



NOTICE INVITING TENDER

(Document No BHEL:TPT:NIT)



TENDER NO.: BHEL/PS/TPT/2020/1

NAME OF WORK:

Recovery of Specified Dues from Customers of
BHEL, on success fee basis

OCTOBER 29, 2020

BHARAT HEAVY ELECTRICALS LIMITED, NEW DELHI

NOTICE INVITING E-TENDER (NIT)
NOTE: BIDDER MAY DOWNLOAD FROM WEB SITES

<https://bhel.abcpocure.com>

To

Dear Sir/Madam

Sub: NOTICE INVITING E-TENDER

Sealed offers in two part bid system (National Competitive Bidding (NCB)) are invited from reputed & experienced bidders (meeting PRE QUALIFICATION CRITERIA as mentioned in Annexure-1) for the subject job by the undersigned on the behalf of BHARAT HEAVY ELECTRICALS LIMITED as per the tender document. Following points relevant to the tender may please be noted and complied with.

1. Salient Features of NIT

S. No	ISSUE	DESCRIPTION
i	TENDER NUMBER	BHEL/PS/TPT/2020/1
ii	BROAD SCOPE OF JOB	Recovery of Dues (as specified in Annexure-1 to the Volume I of the NIT) from Customers of BHEL, on success fee basis
iii	DETAILS OF TENDER DOCUMENT	
a	Volume-I	Conditions of Contract consisting of Scope of work, Specification, Procedures, Terms of payment, etc
B	Volume-II	Forms and Procedures
c	Volume-III	Price Schedule (Success Fee Percentage)
iv	ISSUE OF TENDER DOCUMENTS	Tender documents will be available for downloading from BHEL website (www.bhel.com) or e-procurement portal (https://bhel.abcpocure.com) as per schedule below: Start: 29/10/2020, Time: 1100 hrs Closes: 20/11/2020, Time: 1400 hrs Brief information of the tenders shall also be available at central public procurement portal. (https://eprocure.gov.in/epublish/app)
v	DUE DATE & TIME OF OFFER SUBMISSION	Date: 20/11/2020, Time: 1400 hrs Place: on https://bhel.abcpocure.com (Bidders shall submit both parts at the same time separately)
vi	OPENING OF TENDER (UNPRICED BID)	Date: 20/11/2020, Time: 1500 hrs Notes: (1) In case the due date of opening of tender becomes a non-working day, then the due date & time of offer submission and opening of tenders get extended to the next working day.

		<i>(2) Bidder may depute representative to witness the opening of tender. For e-Tender, Bidder may witness the opening of tender through e-Procurement portal only.</i>
vii	OPENING OF PRICE BID	<i>Shall be communicated accordingly to the Qualified Bidders</i>
vii	EMD AMOUNT	<i>NIL</i>
viii	COST OF TENDER	<i>Free</i>
ix	LAST DATE FOR SEEKING CLARIFICATION	By 05.11.2020 <i>Addressing to undersigned as per contact address given below;</i> Name: J.N. SAHAY Designation: Genl. Manager Deptt: PS-Mktg. (T&G) Address: BHEL-PS Mktg (T&G), 4th Floor, BHEL House, Asiad Building, Siri Fort Institutional Area, New Delhi -110049 Phone: (Landline) 011-66337803 Email : sahay@bhel.in
x	SCHEDULE OF PRE BID DISCUSSION (PBD)	09.11.2020 through Video Conferencing <i>(Link for the same shall be send to concerned separately)</i>
xi	INTEGRITY PACT & DETAILS OF INDEPENDENT EXTERNAL MONITOR (IEM)	<i>Please refer clause no. 20.1</i>
xii	LATEST UPDATES	Latest updates on the important dates, Amendments, Correspondences, Corrigenda, Clarifications, Changes, Errata, Modifications, Revisions, etc. to Tender Specifications will be hosted in BHEL webpage (www.bhel.com -->Tender Notifications →View Corrigendums), Central Public Procurement portal (https://eprocure.gov.in/epublish/app) & on e-tender portal (https://bhel.abcprocure.com) and not in the newspapers. Bidders to keep themselves updated with all such information.
xiii	Evaluation of currency for this tender shall be INR.	

- The offer shall be submitted as per the instructions of tender document and as detailed in this NIT. Bidders to note specifically that all pages of tender document, including these NIT pages of this particular tender together with subsequent correspondences shall be submitted by them, duly signed digitally using Class III DSC & uploaded in E-Procurement Portal, as part of offer. **Rates/Price including discounts/rebates, if any, mentioned anywhere/in any form in the techno-commercial offer other than the Price Bid, shall not be entertained.**
- Procedure for Submission of Tenders:** This is an E-tender floated online through our E-Procurement Site (<https://bhel.abcprocure.com>). The bidder should respond by submitting their offer online only in our e-Procurement platform at (<https://bhel.abcprocure.com>). Offers are invited in two-parts only.

