

Ref. Enquiry No.: PE/PG/RTC/E-6434/2020

Dated: 05.05.2020

**TENDER ENQUIRY THROUGH E-PROCUREMENT
(Conditional Enquiry)**

DUE DATE
16.05.2020
BY 14:00 PM

SUBJECT: TENDER ENQUIRY FOR RATE CONTRACT OF PLATE HEAT EXCHANGERS AS PER TECHNICAL SPECIFICATION NO. PE-RC-999-179-N003 (REV 0)

OUR REF: TENDER ENQUIRY NO: PE/PG/RTC/E-6434/2020, Dtd.05.05.2020

Dear Sir/ Ma'am,

We are pleased to invite your offer for subject package in two parts strictly as per Clause-2.0 of "Instructions to Bidders" of GCC (Rev07). Please upload your best quotation/ offer on <https://bhel.abcpurchase.com> for the requirement strictly as per schedule of price form available at e-procurement portal before mentioned due date & time. The details of the tender enquiry are as mentioned below:

Sl. No	Description for which Rate Contract is desired	Tentative Quantity	Delivery required
1	<u>PLATE HEAT EXCHANGERS</u> - Refer Technical Specification no. PE-RC-999-179-N003 (REV 0), for detailed description.	As per BOQ cum price schedule (price form available at e-procurement portal) cumulative for the Prospective Projects as per Annexure-III.	Delivery : Within Four (04) months from date of CAT-1 approval of Primary drawing/documents, subjected to drawing/document submission/re-submission schedule as stipulated above, in case of any delay in submission/re-submission of Primary drawing/ documents, then same shall be reduced from the given delivery period. Delay in BHEL's comments/approval beyond 18 days shall also be considered for delay analysis. For PG Test: Vendor to depute its service engineer for PG Test within 15 days from BHEL's intimation (for deputing service engineer) for such site activity. For Mandatory Spares: Mandatory Spares to be delivered within 04 months from manufacturing clearance. Separate dispatch/ manufacturing clearance will be issued for Mandatory Spares.

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

Note:-

- 1. Please note that Part Supplies offered for tender BOQ shall disqualify the bidder's offer.**
- 2. Documents and Credential as per Technical PQR, Techno Commercial Bids and Price Bids should be uploaded on the e-procurement portal.**
- 3. Bidders to ensure that Third party/customer issued certificates being submitted as proof of PQR qualification should have verifiable details of document/certificate issuing authority such as name &**

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designation of Issuing Authority and its organisation contact number and email Id etc. In case the same found not available, Purchaser has right to reject such document from evaluation.

4. "This item/Package/System falls under the list of items defined in Para 3 of Ministry of Finance guideline dated 20-09-2016 (procurement of items related to public safety, health, critical security operations and equipment's, etc.) & hence criteria of prior experience/turnover shall be same for all the bidders including start up/MSME".

Please refer GCC Rev-07 which is available on www.bhelpem.com. You are requested to kindly download the same.

1. **Rate contract, on firm price basis, shall be done for 2 years from placement of Rate Contract PO date with a provision for further extension after review on mutual consent.**
Rate contract will be done for 100 percent value on L1 vendor for this package. However ordering for any project on rate contract basis shall be subject to customer approval.
2. **Rate Contract will be finalized on total lump sum basis instead of item wise evaluation so that the complete requirement against one project is not split amongst various vendors to minimize operational difficulty.**
3. In line with cl. no. 3 (c) of make in India Circular ref: No. P-45021/2/2017-PP (BE-II) dtd 29/05/19 issued by Ministry of Commerce and Industry, Govt. of India, If L 1 bid is not from a local supplier, the lowest bidder among the local suppliers, will be invited to match the L 1 price subject to the local supplier's quoted price falling within the margin of purchase preference, and contract shall be awarded to such local supplier subject to matching the L 1 price. In case such lowest eligible local supplier fails to match the L 1 price, the local supplier with the next higher bid within the margin of purchase preference shall be invited to match the L 1 price and so on, and contract shall be awarded accordingly. In case none of the local suppliers within the margin of purchase preference matched the L1 price, then the contract may be awarded to the L 1 bidder.
4. As per circular ref: No. P-45021/2/2017-PP (BE-II) dtd 29/05/2019, the Margin of Purchase Preference shall be 20%.
5. For PHE package, the Local content shall be 34%.
6. Following shall be made part of NIT regarding preference to "Make in India" circular from Corporate office
For this procurement, Public Procurement (preference to make in India), order 2017, Dt:- 15.06.17, 28.05.18 & 29.05.19 and subsequent orders issued by the respective nodal ministry shall be applicable even if issued after issue of this NIT but before finalization of contract/PO/WO against this NIT. In the event of any nodal ministry prescribing higher or lower percentage of purchase preference and / or local content in respect of this procurement, same shall be applicable. Vendors are requested to go through the above mentioned orders and confirm the following: -
The local supplier at the time of tender, bidding, solicitation, shall be required to provide self-certification that the item offered meets the minimum local content as per above mentioned orders and shall give details of location(s) at which the local value addition is made.
Subject package is not divisible in nature and purchase preference shall be 20%.
7. **Bidders are requested to please note the following: -**
 - i. **Evaluation will be done on Ex Works + Freight basis for 75 numbers of PHEs. Item wise unit ex works and total ex works price will be derived from the percentage allocation formula mentioned in the price schedule. Vendor to quote only total ex works prices of 75 nos. of PHEs.**

