



# Bharat Heavy Electricals Ltd.,

(A Government of India undertaking)

## Electroporcelains Division

PROF. CNR RAO CIRCLE, SCIENCE INSTITUTE POST,

MALLESWARAM, BANGALORE-560012, INDIA

Sealed quotations are invited under two part bid system for Supply of BUS BAR STRINGS  
as per Specification **PS 901 01 0002**

|                                                    |                                                                                                                                                                                                                         |
|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| RFQ NO and date                                    | EPD/PV/BUSBAR/122110 dated 01.09.2016                                                                                                                                                                                   |
| RFQ due date                                       | 22.09.2016 up to 14.00 hrs of IST                                                                                                                                                                                       |
| Date, Time & Venue of Technical Bid Opening        | 22.09.2016, 14.30 hrs<br>TENDER ROOM OPPOSITE RECEPTION, FRONT GATE<br>Bharat Heavy Electricals Limited<br><b>Electroporcelains Division</b>                                                                            |
| Date, Time & Venue of Price Bid opening            | Will be intimated later to technically accepted vendors                                                                                                                                                                 |
| Address for Communication & Contact Person in BHEL | Mr.Ketan /Ms. Mary Varghese/Mr AK SHARMA,<br>MM Department,<br>BHEL Electroporcelains Division<br>Tel <b>080-22182305/219</b> / email:<br>asharma/ <a href="mailto:mary/ketan@bhelepd.com">mary/ketan@bhelepd.com</a> , |

## REQUEST FOR QUOTATION



**BHARAT HEAVY ELECTRICALS  
LIMITED**  
Electroporcelains Division

RFQ NUMBER:  
**EPD/PV/BUSBAR/122110**

Due Date/Day: 22.09.2016  
Time : 14:00 HRS  
Tender Box: Reception Area

(address for communication) :

( for all correspondence )  
Purchase Executive : MARY V

Phone :  
Fax :  
E-mail: ketan/ mary@bhelepd.com

| Sl No. | Description                    | Qty  | Unit |  |  |
|--------|--------------------------------|------|------|--|--|
| 1      | EL9050900021 - BUS BAR STRINGS | 9975 | kg   |  |  |

Total Number of Items - 1

1.  
2.

TWO PART BID - SUBMIT TECHNICAL AND PRICE BID IN SEPARATE SEALED COVERS

### NOTES :

- This RFQ is Governed by :
  - INSTRUCTIONS TO BIDDERS/SELLERS(Doc No :BHEL:EPD:ITB-SHOP)
  - GENERAL CONDITIONS OF CONTRACT FOR PURCHASE(Doc no :BHEL:EPD:GCC)
  - TECHNICAL SPEC NO: **PS 901 01 0002.**
  - Any other specific Terms and Conditions mentioned.
- Bidders / Representatives who would like to be present during opening of offers are required to furnish authorization letter for the same.

For and On behalf of BHEL.

MARY VARGHESE  
MM SPV

1 OF 1



**RFQ No.** : EPD/PV/BUSBAR/122110 dated 01.09.2016  
**Item Description** : **BUS BAR STRINGS**  
**Quantity** : **9,975 Kg**  
**Offer Ref No:**

**Bidders Details**

**Registered Office:- Address**

:

Telephone No. :

Email :

**Manufacturing plant:- Address**

:

Telephone No. :

Email :

**Contact person :- Name:**

Office Address :

Telephone No. :

Mobile No. :

Email :



Doc no: BHEL: EPD: ITB

## **INSTRUCTIONS TO BIDDERS / SELLERS**

### **A. Scope & Applicability:-**

These Instructions along with all the details, terms & conditions in the RFQ and General Conditions of Contract (Document No: BHEL: EPD: SHOP: GCC: Rev00) shall apply for this REQUEST FOR QUOTATION (RFQ) and any resulting Order(s) / Agreement(s).

### **B. Definitions:-**

Throughout the documents referred to in A above the following terms shall have the meanings assigned to them, unless the subject matter or the context requires otherwise.

- **The Purchaser** means Bharat Heavy Electricals Limited (a Central Public Sector Enterprise) incorporated under the Companies Act, 1956 having its registered office at BHEL House, Siri Fort, New Delhi-110049, India acting through its Electroporcelains Division at Bangalore and shall be deemed to include its successors and assigns. It may also be referred to as BHEL.
- **The Bidder** means the person, firm, company or organization to whom the RFQ is addressed / submits an offer against such RFQ and shall be deemed to include its successors, representative heirs, executors and administrator as the case may be. It may also be referred to as Seller, Contractor, Supplier or Vendor.

### **C. General :-**

1. All correspondence / clarifications shall be addressed to the contact person given in the RFQ / Purchase Order/Agreement.
2. In case of non-participation in the tender, regret letter with reason shall be sent by the vendor to the purchaser. If a vendor fails to respond against three consecutive tenders for the same item, he will be liable for removal as a registered vendor of BHEL for the item.
3. All timings are Indian Standard Time (IST).
4. Bidders shall not engage the services of the firms banned by BHEL. List of such banned firms is available at website [www.bhel.com](http://www.bhel.com). Offers of the bidders who are on the banned list/who engage the services of banned firms shall be rejected.
5. Any consultant or consultant firm including any of its affiliates or associates shall not be eligible to participate in tender / s for the related goods or works or services for the same project, for which they were engaged for the consultancy services by BHEL.
6. **Agents / Representatives of OEMs / Principals :-**
  - a. BHEL prefers to deal directly with Original Equipment Manufacturers (OEMs) / Principal for all its purchases. However, if the OEM / Principal insist on engaging the services of an Agent/Representative, such Agent / Representative will be allowed to represent only one OEM / Principal in the same tender. Either the Agent / Representative could bid on behalf of the OEM / Principal or the OEM / Principal could bid directly but not both. In case bids are received from both the OEM / Principal and the Agent/ Representative, the bid received from the Agent/Representative will be ignored.
  - b. Agent/Representative authorized by the OEM/Principal in turn cannot further sub authorize any other firm for submitting the offer or for placement of order.
  - c. Valid Authorization letter from the OEM / Principal to quote and negotiate on behalf of OEM / Principal to be submitted by the respective Agent/Representative.

### **7. The Purchaser Reserves the Right to :-**

- a. Cancel / retender the RFQ at any time before placement of Purchase Order / Agreement, without assigning any reason.
- b. Change the quantity to be ordered and the delivery schedule before placement of PO with mutual agreement with the seller.
- c. Adopt any method(s) of bidding including Reverse Auction (RA) instead of opening the sealed envelope 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.
- d. Split the quantity in the RFQ among bidders for ordering.
- e. Accept / not accept whole / part of any offer(s).
- f. Accept / Reject any of the counter terms / deviations offered by bidder.
- g. Seek information / clarifications / confirmations relevant to the RFQ from the bidder(s) and fix deadlines for furnishing of the same by the bidder(s) and not to consider the offer(s) of such bidder(s) for further processing who fail to provide such information / clarifications / confirmations within the deadline fixed.
- h. Negotiate with the L1 bidder.



i. Take necessary action as per prevalent BHEL Policy, with regard to the bidder(s) / vendor(s) who is/are :-

- (i) Non-responsive.
- (ii) Found to have been involved in unfair practices / actions contrary to business ethics /actions restricting competition.
- (iii) Withdrawing offers after opening of Part I bid / s.

**D. Guidelines for Making the Offer :-**

1. Separate offer in English language addressed to the Purchase Executive shall be made for each RFQ in two parts as indicated in the RFQ.  
b) **Two Part Bid** : Offer shall be made in two parts as detailed below:  
“Techno-commercial Bid (Part I Bid) placed in a sealed envelope super scribed with RFQ No , Due date & “Techno Commercial Bid (Part I Bid)” & “Price Bid (Part II Bid)” placed in a separate sealed envelope superscribed with RFQ No, Due Date & “Price Bid (Part II Bid)”. Both the sealed envelopes shall be placed in another sealed envelope superscribed with RFQ No & Due date  
“Pre-Qualification Bid (Part I Bid)” & “Techno-commercial Bid (Part I Bid)” placed in a separate sealed envelope super scribed with RFQ No , Due date & “Price Bid (Part II Bid)” in another separate sealed envelope superscribed with RFQ No, Due date and “Price Bid (Part II Bid)”. All the two sealed envelopes shall be placed in another sealed envelope superscribed with RFQ No & Due date.
3. Offers for RFQs on EPS (E-Procurement System) shall be made only on the template on EPS portal. All documents as required shall be uploaded on the portal.
4. Offer shall be in accordance with and complete in all respects with regard to the requirements of the RFQ.
5. Offers of Vendors who already have a valid Technical/Commercial MOU with BHEL-EPD for the items of the RFQ shall mention the relevant MOU reference No and give only such other details not covered in the MOU.
6. Corrections / overwriting shall be avoided. Corrections if any shall be respectively incorporated in all the bids (part-I / II i.e, Prequalification Bid & Techno-commercial Bid/ Price Bid) as applicable and shall be duly authenticated at each instance of correction by the authorized signatory with name and designation.
7. Offer shall have a minimum validity period of 45 days from the due date of the RFQ.
8. Please refer Clauses E and F below for Standard Commercial Terms and commercial deviations and loading of offers.
9. Bidders to be considered as Micro and Small Enterprises (MSEs) are required to submit the documents as per **Annexure I**.
10. **Non acceptance/deviations if any to the terms and conditions of the RFQ shall be clearly and explicitly mentioned in the offer, otherwise it will be treated that all the terms and conditions of the RFQ are accepted by the bidder in total.**
11. **Pre-Qualification Bid:** Shall have all details required as per RFQ along with documents as applicable.
12. **Techno Commercial Bid:**
  - a. Shall include BHEL material code and description as per RFQ and details of the item offered including make/model/part no along with relevant documents like drawings/data sheets/catalogs/BOMs etc. as applicable.
  - b. Commercial terms such as delivery period, delivery terms, payment terms, taxes and duties as applicable. Delivery quoted shall be earliest firm in terms of no of days/weeks/months from the date of PO/Drawing Approval/Manufacturing clearance as applicable. It is recommended to avoid delivery terms such as ‘ex-stock’, ‘subject to prior sale’ or ‘delivery at the earliest’, ‘subject to release of PO within ----- period’ and ‘delivery range eg X-Y weeks’.(Please Refer Clause 15 of General Conditions of Contract (Document No: BHEL: EPD: SHOP: GCC: Rev00) is applicable for delayed deliveries)
  - c. In case the bidder quotes for imported material to be supplied directly to BHEL / Destination, the minimum amount of CVD that will be passed on to BHEL for availing CENVAT credit to be indicated.
13. **Price Bid:**
  - a. Most competitive price(s) to be quoted.
  - b. Shall include Price details such as currency ,item unit price, total price, discounts if any, packing forwarding charges ,freight, insurance , taxes and duties indicating the nature(eg ED, Cess, VAT ) as applicable.
  - c. **Quoted price(s) shall be FIRM and valid till the complete execution of Purchase Order / Agreement, except where price variation is specifically included in RFQ terms in which case the price(s) quoted shall be in accordance with the price variation formula given in the RFQ.**
  - d. Prices in both figures and words to be indicated.
  - e. Applicable documents shall be submitted to the purchaser at the time of supply for availing CENVAT/VAT credits.