Documents Comprising the e-Tender

The tender shall be submitted online ONLY as mentioned below:

a. Technical Tender (UNPRICED Tender)

All Technical details (e.g. Eligibility Criteria requested (as mentioned below)) should be attached in e-tendering module, failing which the tender stands invalid & may be REJECTED. Bidders shall furnish the following information along with technical tender (preferably in pdf format):

- i. Technical Bid (without indicating any prices).
- ii. Price bid format indicating zones for which Price bid has been submitted.

b. Price Bid:

- i. Prices are to be quoted in the attached Price Bid format online on e-tender portal.
- ii. The price should be quoted on percentage success fee basis, as indicated in the e-tender document.
Note: It is the responsibility of tenderer to go through the Tender document to ensure furnishing all required documents in addition to above, if any. Any deviation would result in REJECTION of tender and would not be considered at a later stage at any cost by BHEL.
- iii. A person signing (manually or digitally) the tender form or any documents forming part of the contract on behalf of another shall be deemed to warrantee that he has authority to bind such other persons and if, on enquiry, it appears that the persons so signing had no authority to do so, the purchaser may, without prejudice to other civil and criminal remedies, cancel the contract and hold the signatory liable for all cost and damages.
- iv. A tender, which does not fulfil any of the above requirements and/or gives evasive information/reply against any such requirement, shall be liable to be ignored and rejected.

DO NOTs

Bidders are requested NOT to submit the hard copy of the Bid. In case offer is sent through hard copy/fax/telex/cable/electronically in place of e-tender, the same shall not be considered. **Also, uploading of the price bid in prequalification bid or technical bid may RESULT IN REJECTION of the tender.**

Digital Signing of e-Tender

Tenders shall be uploaded with all relevant PDF/zip format. The relevant tender documents should be uploaded by an authorized person having Class 3- SHA2- 2048 BIT- SIGNING & ENCRYPTION digital signature certificate (DSC).

The Requirement:

- 1. A PC with Internet connectivity &
- 2. DSC (Digital Signature Certificate) (**Class 3- SHA2- 2048 BIT- SIGNING & ENCRYPTION**)

BHEL has finalized the e-procurement service Provider:-

M/s AbcProcure, Ahmedabad

A-202/208, Wall Street-II, Opp. Orient Club, Nr. Gujarat College,
Ellis Bridge, Ahmedabad-380006

Office Hours:**Monday to Friday - 10:00AM to 07:30PM (IST)****1st, 3rd & 5th Saturday - 10:00AM to 06:00PM (IST)****2nd & 4th Saturday – Holiday****Respective user can contact to below numbers or send mail to****bhel.support@abcprocure.com**

The contact details of the service provider are given below:

Name	Contact Nos.	e-mail ID	Role	Location
Mr. Pratik Patel	+91 (79)68136849 +91 92655 62819	Pratik.patel@eptl.in	Support Executive	HO – Ahmedabad
Mr. Nandan Valera	+91 (79)68136850	Nandan.v@eptl.in	Support Executive	HO – Ahmedabad
Mr. Nikhil Khilas		Nikhil@eptl.in	Support Executive	HO – Ahmedabad

The process of utilizing e-procurement necessitates usage of DSC (Digital Signature Certificate): (Class 3- SHA2- 2048 BIT- SIGNING & ENCRYPTION) and bidders are requested to procure the same immediately, if not presently available with them. Please note that only with DSC, you will be able to login the e-procurement secured site and take part in the tendering process.

The contact details of the DSC Certifying Authority as given below:

Sl. No.	Name	Website Link
1	GNFC	www.ncodesolutions.com
2	e-Mudhra	http://www.e-Mudhra.com
3	Safescrypt	www.safescrypt.com

Vendors are requested to go through seller manual available on <https://bhel.abcprocure.com>

- Deviation with respect to tender clauses and additional clauses/suggestions in Techno-commercial bid / Price bid shall NOT be considered by BHEL.
- BHEL reserves the right to accept or reject any or all Offers without assigning any reasons thereof. BHEL also reserves the right to cancel the Tender wholly or partly without assigning any reason thereof. Also BHEL shall not entertain any correspondence from bidders in this matter.
- Since the job shall be executed at customers' end, bidders may study the job content, facilities available etc before quoting for this tender. They may also consult this office before submitting their offers, for any clarifications regarding scope of work, facilities available at sites or on terms and conditions.