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- ii. **Prices of PG Test and Mandatory Spares will also be derived as per the formula mentioned in Annexure I, Annexure I A and Annexure I B. Price derived for PG Test charges and Mandatory Spares will not be considered for evaluation, however, shall be considered for ordering.**
- iii. In the course of evaluation, if more than one bidder happens to occupy L-1 status, effective L-1 will be decided by soliciting discounts from the respective L-1 bidders.
In case more than one bidder happens to occupy the L-1 status even after soliciting discounts, the L-1 bidder shall be decided by a toss / draw of lots, in the presence of the respective L-1 bidder(s) or their representative(s). Ranking will be done accordingly. BHEL's decision in such situations shall be final and binding.
- iv. Bidder to give single % of freight charges considering anywhere in India in the freight column. Bidders have to give same % of freight for each line item.
- v. Bidders to mention applicable GST rate on (total Ex. works + freight) in the specified cells of price schedule. However, may please note that GST shall not be considered in evaluation.
- vi. Though evaluation is on Ex Works + Freight, but there is % allocation weightage against BOQ quantity of each item which shall be used for arriving at price break up. Bidders need to give only their total ex works price for given BOQ at the specific cells that has been kept opened in the price schedule available in the e-procurement portal (Grand Total ex works price). **Price mentioned anywhere else in BOQ or price uploaded anywhere else in the e-procurement portal shall not be taken in cognizance.**
- vii. Rest of the prices shall be derived by BHEL in line with allocation fixed for each item. There is formula applied in price schedule form available in e-procurement portal. As soon as bidder fills the cells for Total Ex works, freight percentage and GST percentage, rest values for e.g. unit ex works – item wise, total ex works – item wise, FOR site price – item wise will filled automatically. Bidders can also validate and cross check the same by using Check Formula button.
- viii. HSN Code mentioned in BOQ Schedule shall be considered by vendor while quoting.
- ix. Incomplete offer shall be summarily rejected.
- x. Pre-Qualifying Requirements (PQR): All the bidders (registered/ non-registered) will be asked to submit documents fulfilling PQR (technical) requirements along with the bid & their further evaluation shall be done accordingly. Bidders to ensure that Third party/customer issued certificates being submitted as proof of PQR qualification should have verifiable details of document/certificate issuing authority such as name & designation of Issuing Authority and its organisation contact number and email Id etc. In case the same found not available, Purchaser has right to reject such document from evaluation.
- xi. Bidders to note that their bid shall be conditional, subject to qualify PQR (technical) & registration in PEM for subject package.
- xii. CIF allocation is not applicable for this tender. Bidder to quote accordingly.
- xiii. Quantity variation shall be +30%. Project list is indicative only, BHEL may ask for delivery anywhere in India for any of the project added in the prospective project/ existing projects during RC period. No minimum quantity is guaranteed by BHEL.
- xiv. PVC is not applicable for this package. Prices shall be remain from throughout the contract period.
- xv. Tenderers must enclose the Quality Plan in the prescribed format, for approval. Equipment will be dispatched only after Purchaser's / Owner's inspection of the hold points specified in the approved Quality Plan and issue of Material Dispatch Clearance Certificate (MDCC).
- xvi. In case of joint bidding, bidders to furnish scope matrix which should be clearly defined between them along with the offer for the complete scope.

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- xvii. In case of RA, if bidder fail to submit the price break up within prescribed time limit then the prices submitted by bidder in his hard bid shall be reduced proportionately for ordering purpose.