- f. The price quoted against each item shall be for units stated in the RFQ. Where quotation is in terms of a unit other than that in the RFQ, relationship between the two units shall be clearly brought out.
- g. Registration details of the bidder such as TIN number, ECC number, KVAT / CST / GST / Service Tax Number as applicable shall be mentioned (applicable for bidders within India).

**E. Purchaser's Standard Commercial Terms :-**

1. Unless specified otherwise in the RFQ , following are the Purchaser's standard commercial terms:-

| Sl No | Description                                                      | For Purchase within India                                                                                                                                                                                                                                                                                                   | For Foreign Purchase(Direct Imports)                                                                                                                                              |
|-------|------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| i     | <b>Delivery Terms</b>                                            | Door Delivery to BHEL Stores ,Bangalore with Freight and Insurance paid                                                                                                                                                                                                                                                     | CIF ICD BANGALORE                                                                                                                                                                 |
| ii    | <b>Payment Terms</b>                                             | <b><u>100% direct payment with 60 days credit from the date of</u></b><br>a) Receipt of material for Door delivery BHEL stores                                                                                                                                                                                              | 100% against sight draft with 60 days credit on negotiation of complete set of documents                                                                                          |
| iii   | <b>Reckoning of Delivery Date</b>                                | <b><u>For Door Delivery at BHEL Stores:-</u></b><br>Date of receipt of material at BHEL Stores.<br><br><b><u>Where Pre Shipment Inspection at seller's works is applicable :-</u></b><br>Inspection call for the date on which material is ready for inspection supported with documents such as TC's/ COC's as applicable. | <b><u>For Delivery Terms of CIF ICD/CIP/ FCA / FOB</u></b><br>Date of House Airway Bill(HAWB) / Bill of Lading / Date of receipt by BHEL's Freight Forwarder whichever is earlier |
| iv.   | <b>Penalty for Delayed Delivery</b>                              | As per clause 15 of General Conditions of Contract (DOC .NO.BHEL :EPD:GCC-SHOP:REV:00)                                                                                                                                                                                                                                      |                                                                                                                                                                                   |
| v     | <b>Cancellation/ Termination of Contract &amp; Risk Purchase</b> | As per Clause 24 of General Conditions of Contract ( DOC.NO.BHEL:EPD:GCC – SHOP :REV:00)                                                                                                                                                                                                                                    |                                                                                                                                                                                   |

**F. Commercial Deviations / Offered Terms & Loading of Offers :-**

Unless specified otherwise in the RFQ and if the Purchaser decides to accept offers with deviations in respect of the standard commercial terms given at Clause No. E1 above, such offers will be subjected to loading on the **quoted basic material value** as detailed below:-

| SI No | Deviation on                 | Nature of Deviation / Offered Terms                                                                                                    | Loading % |
|-------|------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|-----------|
| i     | Delivery Terms               | <b>For purchase within India :-</b><br>Other than SI No.1 (i) of clause E above.                                                       | 10        |
| ii.   | Payment Terms                | <b>For purchase within India :-</b><br>1) Payment immediately against receipt & acceptance of material ( <b>not more than 7 days</b> ) | 15        |
|       |                              | 2) Credit period 30 to less than 60 days.                                                                                              | 5         |
|       |                              | 3) Payment against receipt & acceptance of material with 60 days credit from the date of receipt of material.                          | 0         |
|       |                              | <b>For foreign purchase :-</b><br>1) Payment through Letter of Credit At Sight                                                         | 10        |
|       |                              | 2) Payment through Letter of Credit with usance credit of 60 days from the date of B/L                                                 | 5         |
|       |                              | 3) Sight Draft with credit period of 60 days from the date of B/L                                                                      | 0         |
|       |                              | 4) Sight Draft with credit period of 30 to less than 60 days from the date of B/L                                                      | 5         |
| iii   | Penalty for Delayed Delivery | 1) Non – Acceptance                                                                                                                    | 10        |
|       |                              | 2) Partial Acceptance ( X% )                                                                                                           | (10 – X)  |

\* All bank charges shall be to seller's account. If bank charges of BHEL banker are to BHEL's account then **additional loading of 2% on the quoted basic value** is applicable.

**NOTE: Offer/ s with payment terms other than the standard payment terms indicated at E1(ii) or Deviated Payment Terms with loading indicated at F(ii) above are liable for rejection.**

**G. Submission of Offers:**

Offers shall be submitted as indicated below **within the due date and time** indicated in the RFQ/Any subsequent change intimated by Purchaser.

| SI No. | Offer For   | Mode of Submission                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--------|-------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| i      | RFQs on EPS | Shall be made on the EPS (e-Procurement System) portal in line with the instructions given therein.<br><b>Notes :</b><br>a) To quote for the RFQs published through EPS vendors should have class III, 2048 Bit digital signature certificate (DSC) for both encryption and signing obtained from Certifying Authority (CA) authorized by Govt. of India through their Licensed Registering Authority (LRA).<br>b) All required documents shall be uploaded before due date and time. Availability of power, internet connectivity, etc. is the sole responsibility of the bidder. Assistance required if any, may be availed from the Seller's Manual available on EPS portal of BHEL/ help line numbers of BHEL's Service Provider <b>(NOT APPLICABLE IN THIS TENDER)</b> |
| ii     | Other RFQs  | Shall be dropped in the appropriate tender box as per details given in the RFQ<br>OR<br>May be Sent through post/courier/Fax/Email/EDI to the Purchase Executive/Fax No/Email ID indicated in the RFQ *<br>* Bidders may adopt this mode at their own risk. The Purchaser does not own any responsibility / liability for delays in receipt / loss of secrecy of such offers. Such offers shall be received well in advance to enable them to be dropped in the tender box in time.<br><b>Email ids for submission of offer thru mail:-</b>                                                                                                                                                                                                                                 |

|  |  |                                                                                                                                                                                                                                                                                      |
|--|--|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  |  | PART-A BID i.e. TECHNICAL BID ON <a href="mailto:technicalbid@bhelepd.com">technicalbid@bhelepd.com</a><br>PART-B BID i.e. PRICE BID ON <a href="mailto:pricebid@bhelepd.com">pricebid@bhelepd.com</a><br><b>TENDER REFERENCE &amp; DUE DATE TO BE MENTIONED IN SUBJECT OF MAIL.</b> |
|--|--|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

NOTE :

**OFFERS RECEIVED BEYOND DUE DATE AND TIME WILL NOT BE CONSIDERED**

#### **H. Processing of Offers Received:**

1. Only offers received in the mode and within the due date and time indicated in RFQ will be considered for processing.
2. The following offers may not be considered for processing
  - a) Incomplete
  - b) Conditional
  - c) With deviations other than listed in clause F above
3. If non acceptance to any of the terms & conditions of the RFQ or deviations if any are not clearly mentioned in the offer, it will be treated that all the terms & conditions of the RFQ are accepted by the bidder in total.
4. If offer is revised within the due date and time of the RFQ on e-Procurement System, latest will be available for processing. In other cases the latest offer will be considered for processing only when there is a clear indication of the same, otherwise BHEL reserves the right to consider/not consider any of the offers received.
5. **For offers on EPS, in case of any contradictions/inconsistency between the offered details on the bid template and those in the attachments, the offered details on the bid template only will be considered.**
6. If a range is given for delivery, longest duration in the given range will be considered as the quoted delivery. If any drawing / sample / technical datasheets/Quality Assurance Plan approval or Manufacturing Clearance by Purchaser is involved the quoted delivery will be considered from the date of such Approval / Clearance by the Purchaser. Bidder to clearly indicate the time (in terms of no of days / weeks from the date of PO) for submission of such Drawings /Data Sheets/ Samples/QAP to the Purchaser.
7. Changes in offer (Impact Bid)/Discounts or revised offers given after opening of Part-I bid will not be considered unless the same is sought by the Purchaser due to any change(s) in technical scope and / or specifications and / or commercial terms & conditions. In case of withdrawal of any Technical/Commercial deviation(s) by the bidder before opening of price bids, revision of price/impact bid will not be considered.
8. Any discount on the already submitted offer by the bidder on its own will be considered provided it is received on or before the due date and time of offer submission and clearly mentions "Discount offer to be considered along with the original offer "(on the envelope also). The discount will be applied on pro-rata basis to all the items unless mentioned otherwise by the bidder.
9. In case of two / three part bids, price bids of the techno-commercially accepted offers, only will be opened on a subsequent date, with prior intimation.
10. Offers considered with commercial deviations will be subject to loading as per clause F above.
11. In case BHEL decides to go for Reverse Auction Guidelines as **per Annexure V** are applicable. Only those bidders who have given their acceptance to participate in RA will be allowed to participate in the Reverse Auction. 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 sealed 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. In case BHEL decides **NOT to adopt Reverse Auction** method of bidding, the sealed price bids and price impacts if any, of all the techno commercially qualified bidders already submitted and available with BHEL shall be opened as per BHEL's standard practice.
12. Evaluation of Price bids will be done on the basis of "**Total Cost to Purchaser**" taking into consideration:
  - d) Basic material value, taxes and duties, packing and forwarding charges, freight and insurance, any other costs and loading for deviations if any, as applicable.
  - e) CENVAT/MODVAT/VAT credit benefits available to BHEL.
  - f) Calculated costs of freight, insurance and clearance charges as applicable, for foreign purchases.
  - g) RFQ item wise prices unless specified otherwise in the RFQ terms.



- h) The offered quantity if offered quantity is more than the RFQ quantity
- i) For offers in foreign currency, the exchange rate (TT selling rate of State Bank Of India (SBI)) will be taken as under :-

**Two / Three part bids / Reverse Auction:-** Date of Part-1 bid opening

If the relevant day happens to be a bank holiday then the FOREX rate (TT selling rate) as on the previous bank (SBI) working day will be taken.

- 13. Any typographical error, totalling mistakes, currency mistake, multiplication mistake, summing mistakes etc. observed in the price bids will be evaluated as per Clause 11.2.3 “Non-conformities between the figures and words of the quoted prices” of “Manual on Policies & Procedures for purchase of goods” issued by Ministry of Finance / Government of India.(Refer **Annexure VI**). BHEL’s decision will be final in this regard.
- 14. Ranking (L-1, L-2 etc.) will be done only for the techno-commercially accepted offers.
- 15. Purchase Preference for MSE Vendors will be considered as per **Annexure VII**.