7. For any clarification on the tender document, the bidder may seek the same in writing or through e-mail and/or through e-procurement portal, as per specified format, within the scheduled date for seeking clarification, from the office of the undersigned. BHEL shall not be responsible for receipt of queries after due date of seeking clarification due to postal delay or any other delays. Any clarification / query received after last date for seeking clarification may not be normally entertained by BHEL and no time extension will be given.
8. BHEL may decide holding of pre-bid discussion [PBD] with all intending bidders as per date indicated in the NIT. The bidder shall ensure participation for the same at the appointed time, date and place as may be decided by BHEL. Bidders shall plan their visit accordingly. Clarifications emerging from the Pre-Bid Discussion (PBD) shall also form part of tender.
9. In the event of any conflict between requirement of any clause of this specification/ documents/drawings/data sheets etc. or requirements of different codes/standards specified, the same to be brought to the knowledge of BHEL in writing for clarification before due date of seeking clarification (whichever is applicable), otherwise, interpretation by BHEL shall prevail. Any typing error/missing pages/ other clerical errors in the tender documents, noticed must be pointed out before pre-bid meeting/submission of offer, else BHEL's interpretation shall prevail.
10. Unless specifically mentioned otherwise, bidder's quoted price shall be deemed to be in compliance with tender including PBD.
11. The Bidder has to satisfy the Pre-Qualifying Requirements stipulated for this Tender in order to be qualified. The Price Bids of only those bidders will be opened who will be qualified for the subject job on the basis of satisfying the Pre-Qualification Criteria specified in this NIT as per Annexure-I (as applicable), past performance etc. and date of opening of price bids shall be intimated to only such bidders. BHEL reserves the right not to consider offers of parties under HOLD.
12. In case BHEL decides on a 'Public Opening', the date & time of opening of the sealed PRICE BID shall be intimated to the qualified bidders and in such a case, bidder may depute one authorized representative to witness the price bid opening. BHEL reserves the right to open 'in-camera' the 'PRICE BID' of any or all Unsuccessful/Disqualified bidders under intimation to the respective bidders.
13. Validity of the offer shall be for six months from the latest due date of offer submission (including extension, if any) unless specified otherwise.
14. On submission of offer, further consideration will be subject to compliance to tender & qualifying requirement and customer's acceptance, as applicable.
15. In case the bidder is an "Indian Agent of Foreign Principals", 'Agency agreement has to be submitted along with Bid, detailing the role of the agent along with the terms of payment for agency commission in INR, along with supporting documents.
16. The bidders shall not enter into any undisclosed M.O.U. or any understanding amongst themselves with respect to tender.
17. The bidder shall submit documents in support of possession of 'Qualifying Requirements' duly self-certified and stamped by the authorized signatory, indexed and properly linked in the format for PQR. In case BHEL requires any other documents/proofs, these shall be submitted immediately.
18. The bidder may have to produce original document for verification if so decided by BHEL.
19. Guidelines/rules in respect of Suspension of Business dealings, Vendor evaluation format, Quality, Safety & HSE guidelines, Experience Certificate, etc. may undergo change from time to time and the latest one shall be followed. The abridged version of extant 'Guidelines for suspension of business dealings with suppliers/ contractors' is available on www.bhel.com on "supplier registration page".
20. The offers of the bidders who are on the banned/ hold list and also the offer of the bidders, who engage the services of the banned/ hold firms, shall be rejected. The list of banned/ hold firms is available on BHEL web site www.bhel.com.
 - 20.1. Integrity commitment, performance of the contract and punitive action thereof:

20.1.1. Commitment by BHEL:

BHEL commits to take all measures necessary to prevent corruption in connection with the tender Process and execution of the contract. BHEL will during the tender process treat all Bidder(s) in a transparent and fair manner, and with equity.

20.1.2. Commitment by Bidder/ Supplier/ Contractor:

- i. The bidder/ supplier/ contractor commit to take all measures to prevent corruption and will not directly or indirectly influence any decision or benefit which he is not legally entitled to nor will act or omit in any manner which tantamount to an offence punishable under any provision of the Indian Penal Code, 1860 or any other law in force in India.
- ii. The bidder/ supplier/ contractor will, when presenting his bid, disclose any and all payments he has made, and is committed to or intends to make to agents, brokers or any other intermediaries in connection with the award of the contract and shall adhere to relevant guidelines issued from time to time by Govt. of India/ BHEL.
- iii. The bidder/ supplier/ contractor will perform/ execute the contract as per the contract terms & conditions and will not default without any reasonable cause, which causes loss of business/ money/ reputation, to BHEL.