TERMS AND CONDITIONS

- Procurement of the subject package shall be done through e-procurement.
 - Enquiry No., due date etc. must be legibly super scribed on the offers as per clause no. 2.0 of "Instructions to Bidders" of GCC (Rev07).
 - Offers should be uploaded in two parts online at <https://bhel.abcprocure.com> in as follows:
 - Part-I Bid: - Documents and Credential as per Technical PQR and Techno-Commercial offer (along with un-priced copy of priced bid and un-priced schedule of Technical-Commercial Deviation, In e-form available at e-procurement portal)
 - Part II Bid: - Price Bid and Priced schedule of Technical-Commercial Deviation
 - Terms and conditions: -
 - Part I bid will be opened on date & time mentioned in the NIT or subsequent corrigenda/amendments, if any.
 - Techno-commercial offer of only those bidders shall be evaluated who will meet the Technical pre-qualifying requirement of the tender.**

All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.
 - Vendors shall quote in accordance with the requirements mentioned in the tender documents. In case of deviations (Technical/ Commercial), the same shall be highlighted separately giving Clause references along with the Cost of withdrawal of Deviations in e-procurement portal, along with reasons for taking such deviations.
- Bidder to note all the points mentioned in "Notes" of cost of withdrawal sheet in e-procurement portal.***
- Please note the following:***
 - Compliance to price form available at e-procurement portal.***
 - SCC enclosed for compliance.***

GCC enclosed for compliance. GCC Rev-07 is available on www.bhelpem.com. You are requested to kindly download the same. Bidders are requested for furnishing compliance of these documents.
 - Tenders shall be submitted strictly in accordance with the requirements of the above tender documents.
 - Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
 - Validity of offer shall be as per cl.no.7 (instruction to bidders) of **GCC Rev 07**.
 - Unsolicited fresh/revised Price Bids shall not be entertained.
 - Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any/all tender(s) in part or full without assigning any reason whatsoever.
 - Late tenders will be rejected.
 - Tenders and all correspondence thereof, shall be addressed to the undersigned by name & designation and sent at the following address:

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Mr. I P SINGH, DGM, CMM M/s Bharat Heavy Electricals Ltd., Project Engineering Management, Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 Kind Attn: I P SINGH/ CMM E-MAIL: indra.pal.singh@bhel.in Ph. No. 0120-4218749 ,09818989654	Mr. SUMEET SAHAY, DY MGR, CMM M/s Bharat Heavy Electricals Ltd., Project Engineering Management, Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 Kind Attn: SUMEET SAHAY/ CMM E-MAIL: sumeetsahay@bhel.in Ph. No. 0120-4213532 ,09999498202
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14. Definition of Terms is also enclosed. These definitions will apply to all the tender documents including this Enquiry Letter.
15. **Delivery Schedule:**

Drawing Title	Primary/Secondary	BHEL Inputs	Drg Sch for Vendors
PE-V5-XXX-179-N001	TDS -PHE	Primary	R-0 within 21 days from PO & subsequent revisions incorporating all the BHEL comments within 10 days of comments received from BHEL. BHEL shall furnish comments / approval on each submission within 18 days from receipt.
PE-V5-XXX-179-N002	GENERAL ARRANGEMENT OF PHE	Primary	
PE-V5-XXX-179-N003	SIZING CALCULATION OF PHE's	Primary	
PE-V5-XXX-179-N005	QP-PHE	Primary	
PE-V5-XXX-179-N004	PERFORMANCE CURVES OF PHE's	Secondary	R-0 within 20 days of approval on TDS & subsequent revisions incorporating all the BHEL comments within 10 days of comments received from BHEL. BHEL shall furnish comments / approval on each submission within 18 days from receipt.
PE-V5-XXX-179-N006	O&M MANUAL-PHE	Secondary	within 30 days of issuance of MDCC.

**** Also refer Data Sheet C, section IIA, SPECIFICATION NO. PE-TS-999-179-N001**

Within Four (04) months from date of CAT-1 approval of Primary drawing/documents, subjected to drawing/document submission/re-submission schedule as stipulated above, in case of any delay in submission/re-submission of Primary drawing/ documents, then same shall be reduced from the given delivery period. Delay in BHEL's comments/approval beyond 18 days shall also be considered for delay analysis.

For PG Test: Vendor to depute its service engineer for PG Test within 15 days from BHEL's intimation (for deputing service engineer) for such site activity.

For Mandatory Spares: Mandatory Spares to be delivered within 04 months from manufacturing clearance. Separate dispatch/ manufacturing clearance will be issued for Mandatory Spares.

16. PRE-QUALIFICATION REQUIREMENT: -

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

Bids of only those bidders shall be evaluated who meet the Technical pre-qualifying requirements (if applicable). Bidders to ensure that Third party/customer issued certificates being submitted as proof of PQR qualification should have verifiable details of document/certificate issuing authority such as name & designation of Issuing Authority and its organisation contact number and email Id etc. In case the same found not available, Purchaser has right to reject such document from evaluation.

"This item/Package/System falls under the list of items defined in Para 3 of Ministry of Finance guideline datedt.20-09-2016 (procurement of items related to public safety, health, critical security operations and equipments, etc) & hence criteria of prior experience/turnover shall be same for all the bidders including startup/MSME".