**I. Despatch, Invoicing and Documentation :-**

- 1. All goods shall be consigned to the Consignee details as given in the Purchase Order.
- 2. Quantity of goods in invoice / delivery challan shall tally with the goods delivered.
- 3. Packing shall be road / rail / air / sea worthy as applicable for adequate protection against transit damages.
- 4. **Delivery timings at BHEL stores (On all working days) :-** 09.00 AM to 03.00 PM (Monday to Saturday)  
Deliveries other than the timings indicated shall be done with prior permission from the purchase executive.
- 5. The invoice shall be in accordance with the PO duly supported with documents as called in the PO and shall contain the following details :-  
BHEL PO No and PO Item no., BHEL material code and description, Quantity, Vendor’s name, Address.
- 6. The rates shall be as per applicable PO rates. Indicate the basic rate, duties & taxes as applicable along with Vendor TIN number (applicable for dispatches from within India).

**7.Documents :-**

Seller shall arrange to send the documents as applicable as per **Annexure IX** to the Purchaser, along with dispatch of goods. Any addition / exclusion to such documents shall be as specified in the Purchase Order.

**J. Information on Processing of Payment :-**

- 1. All direct payments will be made through Electronic Fund transfer (EFT). Vendor shall furnish e-payment particulars duly authenticated by their respective Bankers as per BHEL standard format (Refer **Annexure X**), if not registered with the purchaser earlier.
- 2. In case of High Sea Sales and Foreign Purchases, customs clearance of the consignment landed on Indian Sea / Air ports will be done by BHEL based on the original documents provided by Seller. All warehousing charges due to delay in submission of complete and or correct documents to BHEL may be charged to Seller’s account.
- 3. Statutory deductions, if any, will be made and the deduction certificate shall be issued. In case Seller does not provide PAN details, the TDS deduction shall be at the maximum percentage stipulated as per the provisions of Income Tax Act.
- 4. Bills/Invoices will be processed for payment only if they are complete in all respects, correct and supported with relevant documents as applicable. Any delays in this regard will result in consequent delays in payment.

## **GENERAL CONDITIONS OF CONTRACT FOR PURCHASE**

### **1. Applicable Conditions :-**

These General Conditions of Contract for Purchase (GCP) apply to all enquiries, tenders, requests for quotations, orders and agreements concerning the supply of goods and the rendering of related services (hereinafter referred to as "deliveries") to Bharat Heavy Electricals Limited, Electronics Division / Electronics Systems Division (hereinafter referred to as "BHEL" or the

Purchaser) or its projects / customers. Any deviations from or additions to these 'General Conditions of Contract for Purchase' require Purchaser's express written consent. The general terms of business or sale of the Seller shall not apply to the Contract. Acceptance or receipt of shipments or services or effecting payment shall not mean that the general terms of business or sale of the Seller have been accepted by the Purchaser. Purchase orders, Orders, agreements and amendments thereto shall be binding if made or confirmed by the Purchaser in writing.

### **2. Definitions :-**

Throughout these conditions and in the specifications, the following terms shall have the meanings as assigned hereunder, unless the subject matter or the context requires otherwise.

- a. **'Purchaser'** means Bharat Heavy Electricals Limited (a Central Public Sector Enterprise) incorporated under the Companies Act, 1956 having its registered office at BHEL House, Siri Fort, New Delhi-110049, India acting through its Unit Electronics Division / Electronics Systems Division at Bangalore and shall be deemed to include its successors and assigns. It may also be referred to as BHEL.
- b. **'Seller'** means the person, firm, company or organization on whom the Purchase Order is placed and shall be deemed to include the seller's successors, permitted assigns, representatives, heirs, executors and administrators, as the case may be. It may also be referred to as Contractor, Supplier or Vendor.
- c. **'Contract'** shall mean and include the Purchase Order(also referred to as the "Order" or 'PO'), letter of intent(LOI) / letter of acceptance or award(LOA) along with tender / offer / bid submitted by the Seller, the General Conditions of Contract and Special Conditions of Contract for Purchase, Specifications, Inspection / Quality Plan, Schedule of Prices and Quantities, Drawings, if any enclosed or to be provided and the samples or patterns if any to be provided under the provisions of the Contract, by the Purchaser or his representative. Any conditions or terms stipulated by the tenderer / bidder in the tender / offer / bid or subsequent letters shall not form part of the Contract unless specifically accepted in writing by the Purchaser.
- d. **'Parties to the Contract'** shall mean the Seller and the Purchaser and Party shall mean either the Seller or the Purchaser.

### **3. Order of Precedence:-**

In case of any inconsistency or contradiction between any of the documents, the order of precedence shall be Purchase Order, LOI / LOA, specific agreement, Special Conditions of Contract and General Conditions of Contract for commercial conditions; and specific agreement on technical conditions, Special Technical Conditions and General Technical conditions, RFQ / Offer.

### **4. Interpretation :-**

In the contract, except where the context requires otherwise:-

- a. words indicating one gender include all genders;
- b. words indicating the singular also include the plural and words indicating the plural also include the singular;
- c. provisions including the word "agree", "agreed" or "agreement" require the agreement to be recorded in writing, and
- d. "Written" or "in writing" means hand-written, type-written, printed or electronically made, and resulting in a permanent record.

### **5. Ordering and Confirmation of Order :-**

The Seller shall send the acceptance of the LOI / Purchase Order within two weeks or such other period as specified/agreed by BHEL from the date of LOI / Purchase Order. Purchaser reserves the right to revoke the order placed if the order acceptance differs from the original order placed. Purchaser shall only be bound after it has agreed explicitly in writing to be in agreement with the deviations. The acceptance of deliveries or supplies by Purchaser as well as payments made in this regard shall not imply acceptance of any deviations. The Purchase order will be deemed to have been accepted by the Seller, if no communication to the contrary is received within two weeks (or the time limit as specified / agreed by the Purchaser) of the receipt of the order.

**6. Execution :-**

The Seller shall execute the whole contract in the most approved, substantial and workman like manner as per the contracted terms. The Seller shall comply with all laws, ordinances, rules, and regulations bearing upon the performance of its obligations under the terms of the Contract.

**7. Progress Reports and Documentation :-**

After receipt of Purchase Order, seller should submit required documents like drawings, bill of materials, datasheets, catalogues, quality plan, test procedure, type test report, O & M Manuals and / or any other relevant documents as per Specification / Purchase Order, as indicated in the Purchase order .At any stage within the contract period, the seller shall notify of any error, fault or other defect found in BHEL's documents / specifications or any other items for reference. If and to the extent that (taking account of cost and time) any seller exercising due care would have discovered the error, fault or other defect when examining the documents / specifications before submitting the tender, the time for completion shall not

be extended. However if errors, omissions, ambiguities, inconsistencies, inadequacies or other defects are found in the seller's documents, they shall be corrected at his cost, notwithstanding any consent or approval. The Seller shall submit periodic reports as to the progress in execution of the contract and in such form as may be called for by the Purchaser. The submission and acceptance of such reports shall not prejudice the rights of the Purchaser in any manner.

**8. Product Information, Drawings and Documents :-**

The Seller shall, as per agreed date / s but not later than the date of delivery, provide information and drawings which are necessary to permit the Purchaser to use, erect, commission, operate and maintain the product. Such information and drawings shall be supplied in the number of copies agreed upon.

**9. Non-disclosure and Information Obligations :-**

The Seller shall provide Purchaser with all information pertaining to the delivery in so far as it could be of importance to Purchaser. The Seller shall not reveal any confidential information (including price) in relation to the contract in general and those which it may acquire from the purchaser during the course of execution of the contract in particular, to its own employees not involved with the tender / Contract & its execution and delivery or to third parties, or make use of such information pertaining to any data, designs, drawings, specifications and other information furnished to it by the Purchaser, unless Seller seeks a permission to do so from the Purchaser and the Purchaser has agreed to this in writing beforehand. The Seller shall not be entitled to use the Purchaser's name in advertisements and other commercial publications without prior written permission from Purchaser.

**10. Intellectual Property Rights; Licenses :-**

If any patent design, trade mark, copyright, trade secret or any other intellectual property rights apply to the products / goods supplied, or delivery or accompanying documentation, Purchaser or its Customer shall be entitled to the legal use thereof free of charges by means of a non-exclusive, assignable, transferrable, sub-licensable, worldwide, perpetual license as duly granted by the owner or licensor of such right. All intellectual property rights that arise or developed during or due to the execution of the contract or delivery of the goods by the Seller and by its employees or third parties involved by the Seller for performance of the Contract belong to Purchaser. The Seller is obliged under the contract to do everything necessary to obtain or establish the above mentioned rights in favor of Purchaser. The Seller guarantees that the execution of the contract including goods and its delivery does not infringe any of the intellectual property rights of third parties. The Seller shall do everything necessary to obtain or establish the alternate acceptable arrangement pending resolution of such (alleged) claims by third parties, if any. The Seller agrees to indemnify, defend, and hold harmless Purchaser, its officers, employees, agents, representatives, successors, assigns, or any of the Purchaser's customers buying or using the goods or services, against any actual or alleged infringement of such intellectual property interests or claims by third parties in this regard and shall reimburse Purchaser for any liabilities, damages, penalties, injuries, claims, demands, actions, costs and expenses (including, without limitation, reasonable legal and other professional fees and expenses) suffered as a result thereof.

**11. Inspection and Testing :-**

Prior written notice of at least 10 days shall be given along with internal test certificates / COC and applicable test certificates. Materials will be inspected by BHEL-EPD-QS/CQS or BHEL nominated Third Party Inspection Agency (TPIA) or BHEL authorized Inspection Agency or Customer / Consultant or jointly by BHEL & Customer / consultant. All tests have to be conducted as applicable in line with approved Quality plan or QA Checklist or Purchase specification and original reports shall be furnished to BHEL for verification / acceptance for issue of dispatch clearance. All costs related to inspections & re inspections shall be borne by vendor. Whether the Contract provides for tests on the premises of the vendor or any of his Sub-contractor/s, vendor shall be responsible to provide such assistance, labour, materials, electricity, fuels, stores, apparatus, instruments as may be required and as may be reasonably demanded to carry out

such tests efficiently. Cost of any type test or such other special tests shall be borne by BHEL only if specifically agreed to in the purchase order.

**12. Quality and Condition of the Delivery :-**

The Seller shall guarantee that the delivery:-

- a. Is of good quality and free from defects and in the case of services rendered that they are performed by skilled personnel and that new materials are used;
- b. corresponds exactly with the provisions of the Contract, the reasonable expectations of Purchaser regarding the characteristics, quality and reliability of the delivery;
- c. is suitable for the purpose for which it is intended by its very nature or which is evident from the specifications or the Contract;
- d. Complies with legal requirements applicable in India and other (international) Government regulations, as applicable.
- e. Complies with the customary norms and standards in the relevant branch of trade or industry.