If any bidder/ supplier/ contractor during pre-tendering/ tendering/ post tendering/ award/ execution/ post-execution stage indulges in mal-practices, cheating, bribery, fraud or and other misconduct or formation of cartel so as to influence the bidding process or influence the prices or acts or omits in any manner which tantamount to an offence punishable under any provision of the Indian Penal Code, 1860 or any other law in force in India, then, action may be taken against such bidder/ supplier/ contractor as per extent guidelines of the company available on www.bhel.com and / or under applicable legal provisions.

21. Micro and Small Enterprises (MSE):

Any Bidder falling under MSE category, shall furnish the following details & submit documentary evidence/ Govt. Certificate etc. in support of the same along with their techno-commercial offer.

Type under MSE	SC/ST owned	Women owned	Others (excluding SC/ ST & Women Owned)
Micro			
Small			

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

- a) MSE suppliers can avail the intended benefits in respect of the procurements related to the Goods and Services only (Definition of Goods and Services as enumerated by Govt. of India vide Office Memorandum F. No. 21(8)/2011-MA dtd. 09/11/2016 office of AS & DC, MSME) only if they submit along with the offer, attested copies of either Udyam Registration Certificate or EM-II certificate having deemed validity (five years from the date of issue of acknowledgement in EM-II) or valid NSIC certificate or Udyog Aadhar Memorandum (UAM) & Acknowledgement or EM-II Certificate along with attested copy of a CA certificate (format enclosed as Annexure – 3) where deemed validity of EM-II certificate of five years has expired applicable for the relevant financial year (latest audited). Date to be reckoned for determining the deemed validity will be the last date of Technical Bid submission. Non submission of such documents will lead to consideration of their bids at par with other bidders. No benefits shall be applicable for this enquiry if the above required documents are not submitted before price bid opening. If the tender is to be submitted through e-

procurement portal, then the above required documents are to be uploaded on the portal. Documents should be notarized or attested by a Gazetted officer. Documents submitted by the bidder may be verified by BHEL for rendering the applicable benefits.

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

23. PREFERENCE TO MAKE IN INDIA:

For this procurement, the local content to categorize a supplier as a Class I local supplier/ Class II local Supplier/Non-Local Supplier and purchase preferences to Class I local supplier, is as defined I Public Procurement (Preference to Make in India), Order 2017 dated 16.09.2020 issued by DPIIT. In case of subsequent orders issued by the nodal ministry, changing the definition of local content for the items of the NIT, the same shall be applicable even if issued after issue of this NIT, but before opening of Part-II bids against this NIT.

24. 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.

25. Order of Precedence:

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

- a. Amendments/Clarifications/Corrigenda/Errata etc. issued in respect of the tender documents by BHEL
- b. Notice Inviting Tender (NIT)
- c. Price Bid
- d. Conditions of Contract — Volume-1
- e. Forms and Procedures — Volume-2

It may please be noted that guidelines/ circulars/ amendments/ govt. directives issued from time to time shall also be applicable.

for BHARAT HEAVY ELECTRICALS LTD
(PS Marketing)

Enclosure:

- (i) Annexure-1: Pre Qualifying Requirements.
- (ii) Volume-I: Conditions of Contract
- (iii) Volume-II: Forms and Procedures
- (iv) Volume-III: Price Bid

ANNEXURE - 1PRE QUALIFYING REQUIREMENTS (PQR)

JOB	Recovery of Dues (as specified in Annexure-1 to the Volume I of the NIT) from Customers of BHEL, on success fee basis
TENDER NO.	BHEL/PS/TPT/2020/1

SL NO	PRE QUALIFICATION CRITERIA
A	<u>TECHNICAL CRITERIA:</u> Bidder who wish to participate should have experience as follows:
A-1	Experience of having successfully completed at least one similar work of debt recovery during last 7 years (i.e. from 30.09.2013 to 30.09.2020) of value not less than Rs. 10 Cr. Note: (i) For the above criteria, actual value of debt recovery shall be considered. (ii) Value of work is to be updated as per procedure defined in explanatory notes sl. No. 3. (iii) 'Similar Works' means a work related to recovery of dues from an Industrial Customer of the client organization (which is operating in B2B industry) of the Bidder.
A-2	Bidder should have experience in conducting debt recovery for at least 5 (five) numbers of industries/organizations as mentioned below during last 7 years (i.e. from 30.09.2013 to 30.09.2020). Bidder should produce relevant documents like certificate of satisfactory performance/completion from their clients, along with the Work Orders for executed jobs, in support of above. Note: Industries/Organization above shall mean only the following: 1. Public Sector Undertakings (PSU) Organizations 2. Government Divisions 3. Private Sector Organizations: Process Industries/ Automobile/ Engineering/ Manufacturing/ Construction Organizations having Annual Turnover of not less than Rs. 500 Cr during any of the last 7 years. However, Sister Business Units/ Divisions of same Corporate sector shall not be considered as separate organizations.

