



PRE - QUALIFYING REQUIREMENTS

DOCUMENT NO: PE-TS-421-000-M054

REVISION NO: 00 DATE: 14.05.2019

SHEET: 1 of 3

Project: 2X660MW MAITREE STPP

Package: Thermal Insulation- Ancillary Material

CRITERIA FOR EVALUATION (TECHNICAL / FINANCIAL):

1. Technical Pre-Qualifying Requirements:

1.1 The bidder should have supplied Thermal insulation - Ancillary Material (E.g. Wire, Strap, Bands, Sealing compound, Ceramic fiber paper, Screws, Rivets, Bolts & nuts, Toggle clips) for application of thermal insulation on pipe and equipment in a power plant or for similar application.

1.2 The item(s) supplied should have performed successfully in similar installations for atleast one year. To establish meeting this requirement, the bidder shall conform to any one of the following clauses:

- (i) Execution of two purchase orders for different End-users with the item(s) performing successfully for one (1) year from date of commissioning to date of bid submission as defined in Notice Inviting Tender (NIT) by BHEL. Different projects of a customer shall be considered as different End-users.
- (ii) Minimum one (1) repeat contract from two (2) different Purchasers (i.e. 2 Nos of Purchase orders from each purchaser). A contract shall be considered as repeat, when the second contract is given by the same purchaser after lapse of minimum one (1) year from purchase order date of first contract.
- (iii) Execution of one (1) purchase order as per sl. no. (i) above from one End-user and one (1) repeat contract from another Purchaser as per sl. No. (ii) above.
- (iv) Three (3) repeat contracts from one (1) Purchaser. Second and third repeat contract shall be after lapse of minimum one (1) & two (2) years respectively from purchase order date of first contract.

1.3 The bidder to furnish the following documents, as applicable, in support of the above:

- a) For point 1.2(i): Performance certificates from End-user (duly signed & dated) specifying that the product is performing successfully for one (1) year from date of commissioning along with correlated purchase order(s).
- b) For point 1.2 (ii) & (iv): Purchase order(s).

1.4 To establish business continuity, bidder to submit minimum two (2) Purchase order for item(s) as specified in points 1.1 in last 3 (three) years prior to the date of bid submission defined in NIT by BHEL-PEM.

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2.0 Bidder to also comply with general points mentioned below.

2.1 Offers of the JV companies/ Joint Bidders/ bidders having collaboration/ licensing agreement/ MOU/ Indian subsidiaries shall be evaluated as follows:

- a) If bidder happens to be an Indian subsidiaries of foreign OEM, then the credentials of the foreign OEM can also be considered for meeting PQR.
- b) If bidder happens to be the Joint Venture Company, then the credentials of any of JV partners can be also considered for meeting PQR.
- c) If bidder happens to be the having valid collaboration agreement/ MOU/ licensing agreement with some other company, then the credentials of collaborator/ MOU partner/ licensing company can also be considered for meeting PQR.
- d) Supply of material through requisite tie-up with specified manufacturing unit(s) shall also be acceptable. In such cases, tied up manufacturing unit(s) shall be binding for the contract and bidder shall meet PQR pertaining to all manufacturing units individually. Manufacturing units quoting through such tie-up shall not be eligible to quote separately or through any other tie-up.

Manufacturing units, which have tie-up with parties quoting to BHEL, shall not be qualified for separately quoting to BHEL.

Note: If bidder(s) qualifies on the basis of credentials of his principal/ JV partner/ Collaborator/ joint bidder etc., then the principal/ JV partner/ Collaborator/ MOU partner/ joint bidder shall be responsible for overall design vetting and warranty/ guarantee of the package. The scope matrix clearly defining their respective roles including design vetting, manufacturing of critical component, E&C etc. and warranty/ guarantee shall be submitted along with the offer.

2.2 Bidder to note that the arrangement of bidding (joint bid partners/ collaborator/ MOU partner/ licensing company etc.) once offered to BHEL as a part of bidding documents cannot be changed till the execution of contract(s).

2.3 Consideration of offer shall be subject to customer's approval of bidders, if applicable.

2.4 Bidder to submit all supporting documents in English. If documents submitted by bidder are in language other than English, a self-attested English translated document should also be submitted.

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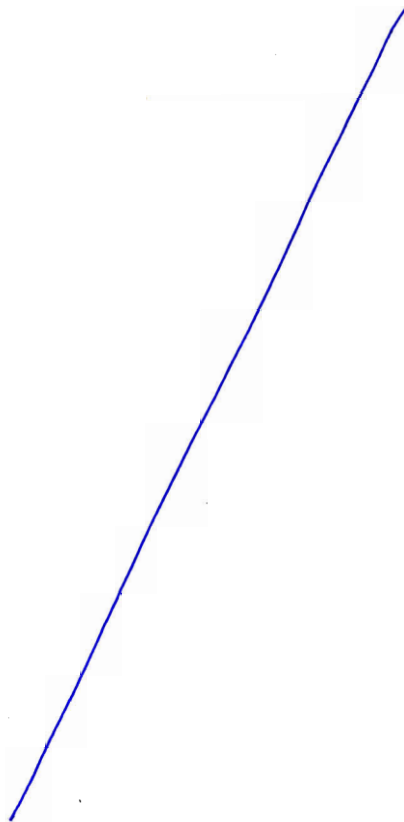
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- 2.5 Notwithstanding anything stated above, BHEL reserves the right to assess the capabilities and capacity of the bidder/collaborators to perform the contract, should the circumstances warrant such assessment in the overall interest of BHEL.
- 2.6 After satisfactory fulfillment of all the above criteria/ requirement, offer shall be considered for further evaluation as per NIT and all the other terms of the tender.



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