The Seller shall be responsible for compliance with applicable technical, safety, quality, environmental requirements and other regulations in relation to its products, packaging, and raw and ancillary materials.

**13. Packaging and Dispatch:-**

The seller shall package the deliverables safely and carefully and pack them suitably in all respects considering the peculiarity of the material for normal safe transport by Sea / Air / Rail / Road to its destination suitably protected against loss, damage, corrosion in transit and the effect of tropical salt laden atmosphere. The packages shall be provided with fixtures / hooks and sling marks as may be required for easy and safe handling by mechanical means. Each package must be marked with consignee name, P.O Number, BHEL material code, Package No., Gross weight & Net weight, Dimensions (LxBxH) and seller's name. The packing shall allow for easy removal and checking of goods on receipt and comply with carrier's conditions of packing or established trade practices. **Packing list of goods inside each package with P.O item no.& Quantity must also be fixed securely outside the box to indicate the contents. If any consignment needs special handling instruction, the same shall be clearly marked with standard symbols / instructions. Hazardous material should be notified as such and their packing, transportation and other protection must conform to relevant regulations.**

**14. Delivery :-**

Delivery shall be as per Purchase Order delivery terms. Trade terms such as DDL, FOR, EXW, FOB, CFR etc., if stipulated in the order shall be construed in accordance with the version of the INCOTERMS applicable at the time of ordering, without prejudice to the provisions contained in these conditions. The delivery date(s) or delivery period(s) as stipulated in the Contract shall be firm and binding and shall apply to the entire delivery for each PO item. Partial shipments may, however, be permitted by the purchaser.

**15. Penalty :-**

The time or period of delivery as stipulated in the schedule of delivery shall be deemed to be the essence of the contract. Should circumstances arise whereby the deadline for an agreed delivery date(s) or period(s) is expected to be exceeded, the seller shall inform purchaser hereof without delay. If delay in delivery is caused by any of the circumstances mentioned in clause 25(Force Majeure) or which are caused exclusively by the acts of purchaser, the purchaser shall extend the time for delivery by a period which is reasonable having regard to all the circumstances in the case.

a. **For delay in documentation :-**

In the event of delay in submission of complete set of documents (like drawings, bill of materials, datasheets, catalogues, quality plan etc. as called in tender specifications including soft copies wherever applicable) in required sets beyond three weeks (or as agreed / indicated in the Purchase Order) from the date of Purchase Order, penalty at 0.5% (half percent) per week or part thereof, limited to a maximum of 5% (five percent) of the basic material value of the Purchase Order will be applicable.

b. **For delay in delivery :-**

In the event of delay in agreed contractual delivery as per Purchase Order, penalty @ 0.5 % (half percent) per week or part thereof but limited to a max of 10% (ten percent) value of delayed portion (basic material cost) will be applicable. Delivery will commence from the date of document approval by customer / BHEL or date of issue of manufacturing clearance, whichever is later in cases where such approval/manufacturing clearance is applicable as per PO. Where pre shipment inspection is applicable, the date for which Inspection call is issued by vendor along with test certificates / test reports / Certificate of Conformance / calibration reports, as proof of completion of manufacturing will be treated as date of deemed delivery for penalty calculation. In the absence of furnishing such document indicated

above as proof of completion of manufacturing along with inspection call, actual date of inspection will be considered as date of deemed delivery and BHEL will not be responsible for delay in actual date of inspection.

Penalty for delayed documentation/delayed delivery, if applicable, shall be deducted at the time of first payment. If penalty is applicable for duration of less than a week, penalty @ 0.5% (half percent) of the basic material value will be deducted.

Imposition, recovery or settlement of this penalty shall not affect any rights of the purchaser to claim enforcement of specific performance of the contract, compensation and/or to terminate the contract.

**16. Assignment of Rights & Obligations; Subcontracting:**

Vendor is not permitted to subcontract the delivery or any part thereof to third party or to assign the rights and obligations resulting from this agreement in whole or in part to third parties without prior written permission from BHEL. Any permission or approval given by BHEL shall, however, not absolve the vendor of the responsibility of his obligations under the Contract.

**17. Transfer of Ownership, title and Risk :-**

The risk for the delivery remains with the Seller until the goods are delivered at the agreed place and acknowledged by the Purchaser/his authorized representative.

**18. Price, Invoicing and Payment :-**

The agreed prices are fixed prices in the currency as specified in the Purchase Order. They shall include packing, forwarding, loading and carriage to the place specified by the Purchaser and are inclusive of all applicable taxes, duties etc. except for those specifically agreed between the Seller and Purchaser. Further, Seller shall indemnify and hold harmless Purchaser from all claims and liabilities, damages, penalties, injuries, claims, demands, actions, costs and expenses (including, without limitation, reasonable legal and other professional fees and expenses) arising from Seller's failure to report or pay any taxes, tariffs or duties for which Seller is responsible. The method of invoicing shall be without prejudice to the parties' agreement as to the place of performance. Indian Agent's commission if payable and so specified in the Purchase Order shall be paid in Indian Rupees, considering the SBI TT selling exchange rate prevailing on the date of Purchase Order, after successful completion of the contract. If so stipulated in the order, the Seller shall furnish, on receipt of the Purchase Order or along with order acknowledgement, the Billing break-up of prices (BBU) for approval by the Purchaser in respect of the major items / components going into the equipment. This BBU is required by the Purchaser for admitting the claims of the Seller if part shipments are contemplated and also to facilitate custom clearance after payment of applicable duties in case of imports. Purchaser shall be entitled to suspend payment for as long as required supporting documents / details remain outstanding and any consequential demurrage / wharfage shall be to the account of the Seller. Payment does not imply in any respect whatsoever a waiver of Purchaser's right to performance of the Contract. Purchaser is entitled to set off claimable debts against claimable liabilities with the Seller by means of a set off note.

**19. Contract Variations; Increase or Decrease in the Scope of Supply :-**

The purchaser may vary the contracted quantities during execution, due to exigencies of project requirements with mutual consent of the seller.

**20. Guarantee / Warranty :-**

Wherever required, and so provided in the specifications / Purchaser Order, the Seller shall guarantee that the goods supplied shall comply with the specifications laid down, for materials, workmanship and performance. If within the guarantee period, the delivery is found to be non-compliant including those with the stipulations in Clause 12 (Quality and Condition of Delivery) of these Conditions, the Seller shall, for its own account, replace, repair, or re-execute the delivery at Purchaser's discretion when first requested to do so within two weeks or mutually agreed period, without prejudice to Purchaser's other legal rights. If the Seller continues to default on its obligations, Purchaser has the right to proceed to replace, repair or re-execute the order at the Seller's expense, with or without help from third parties. Purchaser shall notify the Seller of the exercise of this right in advance where possible. Unless otherwise specified, guarantee period shall be minimum 12 months from the date of commissioning or 18 months from the date of supply whichever is earlier. The guarantee period shall be extended by the period during which the goods are not in compliance with the stipulations in Clause 12 (Quality and Condition of Delivery). A guarantee period as described above shall apply afresh to replaced, repaired or re executed parts of a delivery. The decision of the Purchaser in regard to the Seller's liability under this clause shall be conclusive. This clause shall survive termination / completion of contract.

**21. Shortages / Replacements :-** In the event of shortage on receipt of goods and / or on opening of packages at BHEL, all such shortages shall be made good within a reasonable time that BHEL may allow from such intimation and free of cost.

**22. Transit Damages :-**

In the event of receipt of goods in damaged condition or having found them so upon opening of packages at BHEL Supplier shall make good of all such damages within a reasonable time from such intimation by BHEL. In case BHEL raises an insurance claim, the cost of material limited to insurance settled amount less handling charges will be reimbursed.

**23. Rejection / Replacement :-**

The Seller shall arrange replacement / repair under its obligation under the contract within two weeks from the date of intimation or mutually agreed period. The rejected goods shall be taken away by the Seller and replaced on DDP (Delivered duty Paid)/ FOR - BHEL Stores / designated destination basis within such period. In the event of the Seller's failure to comply, Purchaser may take appropriate action including disposal of rejections and replacements, at the cost and risk of the Seller. In case defects attributable to Seller are detected during processing of the goods at purchaser's / his subcontractor works, the Seller shall be responsible for replacement / repair of the goods as required by the Purchaser at Seller's cost. In such cases expiry of guarantee/warranty will not be applicable.

**24. Cancellation / Termination of Contract and Risk Purchase :-**

- a. Purchaser shall have the right to completely or partially terminate the Contract by means of written notice to that effect without prejudicing its other rights and remedies, in an event of default by the Seller :-

**Events of default:-**

- (i) The Seller fails to perform within the time specified in the Contract or any extension thereof;
- (ii) The Seller defaults on one or more of the obligations or program of work as contained in the Contract.
- (iii) The Seller is declared bankrupt or insolvent or is ordered to be wound up, its business has been shut down or liquidated, a substantial part of its assets have been attached, or the business has been transferred to a third party. In case of partnership firm any dissolution of partnership shall be also considered as an event of default.
- (iv) Any misrepresentation or hiding of material fact if detected at a later stage (v) the delivery is rejected after inspection or re-inspection.
- (vi) Export license not granted to Seller by the concerned Government.
- (vii) Incapacity of seller for any other reason to deliver or perform the contract.

BHEL shall have the right to cancel / foreclose the Order / Contract, wholly or in part, in case it is constrained to do so, on account of any decline, diminution, curtailment or stoppage of the business. In the event of termination, the risk and liability attached to the items already delivered but not of use to Purchaser, as determined by Purchaser, remains with the Seller. Such items shall then be at the Seller's disposal and they are to be collected or removed by the Seller. The Seller shall immediately refund any payments in respect of such items if already made by the Purchaser before the termination, and in any case not later than 30 days.

- b. In the event of termination due to reasons or defaults by the Seller, the Purchaser may at his option procure from any source, on such terms and in such manner as he deems appropriate, goods not delivered or others of similar description where goods exactly complying are not readily procurable, in the opinion of the Purchaser, which opinion shall be final, at the risk and cost of the Seller and the Seller shall be liable to the Purchaser for any risks and excess cost. The cost of purchases made by the Purchaser at the risk and cost of the Seller shall be worked out after loading 10% overhead / handling charges on the cost of materials and related services procured from alternate source / s. Provided, however, that the Seller shall continue the performance of the Contract to the extent not cancelled or terminated under the provisions of this clause. The Seller shall on no account be entitled to any gain on such repurchases by the Purchaser.
- c. Termination of the Contract, from whatever cause arising, shall be without prejudice to the rights of the parties accrued under the Contract up to the time of termination.