B	<u>FINANCIAL CRITERIA:</u>
B-1	Bidder should have minimum average annual financial turnover of Rs. 10 Cr during the last 3 (three) years, ending on 31-03-2020 and earned profit in any 1 (one) year during last 3 (three) financial years ending on 31-03-2020 and have positive net worth as on 31-03-2020. Audited Balance Sheet and Profit & Loss Account for last 3 years, ending on 31-03-2020 shall be submitted in support of above. In case audited financial statements have not been submitted by the bidders for all three years indicated above then applicable audited statements submitted by the bidders against the requisite years will be averaged for 3 years. If financial statements are not required to be audited statutorily, then instead of audited financial statements, financial statements are required to be certified by Chartered Accountant.
B-2	<u>NET WORTH:</u> Net worth (only in case of companies) of the bidder should be positive. Note: Net worth shall be calculated based on the latest Audited Accounts, as furnished for 'B-1' above. Net worth = Paid up share capital + Reserves.
B-3	<u>PROFIT:</u> Bidder must have earned profit in any one of the three financial years as applicable in the last three financial years as furnished for 'B-1' above. Note: PROFIT shall be PBT earned during any one year of last three financial years as in 'B-1' above.
B-4	Bidder must not be under Bankruptcy Code Proceedings (IBC) by NCLT or under Liquidation/ BIFR, which will render him ineligible for participation in this tender and shall submit undertaking to this effect.
C	Bidder should have valid PAN and GSTIN. Relevant supporting documents should be submitted.
D	<u>PRICE BID OPENING:</u> <u>Note:</u> Price Bids of only those bidders shall be opened who stand qualified after compliance of criteria A to C
E	Consortium Bidding/JV can also participate in tender.

Explanatory Notes for Technical Criteria ('A-1'):

1. Completion date for achievement of the technical criteria should be in the last 7 years ending on the 'latest date of Bid Submission' of Tender irrespective of date of the start of work.
2. 'Executed' means the bidder should have achieved the technical criteria even if the contract has not been completed or closed.

3. For sl.no. 'A-1' above, Value of work is to be updated with indices for "All India Avg. Consumer Price index for industrial workers" and "Monthly Whole Sale Price Index for All Commodities" with base month as per last month of work execution and indexed up to three (3) months prior to the month of latest due date of bid submission as per following formula-

$$P = \left\{ R + 0.425 \times R \times \frac{(X_N - X_0)}{X_0} + 0.425 \times R \times \frac{(Y_N - Y_0)}{Y_0} \right\}$$

Where

P = Updated value of work

R = Value of executed work

X_N = All India Avg. Consumer Price index for industrial workers for three months prior to the month of latest due date of bid submission (e.g. If latest bid submission date is 02-Mar-17, then bid submission month shall be reckoned as March'17 and index for Dec'2016 shall be considered).

X_0 = All India Avg. Consumer Price index for industrial workers for last month of work execution

Y_N = Monthly Whole Sale Price Index for All Commodities for three months prior to the month of latest due date of bid submission (e.g. If latest bid submission date is 02-Mar-17, then bid submission month shall be reckoned as March'17 and index for Dec'2016 shall be considered).

Y_0 = Monthly Whole Sale Price Index for All Commodities for last month of work execution.

BIDDER SHALL SUBMIT ABOVE PRE-QUALIFICATION CRITERIA FORMAT, DULY FILLED-IN, SPECIFYING RESPECTIVE ANNEXURE NUMBER AGAINST EACH CRITERIA AND FURNISH RELEVANT DOCUMENT INCLUSIVE OF WORK ORDER AND WORK COMPLETION CERTIFICATE ETC IN THE RESPECTIVE ANNEXURES IN THEIR OFFER.

Credentials submitted by the bidder against "PRE QUALIFYING CRITERIAS" shall be verified for its authenticity. In case, any credential (s) is/are found unauthentic, offer of the bidder is liable to the rejection. BHEL reserves the right to initiate any further action as per extant guidelines for Suspension of Business Dealings.