17. All other terms and conditions shall be as per GCC Rev 07 and Special Conditions of Rate Contract as per attached Annexure-IV. In the event of any contradiction in the terms and conditions mentioned, the order of preference shall be as mentioned in clause no 36 of GCTC of GCC (Rev.07).

18. Considering all the above open tender enquiry is floated in two parts (Part-I: Techno-Commercial Bid, Part-II: Price Bid) through e-procurement for entering into rate contract for the subject package, all the bids shall be treated conditional, subject to qualify PQR (technical) , & registration in PEM for subject package.

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

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

20. All corrigenda, addenda, amendments, time extensions, clarifications etc. to the tender will be hosted on BHEL websites only (www.bhelpem.com., www.bhel.com & <https://bhel.abcpurchase.com> under subject tender reference. Bidders are requested to visit our websites from time to time to keep themselves updated. **Bidders may go through the Sellers' manual & Help documents provided on E-Procurement Portal website & obtain required Digital Signature Certificate for participating in the subject Tender.**

21. Bidders to submit their offers strictly in line with the form available at e-procurement portal.

22. Inspection shall be done by BHEL/ END CUSTOMER/Third party Agency (finalized by BHEL).

23. This enquiry is subject to Conditions/ limits if any imposed in PMD / Vendor registration.

24. Foreign & indigenous bidders participating through open/limited tender will necessarily have to but class III DSCs issued by the certifying authorities in India. Basic procedure/ checklist is uploaded on www.bhel.com.

25. Non- registered bidder to submit the credentials required for Registration in BHEL PEM: -

"Online Registration Portal is operational in BHEL. Non-registered Vendors, who wish to apply for registration with BHEL-PEM, have to apply through Online Registration Portal available at www.bhelpem.com - vendor section - Online Supplier Registration. All credentials and/or documents duly signed and stamped related to registration has to be uploaded on the website and submit the application for registration. One set of hard

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copy of the filled-up SRF downloaded from Online Registration Portal duly signed and stamped has to be submitted."

26. Purchaser reserves the right to split up the scope of the tender enquiry and place the orders for different scope/items with different bidders and also increase or decrease the quantity.
27. In case of RA, revised RA guidelines AA:SSP:RA:03 issued on 26.09.2016 (uploaded on http://www.bhel.com/vender_registration/pdf/Guidelines%20for%20Reverse%20Auction-2016.pdf) shall be applicable.

28. BHEL reserves the right to go for Reverse Auction (RA) (Guidelines as available on www.bhel.com) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. Bidders to give their acceptance with the offer for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA.

Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit 'Process compliance form' (to the designated service provider) as well as 'Online sealed bid' in the Reverse Auction. Non-submission of 'Process compliance form' or 'Online sealed bid' by the agreed bidder(s) will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines for suspension of business dealings with suppliers/ contractors (as available on www.bhel.com).

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

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

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

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

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

IMPORTANT INSTRUCTION TO BIDDERS IN CASE OF REVERSE AUCTION

"The Bidders has to quote the Single Price (i.e. Total Cost to BHEL) in Reverse Auction. Price are to be inclusive of Packing & Forwarding charges, all the routine & type tests as per tender scope, Freight as applicable, including loading (if any). De-loading (if any) shall be done in line with NIT terms.

In case of RA, if bidder fail to submit the price break up within prescribed time limit then the prices submitted by bidder in his hard bid shall be reduced proportionately for ordering purpose.

29. Various Conditions, arrived after Reverse Auction, shall be treated as follows:

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

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

30. If any bidder has mentioned the term Not Applicable / Not required / Not Quoted in bidding form. The bidder needs to substantiate the same. If the same item will be required in future for the system same will be supplied free of cost.
31. L1 bidder will have to submit Bank Guarantee for each POs (irrespective of value) which will be placed under the Rate Contract finalised through this tender considering RC as original contract as per format mentioned in in GCC Rev 07.
32. Refer attached Annexure-III to NIT for prospective project list. Project list is indicative only, BHEL may ask for delivery anywhere in India for any of the projects added in the prospective project/existing project during RC period.
33. All other terms and conditions shall be as per GCC Rev 07 and Special Conditions of Rate Contract as per attached Annexure-IV. In the event of any contradiction in the terms and conditions mentioned, the order of preference shall be as per GCC (Rev07).

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

Sd/-

Sumeet Sahay
Dy Mgr/CMM
(Signature of official with Name & Designation)

Enclosure:

1. Enquiry Terms & Conditions.
2. Technical Specifications.
3. Technical PQR
4. SCC – Annexure-III to NIT.
5. Prospective Project List – Annexure-IV to NIT
6. Format for self-certification regarding local content – Annexure- V to NIT
7. Price Schedule - Annexure-I to NIT(to be filled in e-procurement portal only)
8. Cost of withdrawal sheet -Annexure-II to NIT(to be filled in e-procurement portal only)

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