**25. Force Majeure :-**

Notwithstanding anything contained in the purchase order or any other document relevant thereto, neither party shall be liable for any failure or delay in performance to the extent said failures or delays are caused by the "Act of God" and occurring without its fault or negligence, provided that, force majeure will apply only if the failure to perform could not be avoided by the exercise of due care and vendor doing everything reasonably possible to resume its performance. A party affected by an event of force majeure shall give the other party written notice, with full details as soon as possible and in any event not later than three (3) calendar days of the occurrence of the cause relied upon.

If force majeure applies, dates by which performance obligations are scheduled to be met will be extended for a period of time equal to the time lost due to any delay so caused.. Notwithstanding above provisions, Purchaser shall reserve the right to cancel the order / Contract, wholly or partly, in order to meet the overall project schedule and make alternative arrangements for completion of deliveries and other schedules. Purchaser may takeover partly processed material at a mutually agreed price.

**26. Indemnification :-**

Vendor is fully responsible for ensuring that all legal compliances and safety guidelines are followed in course of the contract. Notwithstanding any other clause herein to the contrary, the Seller shall indemnify, hold and save harmless, and defend, at its own expense, the Purchaser, its officials, agents, servants and employees from and against all suits, claims, demands, and liability of any nature or kind, including their costs and expenses, arising out of acts or omissions of the Seller, or the Seller's employees, officers, agents or sub-contractors, in the performance of this Contract. This provision shall extend, inter alia, to claims and liability in the nature of employee's compensation and products liability. The obligations under this clause do not lapse upon termination of this Contract.

**27. Non-waiver of Defaults :-**

If any individual provision of the Contract is invalid, the other provisions shall not be affected.

The failure of Purchaser,

a. To enforce any of the terms and conditions of the Contract.

Or

b. To exercise any right or privilege granted to Purchaser.

Under the Contract or under law shall not release the Seller from any of the warranties or obligations under the Contract and shall not be construed as a waiver thereof and the same shall continue in full force and effect.

**28. Limitation of Liability :-**

Vendor's liability towards this contract is limited to a maximum of 100% of the contract value and consequential damages are excluded. However the limits of liability will have no effect in cases of criminal negligence or willful misconduct.

The total liability of Vendor for all claims arising out of or relating to the performance or breach of the Contract or use of any Products or Services or any order shall not exceed the total Contract price.

**29. Settlement of Disputes :-**

Except as otherwise specifically provided in the Purchase Order, decision of BHEL shall be binding on the vendor with respect to all questions relating to the interpretation or meaning of the terms and conditions and instructions herein before mentioned and as to the completion of supplies / work / services, other questions, claim, right, matter or things whatsoever in any way arising out of or relating to the contract, instructions, orders or these conditions or otherwise concerning the supply or the execution or failure to execute the order, whether arising during the schedule of supply / work or after the completion or abandonment thereof. Any disputes or differences among the parties shall to the extent possible be settled amicably between the parties thereto, failing which the disputed issues shall be settled through arbitration. Vendor shall continue to perform the contract, pending settlement of dispute(s).

**30. Arbitration Clause:-**

In case amicable settlement is not reached in the event of any dispute or difference arising out of the execution of the Contract or the respective rights and liabilities of the parties or in relation to interpretation of any provision in any manner touching upon the Contract, such dispute or difference shall (except as to any matters, the decision of which is specifically provided for therein) be referred by either party to the sole arbitration of an Arbitrator appointed by the Unit head of Electroporcelains division of BHEL. Vendor shall have no objection even if the Arbitrator so appointed is an employee of BHEL or has ever dealt / had to deal with any matter relating to this Contract. Subject as aforesaid the provisions of the Arbitration and Conciliation Act, 1996 of India or any statutory modification or re-enactment thereof and the rules made there under and for the time being in force shall apply to the arbitration proceedings under this clause. It is a term of contract that the party initiating arbitration shall specify the dispute or disputes to be referred to arbitration under this clause together with the amount or amounts claimed in respect of each such dispute. The venue for the arbitration shall be Bangalore, India. The award of the arbitrator shall be a speaking award and shall be final, conclusive and binding on all parties to this contract.

a. The cost of Arbitration shall be borne equally by the parties.

b. Notwithstanding the existence of any dispute or difference or any reference for the arbitration, the Seller shall proceed with and continue without hindrance the performance of the work under the Contract with due diligence and expedition in a professional manner.

**31. Applicable Laws and Jurisdiction of Courts :-**

The Contract shall be governed by the substantive laws of India. This contract shall be construed and interpreted in accordance with the laws of India and shall have exclusive jurisdiction of courts in Bangalore, Karnataka State, India.

**32. General Terms:**

That any non-exercise, forbearance or omission of any of the powers conferred on BHEL and /or any of its authorities will not in any manner constitute waiver of the conditions hereto contained in these presents. That the headings used in this agreement are for convenience of reference only. That all notices etc., to be given under the Purchase order shall be in writing, type script or printed and if sent by registered post or by courier service to the address given in this document shall be deemed to have been served on the date when in the ordinary course, they would have been delivered to the addressee.

## **SPECIAL TERMS & CONDITIONS**

**1. Quotation shall be submitted in two parts:**

**(a) Techno-Commercial i.e., Un-priced Bid:** Techno-commercial bid shall be submitted with complete description of the item, specification compliances to the enquired specification and all the commercial terms & conditions indicated in the given format. Unpriced bid format and any other enclosures, which the supplier wishes to submit like product catalogue, technical literature etc., may also be submitted in a sealed envelope super scribed clearly as **“TECHNO-COMMERCIAL BID” with RFQ No. and DUE DATE.** Techno- commercial bid format is provided with this document.

**(b) Price Bid:** Price bid should contain basic unit prices, discount if any, applicable taxes & duties, etc. Price bid to be enclosed in one sealed envelope and super scribed as **“PRICE BID” with RFQ No.**

Both the sealed envelopes [(a) Techno-commercial i.e., un-priced Bid and (b) Price Bid] shall be kept in a **single sealed envelope** and super scribed clearly with **RFQ No., DUE DATE and vendor’s address.**

- 2.** The above sealed envelope (Tender) shall reach our office on or before the due date by **14:00 hrs (IST).** Quotations has to be dropped in the **tender box Named BHEL-EPD** kept at BHELEPD’s Reception area. Quotations also can be dispatched by Couriers / Registered post / to the Purchase Executive. BHEL EPD is not responsible for any delay in receipt of quotation sent by supplier through post. Tenders received after 14.00 hrs on the due date, will not be considered and stand rejected.
- 3. Authorized signature:** All documents attached along with the offer shall be signed and stamped in each page by authorized representative of the bidder.
- 4. Fraud Prevention Policy:** The bidder along with its associate/collaborators/subcontractors/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.
- 5. Deviations in BHEL terms:** Deviation (if any) w. r. t. our technical & commercial requirements shall be specifically mentioned in a separate sheet marked as ‘Exceptions & Deviations’.

**(Please print in Company Letter Head)**

**Techno-Commercial bid Format**

**RFQ No.** : EPD/PV/BUSBAR/122110 dated 01.09.2016

**Item Description** : **BUS BAR STRINGS**

**Quantity** : **9,975 KGs.**

**Offer Ref No:**

|    | <b>A. PRE-QUALIFICATION CRITERIA</b>                                                                                                                                                                                                                               | <b>Bidder's Confirmation</b><br>(Please indicate deviations, if any)                                                                                                                                  |
|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | The offer shall be quoted only by the original interconnect manufacturers for SPV module. However OEMs can also quote through their authorized channel partners/ dealers / representatives with a valid authorization certificate.                                 | Manufacturing Plant Location:<br>(Complete Address & Contact Details)                                                                                                                                 |
| 2  | Vendors should have a minimum 20,000 (twenty thousand) Kg per annum production capacity for bus bar.                                                                                                                                                               | Annual in-house manufacturing capacity for interconnect :<br>.....Kg<br><br>Vendors should provide certificate of conformance and the latest company annual report, indicating their physical output. |
| 3  | Vendors should have supplied interconnect of minimum 50 MW equivalent per annum to reputed SPV Module manufacturers. The reputed module manufacturer should have manufactured module of rating 250 Wp or above and shall be IEC certified in the last three years. | Vendors should provide purchase order copies and satisfactory performance certificate from their customers viz., PV module manufacturers for supply of interconnect.                                  |
|    | <b>BHEL RESERVES THE RIGHT FOR INDEPENDENT VERIFICATION OF THE CLAIMS MADE FOR CONFORMANCE TO THE PRE-QUALIFICATION CRITERION. BIDDERS TO ENSURE PROVIDING AUTHENTIC CERTIFICATES / DOCUMENTATION AND CREDENTIALS IN ORDER TO QUALIFY FOR BHEL TENDER PROCESS.</b> |                                                                                                                                                                                                       |
|    | <b>B. TECHNICAL</b>                                                                                                                                                                                                                                                |                                                                                                                                                                                                       |
| 1. | Interconnect for SPV module offered shall comply with BHEL Technical Specification No. PS 901 01 0002, Rev. 00.                                                                                                                                                    | Acceptable/Not Acceptable                                                                                                                                                                             |
| 2. | Certificate of conformance to the specification shall be provided with each lot mentioning BHEL Purchase Order number and quantity supplied.                                                                                                                       | Acceptable/Not Acceptable                                                                                                                                                                             |
| 3. | Supplier has to replace defective item found during opening of the package at the time of actual use at BHEL.                                                                                                                                                      | Acceptable/Not Acceptable                                                                                                                                                                             |
|    | <b>C. Price Basis</b>                                                                                                                                                                                                                                              |                                                                                                                                                                                                       |

