer's Consultant	ENGINEERS INDIA LIMITED (EIL), NEW DELHI

BIDDER SHALL NOTE & COMPLY WITH THE BELOW POINTS :

SL.NO.	CRITERIA
I	FINANCIAL CRITERIA: A) Average annual financial turnover of bidder, during the last three financial years (ending on 31-03-2017) should not be less than Rs. 175 lakhs (or) equivalent in foreign currency. The bidder has to submit audited financial accounts for last three years in support of meeting the above criteria. Notes:- i. Other income shall not be considered for arriving at annual financial turnover/sales. ii. Bidder has to submit copies of PAN card, Certificate of Incorporation from the Registrar of Companies/ Partnership Deed/ Proprietorship documents etc. as applicable. iii. For evaluation of foreign bidder, exchange rate (TT selling rate of SBI) as on scheduled date of tender opening (Part-I bid in case of two-part bid) shall be considered.
II	TECHNICAL CRITERIA: a) The bidder should have successfully executed and commissioned at least One (1) PLC system of "Similar Type" and should be in operation for at least 6 months within the period not exceeding Seven (7) years reckoned from bid submission date. b) The bidder should have Designed, Engineered, Assembled, Tested, Conducted factory acceptance testing of the system, Supplied, Carried out installation, Site testing, Commissioning, Site acceptance test and project management of PLC system of "Similar Type" as a single point responsibility in any one of the Process Hydrocarbon applications of Refinery / Petrochemical / fertilizer process plants / Gas Processing Plant (Or) Power plants of refinery / petrochemical / fertilizer plant/ Gas processing plant. c) PLC system of "Similar Type" means as defined below: PLC'S should be quadruple modular redundant (QMR) or triple modular redundant (TMR) certified to SIL-3 (according to IEC 61508/IEC 61131) of minimum I/O capacity 1200 No's. The basic engineering of reference system should have been carried out by the agency/ manufacturer on whose name TUV certification has been issued by the TUV authorities

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III	Following Documents / Information to be submitted in support of Technical Criteria above: a) Bidder shall submit that End user performance letter or any other document indicating the details like make, model, commissioned date, role of bidder, whether the system is in operation, etc. in support of s.no. II (a) above b) Bidder shall provide the following documents in support of s.no. II (b) above (1) Purchase Order details (2) End user Approved drawings / documents which indicates Make, model, application, etc (3) FAT report (4) Project completion certificate / SAT reports (5) End user performance letter along with Name of the organization (OR) any other document which provides the above details c) Bidder shall provide the following documents in support of s.no. II (c) above (1) Purchase Order details (2) End user Approved drawings / documents which indicates I/O capacity of the system (3) TUV certificates OR) any other document which provides the above details
IV	In case of bidding with consortium/ tie-up/ licence agreement, relevant supporting document shall be submitted.
V	FOREIGN BIDDERS In case of bidders from outside India, in addition to documents in support of above, they shall also provide business information report / credit rating report incorporating the rating of the company by international credit rating agencies viz Dun & Bradstreet etc. along with technical offer. Such ratings reports shall not be older than 1 year from the date of submission of offer. Agency agreement needs to be submitted by foreign bidder in case of associating with an Indian entity.

NOTES:	
A	Bidder shall submit requisite documents, to comply with aforesaid criteria, properly indexed, along with offer.
B	After satisfactory fulfillment of all the above criteria/ requirement, offer shall be considered for further evaluation as per NIT and all other terms of the tender.
C	Bidder(s) already registered with BHEL other units or BHEL-PE&SD for subject package, also need to submit credentials for criteria indicated in sl. No. '1.0' '2.0' above. Also, they must submit the relevant documents as the proof of their registration with BHEL-other units for subject package.
D	Consideration of offer will be subject to customer's approval of bidder.
E	Bidders should have technological capability for communication/transmit through electronic media/reverse auction process.
F	Mere submission of above documents does not entitle bidders for order placement / enlistment as registered vendor / issue of further tenders in future; the documents shall be subject to BHEL's scrutiny and physical verification of facilities, if required.

**ANNEXURE-II- No-deviation certificate
(To be submitted in the bidder's letter head)**

Purchase / PE&SD
BHARAT HEAVY ELECTRICALS LIMITED,
Ramachandrapuram
Hyderabad-502032

Sub	No Deviation Certificate.	
Job	supply of PLCs, mandatory spares, supervision of erection & commissioning of the PLCs & PWAMC for RAMAGUNDAM FERTILIZER COMPLEX (1X32.5 GTG + 1X125 TPH HRSG + 1X85 TPH UB), TELANGANA STATE, INDIA	
Ref	01	ENQUIRY No. T7H1QP06054
	02	BHEL's NIT, with technical documents reference no PY 56216
	03	All other pertinent issues till date.

Dear Sirs,

With reference to above, this is to confirm that, we have read the tender documents and noted the job content. We also confirm that we have not changed/ modified the tender documents as appeared in the website/ issued by you and in case of such observance at any stage, it shall be treated as null and void.

We hereby confirm that we have not taken any deviation from tender clauses together with other references as enumerated in the above referred NIT. We hereby confirm our unqualified acceptance to all terms & conditions, unqualified compliance to technical specification, integrity pact (if applicable) and acceptance to reverse auctioning process.

In the event of observance of any deviation in any part of our offer at a later date whether implicit or explicit, the deviations shall stand null & void.

We confirm to have submitted offer in accordance with tender instructions and as per aforesaid references.

Thanking you,

Yours faithfully,

(Signature, date & seal of authorized
Representative of the bidder)