**Signature of Tenderer with Seal**

|   |                                                                                                                                                                                                                                                                                                                                |                           |
|---|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|
| 1 | The price is to be quoted on per Kg basis.                                                                                                                                                                                                                                                                                     | Acceptable/Not Acceptable |
|   | <b>D. Quantity Splitting</b>                                                                                                                                                                                                                                                                                                   |                           |
| 1 | BHEL reserves the right to split the order quantity among <b>L1, L2 and L3 bidders in the ratio 45:30:25</b> respectively in case L2 and L3 bidders accept to supply as per L1 negotiated price. In case the bidders do not agree to match finalized L1 rates, the counter offer will be extended to subsequent lower bidders. | Acceptable/Not Acceptable |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                         |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|
| <b>C. COMMERCIAL</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                         |
| 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>Currency of offer:</b><br>Please specify the currency of your offer. |
| <b>Currency:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                         |
| 2.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>Terms of Payment</b>                                                 |
| <b>i) For Foreign Vendors</b><br>a) 100% against sight draft with usance period of 60 days Credit<br><input type="checkbox"/><br>b) Any other Terms as per DOC. NO. BHEL: EPD: ITB-SHOP CLAUSE F.<br><input type="checkbox"/><br>( Please specify clearly)<br>(Tick <input checked="" type="checkbox"/> as applicable)<br>Advance payment will not be accepted<br>>Loading Factor will be applicable for option b, Please refer <b>CLAUSE F</b> of Doc no: BHEL: EPD: ITB – SHOP: Rev00) |                                                                         |
| <b>ii) For Indigenous Vendors</b><br>a. 100% direct payment with 60 days credit.<br><input type="checkbox"/><br>b. Any other Terms as per DOC. NO. BHEL: EPD: ITB-SHOP <b>CLAUSE F</b><br><input type="checkbox"/><br>( Please specify clearly)<br>>Loading Factor will be applicable for option b. Please refer DOC. NO. BHEL: EPD: ITB-SHOP CLAUSE F.) Quotes with Advance payment and Inland LC will be rejected<br><input type="checkbox"/><br><input type="checkbox"/>              |                                                                         |

|    |                                                                         |                          |
|----|-------------------------------------------------------------------------|--------------------------|
|    |                                                                         |                          |
| 3. | <b>Terms of Delivery</b>                                                |                          |
|    | <b>i) For Foreign Vendors</b><br>a. CIF, ICD Bangalore (Incoterms 2010) | <input type="checkbox"/> |

| Signature of Tenderer with Seal |                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                               |
|---------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|
|                                 | <b>ii) For Indigenous Vendors</b><br>a. Door Delivery to BHEL Stores, Bangalore with Freight and Insurance paid.<br><br>b. Any other Terms<br>(Please specify clearly)<br><br>>Loading Factor will be applicable for option b. Please refer Doc no: BHEL: EPD: ITB – SHOP: Rev00)<br><br>(Tick <input checked="" type="checkbox"/> as applicable)                                                                                                              | Select any option<br><input type="checkbox"/><br><br><input type="checkbox"/> |
| 4.                              | <b><u>Validity:</u></b><br>Quotation should remain valid for a minimum period of 60 days from the RFQ due date.                                                                                                                                                                                                                                                                                                                                                | Quotation Validity :                                                          |
| 5.                              | <b>BHEL required delivery schedule:</b><br>DELIVERY SHOULD BE SCHEDULE IN THREE CONSIGNMENTS.<br>1 <sup>ST</sup> Consignment – 30% of PO quantity in 4 weeks from the date of PO.<br>2 <sup>nd</sup> Consignment – 35% of PO quantity in 8 weeks from the date of PO.<br>3 <sup>rd</sup> Consignment – 35% of PO quantity in 12 weeks from the date of PO.<br>Note: The above delivery schedule is tentative. It is subject to change as per BHEL requirement. | Vendor delivery schedule :                                                    |

|     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                  |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| 6.  | <p><b><u>Penalty for delayed delivery:</u></b></p> <p>0.5 % per week for undelivered portion subject to a maximum of 10 %.</p> <p>Note: Loading factor for non-agreement of penalty for delayed delivery is as below.</p> <p>Not agreeable : Loading factor of 10 %</p> <p>Other than above: Loading factor of (10 % - quoted max %)</p>                                                                                                                                                                                                        | <p>Acceptable / Not Acceptable</p> <p>In case of partial acceptance, please specify clearly.</p> |
| 7.  | <p><b><u>Acceptance of Reverse Auction:</u></b></p> <p>BHEL EPD reserves the right to adopt Reverse Auction at any point of time after technical evaluation, at its discretion.</p> <p>BHEL may also open the price bids at its discretion</p>                                                                                                                                                                                                                                                                                                  | <p>Please confirm</p>                                                                            |
| 8   | <p><b><u>Taxes and Duties:</u></b> (only for indigenous vendors)</p> <p>Pl. indicate applicable Taxes and duties</p> <p>Excise duty</p> <p>CST against form C</p> <p>VAT</p>                                                                                                                                                                                                                                                                                                                                                                    | <p>ED :</p> <p>CST :</p> <p>VAT :</p>                                                            |
| 9   | <p><b><u>Price basis:</u></b></p> <p>The quoted price should remain firm till execution of the contract. Any price variation is not applicable.</p>                                                                                                                                                                                                                                                                                                                                                                                             | <p>Please confirm</p>                                                                            |
| 10  | <p><b><u>Integrity Pact:</u></b></p> <p>The bidder shall sign an “INTEGRITY PACT” in the formats enclosed.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                  | <p>SUBMITTED/NOT SUBMITTED</p>                                                                   |
| 11. | <p><b><u>Order Splitting:</u></b></p> <p>BHEL reserve the right to Split the order quantity among L1, L2 &amp; L3 in the ratio of 45:30:25 to L1, L2 and L3 vendors respectively subjected to L2/L3 accept to supply as per L1 negotiated price. In case, L2/L3 does not accept to supply as per L1 negotiated price, the counter offer will be extended to subsequent vendors. In case no subsequent vendor accept to supply in L1 price, balance quantity will be ordered on L1 only. The decision of BHEL shall be final on this matter.</p> | <p>Acceptable /</p> <p>Not Acceptable</p>                                                        |

|     |                                                                                                                                                                                                             |                                    |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|
| 12. | <b><u>Deviations in BHEL terms:</u></b><br><br>Deviation (if any) w. r. t. our technical & commercial requirements shall be specifically mentioned in a separate sheet marked as 'Exceptions & Deviations'. |                                    |
| 13. | <b><u>Quantity Tolerance:</u></b><br><br>BHEL EPD reserves the right to increase/ decrease the order quantity by maximum 5% during the execution of purchase order, but before the completion.              | Acceptable /<br><br>Not Acceptable |

**Signature of Tenderer with Seal**

Place: Date:

(Please print in Company Letter Head)

**PRICE FORMAT**

**RFQ No.** : EPD/PV/BUSBAR/122110 dated 01.09.2016

**Item Description** : BUS BAR STRINGS

**Quantity** : 9,975 Kg

**Offer Ref No:** Offer

**Currency:**

| Sl. No. | Item Description                                           | Quantity | Price per KG | Total Price |
|---------|------------------------------------------------------------|----------|--------------|-------------|
| 1       | BUS BAR STRINGS as per Specification PS 901 01 0002 Rev 00 | 9,975 KG |              |             |

**NOTE:**

1. Technical and Commercial terms shall be as per Techno-commercial bid.

**Signature of Tenderer with Seal**

Place:

Date:



## **ANNEXURE – I**

### **PROVISIONS APPLICABLE FOR MSE VENDORS (MICRO AND SMALL ENTERPRISES):-**

Vendors who qualify as MSE vendors are requested to submit applicable certificates (as specified by the Ministry of Micro, Small and Medium Enterprises) at the time of vendor registration. Vendors can also submit these documents along with the tender documents in the Part I / Technical bid cover. a. Valid NSIC certificate OR

- b. Entrepreneur's Memorandum part II (EM II) certificate (deemed valid for 2 years)
- c. EM II certificate with CA certificate **(in the prescribed format given in Pg.2)** applicable for the year certifying that the investment in plant and machinery of the vendor is within permissible limits as per the MSME Act 2006 for relevant status where the deemed validity is over.

### **Notes:**

- 1) Notary certified copy of the applicable certificate as per (a) or (b) shall be submitted.
- 2) Documents submitted for establishing the credentials of MSE vendors must be valid as on the date of part I / technical bid opening for the vendors to be eligible for the benefits applicable for MSE vendors. Documents submitted after the Part I / Technical bid opening date will not be considered for this tender. BHEL will not be responsible for any postal / courier / deliver delay and the status as available on the date of Part I or Technical bid opening will be used for reckoning the MSE status of the vendor.



**Certificate by Chartered Accountant on Letter Head**

This is to certify that M/s

.....  
.....(Hereinafter referred to as 'Company') having its registered office  
at ..... is registered under MSMED Act 2006, (Entrepreneur  
Memorandum No ((Part-II) ..... dtd ..... Category:  
.....  
(Micro/Small). (Copy enclosed).

Further verified from the Books of Accounts that the investment of the company as  
on date..... as per MSMED Act 2006 is as follows:

1. **For Manufacturing Enterprises:** Investment in plant and machinery ( i.e., original cost excluding land and building and the items specified by the Ministry of Small Industries vide its notification No.S.O.1722 (E) dated October 5, 2006: Rs.  
.....Lacs.
2. **For Service Enterprises:** Investment in equipment (original cost excluding land and building and furniture, fittings and other items not directly related to the service rendered or as may be notified under the MSMED Act, 2006:  
Rs. ....Lacs.

The above investment of Rs. .... Lacs in within permissible limit of Rs..... Lacs for.....Micro / Small (Strike off which is not applicable ) Category under MSMED Act 2006.

Date:

(Signature)

Name -

Membership Number -

Seal of Chartered Accountant



**ANNEXURE-II LIST OF**  
**INTERNATIONAL GATEWAY**  
**AIRPORTS**

| SCHEDULE NO | COUNTRY     | CURRENCY CODE | AIRPORT                    |
|-------------|-------------|---------------|----------------------------|
| D01         | UK          | GBP           | LONDON (HEATHROW)          |
| D02         | UK          | GBP           | NEW CASTLE                 |
| D03         | UK          | GBP           | OXFORD. CHETLAM            |
| D04         | UK          | GBP           | BRISTOL. WELLINGBOROUGH    |
| D05         | UK          | GBP           | BIRMINGHAM                 |
| D06         | UK          | GBP           | EAST MIDLANDS              |
| D07         | UK          | GBP           | MANCHESTER                 |
| D08         | UK          | GBP           | LEEDS                      |
| D09         | UK          | GBP           | GLASGOW                    |
| D10         | FRANCE      | EURO          | PARIS (ROISSY) & LYON      |
| D11         | SWEDEN      | EURO          | STOCKHOLM                  |
| D12         | SWEDEN      | EURO          | GOTHENBERG & MALMO         |
| D13         | ITALY       | EURO          | ROMA, MILAN                |
| D14         | ITALY       | EURO          | TURIN, BOLOGNA, FLORENCE   |
| D15         | NETHERLANDS | EURO          | AMSTERDAM, ROTTERDAM       |
| D16         | AUSTRIA     | EURO          | VIENNA, LINZ, GRAZ         |
| D17         | BELGIUM     | EURO          | ANTWERP, BRUSSELS          |
| D18         | DENMARK     | DKK           | COPENHAGEN                 |
| D19         | JAPAN       | JPY           | TOKYO, OSAKA               |
| D20         | SINGAPORE   | SGD           | SINGAPORE                  |
| D21         | CANADA      | CAD           | TORONTO                    |
| D22         | CANADA      | CAD           | MONTREAL                   |
| D23         | USA         | USD           | NEW YORK, BOSTON           |
| D24         | USA         | USD           | CHICAGO                    |
| D25         | USA         | USD           | SAN FRANCISCO, LOS ANGELES |
| D26         | USA         | USD           | ALANTA, HOUSTON            |



|     |              |      |                                                                                             |
|-----|--------------|------|---------------------------------------------------------------------------------------------|
| D27 | GERMANY      | EURO | MUNICH, KOLN, DUSSELDORF,<br>HANNOVER, HAMBURG, STUTTGART,<br>DAMSTADT, MANIHIEM, NURUMBERG |
| D28 | GERMANY      | EURO | FRANKFURT                                                                                   |
| D29 | GERMANY      | EURO | BERLIN                                                                                      |
| D30 | SWITZERLAND  | SFR  | BASLE, ZURICH, GENEVA                                                                       |
| D31 | SPAIN        | EURO | BARCELONA                                                                                   |
| D32 | AUSTRALIA    | AUD  | SYDNEY                                                                                      |
| D33 | AUSTRALIA    | AUD  | MELBOURNE                                                                                   |
| D34 | AUSTRALIA    | AUD  | PERTH                                                                                       |
| D35 | CZECH        | EURO | PRAGUE                                                                                      |
| D36 | HONG KONG    | HKD  | HONG KONG                                                                                   |
| D37 | NEW ZELAND   | NZD  | AUCKLAND                                                                                    |
| D38 | RUSSIA       | USD  | MOSCOW                                                                                      |
| D39 | SOUTH KOREA  | USD  | KIMPO INTERNATIONAL, INCHEON                                                                |
| D40 | FINLAND      | EURO | HELSINKI                                                                                    |
| D41 | ROMANIA      | EURO | BUCHAREST                                                                                   |
| D42 | NORWAY       | EURO | OSLO                                                                                        |
| D43 | IRELAND      | EURO | DUBLIN                                                                                      |
| D44 | ISRAEL       | USD  | TEL AVIV                                                                                    |
| D45 | UAE          | USD  | DUBAI                                                                                       |
| D46 | OMAN         | USD  | MUSCAT                                                                                      |
| D47 | EGYPT        | USD  | CAIRO                                                                                       |
| D48 | TAIWAN       | USD  | TAIPEI                                                                                      |
| D49 | UKRAINE      | USD  | KIEV                                                                                        |
| D50 | CHINA        | USD  | SHANGHAI, SHENZHEN                                                                          |
| D51 | PHILIPINES   | USD  | MANILA                                                                                      |
| D52 | MALAYSIA     | USD  | KUALALUMPUR, PE NANG                                                                        |
| D53 | CYPRUS       | USD  | LARNACA                                                                                     |
| D54 | SOUTH AFRICA | USD  | JOHANNESBERG, DURBAN                                                                        |
| D55 | SLOVAKIA     | EURO | BARTISLOVA                                                                                  |
| D56 | SAUDI ARABIA | SAR  | RIYADH                                                                                      |
| D57 | TURKEY       | EURO | ISTANBUL                                                                                    |
| D58 | THAILAND     | USD  | BANGKOK                                                                                     |
| D59 | BRAZIL       | USD  | SAO PAULO, RIO DE JANEIRO                                                                   |

## **ANNEXURE –V**

### **GUIDELINES FOR REVERSE AUCTION PROCEDURE**

Against this enquiry for the subject item/ system with detailed scope of supply as per enquiry specifications, BHEL may resort to “REVERSE AUCTION PROCEDURE” i.e., ON LINE BIDDING (THROUGH A SERVICE PROVIDER). The philosophy followed for reverse auction shall be English Reverse (No ties).

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. Those bidders who have given their acceptance for Reverse Auction (quoted against this tender enquiry) will have to necessarily submit “online sealed bid” in the Reverse Auction. Non-submission of “online sealed bid” by the bidder for any of the eligible items for which techno-commercially qualified, will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.
3. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
4. In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.
5. Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.
6. Bidders have to fax the Compliance form before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.
7. In line with the NIT terms, BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at “Total Cost to BHEL” like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the bidder to enable them to fill-in the price and keep it ready for keying in during the Auction.
8. Reverse auction will be conducted on scheduled date & time.
9. At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.
10. The lowest bidder has to fax/e-mail the duly signed and filled-in prescribed format for price breakup including that of line items, if required, as provided on case-to-case basis to Service provider within two working days of Auction without fail.
11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL’s standard practice.
12. Bidders shall be required to read the “Terms and Conditions” section of the auctions site of Service provider, using the Login IDs and passwords given to them by the service provider before reverse auction event. Bidders should acquaint themselves of the “Business Rules of Reverse Auction”, which will be communicated before the Reverse Auction.
13. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action *as per* extant BHEL guidelines, shall be initiated by BHEL and the results of the RA scrapped/ aborted.
14. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
15. In case BHEL decides to go for reverse auction, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.



### **Business Rules for Reverse Auction**

This has reference to tender no **{tender number....date...}**. BHEL shall finalize the Rates for the supply of **{item name}** through Reverse Auction mode. BHEL has made arrangement with M/s. **{Service provider}**, who shall be BHEL's authorized service provider for the same. Bidders should please go through the guidelines given below and submit acceptance of the same.

The technical & commercial terms are as per (a) BHEL Tender Enq. No. **{...}** dated **{...}**, (b) Bidders' technical & commercial bid (in case of two part bid) and (c) subsequent correspondences between BHEL and the bidders, if any.

**1. Schedule for reverse auction:** The Reverse Auction is tentatively scheduled on **{date}**:

- **Online Sealed**

**Bid:-** **{Start**

**Time:**

**Close Time: }**

- **Online**

**Reverse**

**Auction:-**

**{Start Time:**

**Close Time:}**

**2. Auction extension time:** If a bidder places a bid in the last **{...}** minutes of closing of the Reverse Auction and if that bid gets accepted, then the auction's duration shall get extended automatically for another **{...}** minutes, for the entire auction (i.e. for all the items in the auction), from the time that bid comes in. Please note that the autoextension will take place only if a bid comes in those last **{...}** minutes and if that bid gets accepted as the lowest bid. If the bid does not get accepted as the lowest bid, the auto-extension will not take place even if that bid might have come in the last **{...}** minutes. In case, there is no bid in the last **{...}** minutes of closing of Reverse Auction, the auction shall get closed automatically without any extension. However, bidders are advised not to wait till the last minute or last few seconds to enter their bid during the auto-extension period to avoid complications related with internet connectivity, network problems, system crash down, power failure, etc.

The above process will continue till completion of Reverse Auction.

Complaints/ Grievances, if any, regarding denial of service or any related issue should be given in writing thru e-mail/ fax to M/s. **{Service provider}** with a copy to BHEL within 15 minutes from the initial closing time of Online Reverse Auction.

**3. Bid price:** The Bidder has to quote the F.O.R. destination Price inclusive of Packing & Forwarding charges, all the routine & type tests as per tender scope, ED + cess, CST against C-form, Freight (bidder to provide original Freight paid receipt), insurance charges, etc. including loading (if indicated by BHEL due to deviations in commercial terms) for the Items specified. Details are as shown in Excel Sheet for calculation of Landed cost.

Note: For the consideration of L1 bidder, the bid value shall be reduced by loading amount, if applicable.

**4. Bidding currency and unit of measurement:** Bidding will be conducted in **{Indian Rupees per Unit}** of the material as per the specifications **{...}**

In case of foreign currency bids, exchange rate (TT selling rate of State Bank of India) as on scheduled date of tender opening (Part-I bid in case of two part bid) shall be considered for conversion in Indian Rupees.



**5. Validity of bids:** Price shall be valid for {... days} from the date of reverse auction. These shall not be subjected to any change whatsoever.

**6. Lowest bid of a bidder:** In case the bidder submits more than one bid, the lowest bid at the end of Online Reverse Auction will be considered as the bidder's final offer to execute the work.

**7. Post auction procedure:** BHEL will proceed with the Lowest Bid in the Reverse Auction for further processing.

**8. Procedure of Reverse Auctioning :**

i. **Online Sealed Bid:** This duration of online sealed bid will be {...} minutes. All bidders to submit their online sealed bids during this period.

ii. **Online Reverse Auction:** The „opening price“ i.e. start price for RA and „bid decrement“ will be decided by BHEL. iii. If BHEL decides the lowest online sealed bid as the starting price, then the lowest bidder in online sealed bid shall be shown as current L1 automatically by the system and no acceptance of that price is required. System shall have the provision to indicate this bid as current L1. iv. Bidders by offering a minimum bid decrement or the multiples thereof can displace a standing lowest bid and become “L1” and this continues as an iterative process.

v. After the completion of the online reverse auction, the Closing Price (CP) shall be available for further processing.

**9.** If no bid is received in the auction system/ website within the specified time duration of the online RA, then BHEL will scrap the online reverse auction process and proceed with the conventional mode of tendering (opening of the envelope sealed bids earlier submitted by the bidders).

In cases where no bidder accepts the start price, the RA may be treated as failed and sealed envelope price bids of all the techno-commercially qualified bidders shall be opened and the tender processed accordingly. Wherever the techno-commercially acceptable bidder(s) had agreed to participate in the RA and had failed to submit the online sealed bid, the envelope sealed bids of such bidder(s) shall not be entertained.

Wherever, the evaluation is done for individual items of the package, and no bid is received for some of the item(s), RA will be considered as failed for these item(s), re-reverse auction/ retendering will be conducted for these items.

**10.** Only those bidders who have submitted the „online sealed bid“ within the scheduled time shall be eligible to participate further in RA process. However, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.

**11.** Any commercial/ technical loading shall be intimated to bidders prior to RA. The excel sheet provided in this regard shall cover all these aspects. Commercial/ technical loading if any, shall be added by the respective bidder in its price during online sealed bid & Online Reverse Auction. Modalities of loading & de-loading shall be separately intimated to the bidders.

**12.** Computerized reverse auction shall be conducted by BHEL (through M/s {Service Provider}), on pre-specified date, while the bidders shall be quoting from their own offices/ place of their choice. Internet connectivity shall have to be ensured by bidders themselves.

During the RA if a bidder is not able to bid and requests for extension of time by fax/ e-mail/ phone then time extension of additional 15 minutes will be given by the service provider provided such requests

come before 5 minutes of auction closing time. However, only one such request per bidder can be entertained.

Despite this extension if bidder fails to upload his prices due to extreme case of failure of Internet connectivity, (due to any reason whatsoever may be) it is the bidders' responsibility/ decision to send fax communication immediately to M/s. {Service provider}, furnishing the price the bidder wants to bid online with a request to the service provider to upload the faxed price on line so that the service provider will upload that price on line on behalf of the Bidder. It shall be noted clearly that the concerned bidder communicating this price to service provider has to solely ensure that the fax message is received by the service provider in a readable/ legible form and also the Bidder should simultaneously check up with service provider about the clear receipt of the price faxed. It shall also be clearly understood that the bidder shall be at liberty to send such fax communications of prices to be uploaded by the service provider only within the closure of Bid time and under no circumstance it shall be allowed beyond the closure of Bid time /reverse auction. It shall also be noted that the service provider should be given a reasonable required time by the bidders, to upload such prices online and if such required time is not available at the disposal of the Service provider at the time of receipt of the fax message from the bidders, the service provider will not be uploading the prices and either BHEL or the service provider are not responsible for this unforeseen circumstances. In order to ward-off such contingent situation bidders are requested to make all the necessary arrangements/ alternatives whatever required so that they are able to circumvent such situation and still be able to participate in the reverse auction successfully. Failure of power or loss of connectivity at the premises of bidders during the Reverse auction cannot be the cause for not participating in the reverse auction. On account of this, the time for the auction cannot be extended and neither BHEL nor M/s. {Service provider} is responsible for such eventualities.

**13.** Proxy bids: Proxy bidding feature is a pro-bidder feature to safe guard the bidder's interest of any internet failure or to avoid last minute rush. The proxy feature allows bidders to place an automated bid in the system directly in an auction and bid without having to enter a new amount each time a competing bidder submits a new offer. The bid amount that a bidder enters is the minimum that the bidder is willing to offer. Here the software bids on behalf of the bidder. This obviates the need for the bidder participating in the bidding process until the proxy bid amount is decrementally reached by other bidders. When proxy bid amount is reached, the bidder (who has submitted the proxy bid) has an option to start participating in the bidding process.

The proxy amount is the minimum amount that the bidder is willing to offer. During the course of bidding, the bidder cannot delete or change the amount of a proxy bid.

Bids are submitted in decrements (decreasing bid amounts). The application automates proxy bidding by processing proxy bids automatically, according to the decrement that the auction originator originally established when creating the auction, submitting offers to the next bid decrement each time a competing bidder bids, regardless of the fact whether the competing bids are submitted as proxy or standard bids. However, it may please be noted that if a manual bid and proxy bid are submitted at the same instant manual bid will be recognized as the L1 at that instant. In case of more than one proxy bid, the system shall bid till it crosses the threshold value of „each lowest proxy bid“ and thereafter allow the competition to decide the final L1 price.

Proxy bids are fed into the system directly by the respective bidders. As such this information is privy only to the respective bidder(s).

**14.** Bidders are advised to get fully trained and clear all their doubts such as refreshing of Screen, quantity being auctioned, tender value being auctioned etc.

**15.** M/s. {Service provider}, shall arrange to demonstrate/ train the bidder or bidder's nominated person(s), without any cost to bidders. M/s. {Service provider}, shall also explain the bidders, all the



rules related to the Reverse Auction/ Business Rules Document to be adopted along with bid manual. Bidders are required to give their compliance on it before start of bid process.

**16.** Successful bidder shall be required to submit the final prices, quoted during the Online Reverse Auction in *Annexure - VII* after the completion of auction to M/s. *Service provider* besides BHEL, duly signed and stamped as token of acceptance without any new condition other than those already agreed to before start of auction.

**17.** Any variation between the final bid value and that in the confirmatory signed price breakup document will be considered as tampering the tender process and will invite action by BHEL as per extant guidelines in vogue.

**18.** Bidders' bid will be taken as an offer to execute the work/ supplies the item as per enquiry no. {...} dt. {...}. Bids once made by the bidder, cannot be cancelled/ withdrawn and bidder shall be bound to execute the work as mentioned above at bidder's final bid price. Should bidder back out and not execute the contract as per the rates quoted, BHEL shall take action as per extant guidelines in vogue.

**19.** Bidders shall be assigned a **Unique User Name & Password** by BHEL or M/s. *{Service provider}*. Bidders are advised to change the Password and edit the information in the Registration Page after the receipt of initial Password from BHEL/ M/s. *{Service provider}* to ensure confidentiality. All bids made from the Login ID given to the bidders will be deemed to have been made by the bidders' company.

**20.** Bidders shall be able to view the following on their screen along with the necessary fields during Online Reverse Auction:

- a. Leading (Running Lowest) Bid in the Auction (only total price of package)
- b. Bid Placed by the bidder
- c. Start Price
- d. Decrement value

**21.** After receipt of the system report from the Service Provider after completion of the Online Reverse Auction,

BHEL will decide upon the winner. BHEL's decision on award of contract shall be final and binding on all the Bidders.

**22.** BHEL reserves the right to cancel the Reverse Auction process/ tender at any time, before ordering, without assigning any reason.

**23.** BHEL shall not have any liability to bidders for any interruption or delay in access to the site irrespective of the cause. In such cases, the decision of BHEL shall be binding on the bidders.

**24.** Other terms and conditions shall be as per bidder's techno-commercial offers and other correspondences, if any, till date.

**25.** Bidders are required to submit their acceptance to the terms/ conditions/ modalities before participating in the Reverse Auction in the process compliance Form as per *Pg.6 of Annexure V*

**26.** BHEL can decide to extend, reschedule or cancel any Auction with prior intimation to all bidders.



- 27.** If there is any clash between this business document and the FAQ available, if any, in the web site of M/s. {*Service provider*} the terms& conditions given in this business document will supercede the information contained in the FAQs. Any changes made by BHEL/ service provider (due to unforeseen contingencies) after the first posting shall be deemed to have been accepted if the bidder continues to access the portal after that time.



**Process Compliance Form**

**(The bidders are required to print this on their company's letterhead and sign, stamp before faxing)**

To

- M/s. {Service provider}
- Postal address}

**Sub: Agreement to the Process related Terms and Conditions** Dear Sir,

This has reference to the Terms & Conditions for the Reverse Auction mentioned in the RFQ document for {Items} against BHEL enquiry/ RFQ no.{.....} dt. {.....} This letter is to confirm that:

- 1) The undersigned is authorized official/ representative of the company to participate in RA and to sign the related documents.
- 2) We have studied the Reverse Auction Terms & Conditions and the Business rules governing the Reverse Auction as mentioned in your letter and confirm our agreement to them.
- 3) We also confirm that we have taken the training on the auction tool and have understood the functionality of the same thoroughly.
- 4) We also confirm that, in case we become L1 bidder, we will email/ fax the price confirmation & break up of our quoted price (including that of line items) as per *pg.7 of Annexure- V* within **two** working days (of BHEL) after completion of RA event, besides sending the same by registered post/ courier both to M/s. BHEL and M/s. {Service provider.}

We, hereby confirm that we will honor the Bids placed by us during the auction process.

With regards

Signature with company seal

Name –

Company / Organization

Designation within Company / Organization

Address of Company / Organization

- Sign this document and Fax it to M/s {Service provider} at {.....} prior to start of the Event.
- Attach a signed copy of the RFQ document along with the Agreement Form/ Process Compliance form and d/s{Service provider}



**RA price confirmation and breakup**

**To**

- **M/s. Service provider**
- **Postal address**

CC: M/s BHEL

{Unit-  
Address-}

Sub: **Final price quoted during Reverse Auction and price breakup**

Dear Sir,

We confirm that we have quoted.

**Rs.{\_\_\_\_\_} for item covered under tender enquiry No. {...} dt.{...}**

Total price of the items covered under above cited enquiries is inclusive of {*Packing & forwarding, E.D., C.S.T., freight and insurance charges upto {.....} District,{.....} State and Type Test Charges etc., (exclusive of service tax), other as per NIT*} as our final landed prices as quoted during the Reverse Auction conducted today {*date*} which will be valid for a period of {\_\_\_\_\_} days.

The price break-up including that of line items is as given below.

Total

- Rs.

Thanking you and looking forward to the valuable order from BHEL.

Yours sincerely,

For \_\_\_\_\_

**Name:**

**Company:**

**Date:**

**Seal:**



## **ANNEXURE- VI**

### **EXTRACT FROM “MANUAL ON POLICIES & PROCEDURES FOR PURCHASE OF GOODS”**

#### **11.2.3. Non-conformities between the figures and words of the quoted prices:**

Sometimes, non-conformities/errors are also observed between the quoted prices in figures and that in words. The same is to be taken care of as indicated below:

- (a) If, in the price structure quoted for the required goods, there is discrepancy between the unit price and the total price (which is obtained by multiplying the unit price by the quantity), the unit price shall prevail and the total price corrected accordingly, unless in the opinion of the purchaser there is an obvious misplacement of the decimal point in the unit price, in which case the total price as quoted shall govern and the unit price corrected accordingly.
- (b) If there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and
- (c) If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject to (a) and (b) above.

If there is such discrepancy in an offer, the same is to be conveyed to the bidder with target date on the above lines and if the bidder does not agree to the observation of the purchaser, the offer is liable to be ignored. **VII**

#### **PURCHASE PREFERENCE FOR MSE VENDORS:**

1. MSE vendors quoting within a price band of L1 + 15% shall be allowed to supply a portion of the tendered quantity up to a total of 20% by matching their price with the L1 price, in a situation where L1 price is from other than MSE vendor.  
In case more than one MSE vendors are in the price band of L1 + 15% and match the L1 price, the supply up to a total of 20% shall be shared proportionately.
2. Preference for MSEs owned by Scheduled Castes or Scheduled Tribes – 20% from the 20% quantity (i.e. 4% of the tender quantity) offered to the MSE's shall be reserved for MSE's owned by SC/STs. In event of failure of such MSE to participate in tender process or meet tender requirements and L1 price, 4% quantity for MSEs owned by SC/ST entrepreneur's shall be met from other MSEs meeting the criteria (1) & above .

**LIST OF DOCUMENTS TO BE SUBMITTED DURING DESPATCH OF GOODS:-**

Seller shall arrange to send the following documents to the Purchaser, immediately on dispatch of goods: Any addition / exclusion to such documents shall be as specified in the Purchase Order.

**For despatches from within India:-**

| To be sent with the material |                                                                                   |          | To be sent to purchase executive |                                                                                   |                            |
|------------------------------|-----------------------------------------------------------------------------------|----------|----------------------------------|-----------------------------------------------------------------------------------|----------------------------|
| 1                            | Delivery challan                                                                  | (1 copy) | 1                                | Commercial invoice                                                                | (1 original +1 extra copy) |
| 2                            | Excise gate pass<br>(if excise duty is applicable)<br>duplicate for transporter   | (1 copy) | 2                                | Excise gate pass<br>(if excise duty is applicable)<br>original for buyer          | (1 copy)                   |
| 3                            | Transporters docket if<br>received through transporter                            | (1 copy) | 3                                | Inspection report / Test<br>report Test certificate (if<br>called for in the PO ) | (1 copy)                   |
| 4                            | Inspection report / Test report<br>Test certificate (if called for in<br>the PO ) | (1 copy) | 4                                | Warranty certificate(if called<br>for in the PO )                                 | (1 copy)                   |

**For despatches from outside India:-**

|                        |                                 |
|------------------------|---------------------------------|
| Invoice & Packing list | Set of documents as per PO / LC |
|------------------------|---------------------------------|