



**Bharat Heavy Electricals Ltd.,**  
(A Government of India undertaking)

Ph: 080 - 26989606  
Mob: +919986007678

**Electronics Division**

PB No.2606, Mysore road, Bengaluru 560026

**Tender document for the registration of Medicines manufacturers along with  
Pricelist**

**Tender Reference No: CE-MM-CPD/MED-LRC-PL2/2017-19, dated 02.03.2017**

**Tender Due Date: 24.03.2017**

Price Lists are invited from the reputed manufacturers of Medicines / Drugs, who have registered under Karnataka Drug Act / All India Drug Act (valid) for the supply of ethical branded medicines, for BHEL-EDN, Bengaluru.

Medicines / Drugs manufacturers are required to go through the General Terms & Conditions carefully and submit their price list covering all the points (very clear and readable). Any order resulting from this enquiry shall be governed by the general terms and conditions listed below.

**General Terms and Conditions:**

1. **SCOPE OF SUPPLY:** Medicines / Drugs manufactured by reputed firms are to be supplied to BHEL - EDN, Mysore road, Bengaluru on agreed price list basis.
2. **DURATION OF THE PRICE LIST VALIDITY:** The Price list should be valid for a period of Two Years from the date of entering into agreement to supply. The agreement may be extended further, up to 6 months with mutual agreement, if required.
3. **VALIDITY OF PRICE LIST:** The price list and certificate stating the validity period of the current price list on the letter head of the company being submitted for bulk supply of medicines, should have each page duly signed and stamped by the authorized signatory of the company with company seal
4. **ELIGIBILITY TO SUBMIT PRICE LIST:** Medicine/Drugs manufacturers fulfilling the following requirements are only eligible to submit price list and copies of these documents should be submitted along with the price list.
  - a. Medicines / Drugs manufacturer should furnish the copy of valid 'Licence to manufacture', issued by the competent authority.
  - b. Should be registered under valid Karnataka Drug Act / All India Drug Act.
  - c. Should have Registration No., under Karnataka/Central sales Tax act.
  - d. Should have Telephone / Fax / Mobile No / email address.
  - e. The pack size and pack size rates should be specifically mentioned and adhered to while supplying the medicines / drugs.
  - f. The medicines manufacturer should have a valid licence as on the date of price list opening, issued by the Drug Controlling Authority or the state Drug authority.
  - g. Manufacturer should be committed to supply the medicines/drugs to BHEL as per price list, once the order is placed.
5. **QUOTATION (Price list):**
  - a. Medicines/Drugs manufacturers should submit their (brand wise) list of medicines/drugs which they are authorized to sell and intent to supply under this rate contract indicated in the "PRICE LIST FORMAT" (page 5) giving the following details.
    - I. **Name of the product:** Brand name of the product.
    - II. **Composition:** Chemical composition.



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- III. **Type:** Bottle / Strip / Vial / Blister etc
- IV. **Pack:** Quantity per type (eg: per strip of 10s, per bottle, vial etc.,)
- V. **Institutional / Hospital rate:** This is the rate at which the medicines/drugs are to be supplied to BHEL. This rate should be defined in terms of percentage of MRP and as MRP changes Institutional price will also change proportionately. However, the percentage of discount shall be maintained irrespective of upward / downward revision of prices during the rate contract period.
- VI. **MRP rate:** This is the Maximum Retail Price indicated on bottles / strips / packets etc.
- VII. Please indicate the applicable VAT % in your offer.
- b. All the commercial Terms & Conditions indicated in the page 7 to be complied within the same format.
- c. Following documents are also to be submitted along with the price list.
- If the order is required to be placed on your authorized dealer/ distributors/stockiest, the same should be mentioned with full address and contact details. As per table III on Page 6.
  - Authority letter from the principal company, in case dealer is authorized to supply the medicines on their principals' behalf.
  - Copy of Drug License under FDC for retailing drugs.
  - Copy of Registration No., under Karnataka Sales Tax Act, of the firm on whom the order to be placed.
  - Undertaking to replace defective/expired medicines if any, at the cost of suppliers as per terms and conditions.
  - Medicines supplied should have a minimum of 60% of shelf life or one year shelf life before the date of expiry, whichever is more should be ensured.
6. **PRICE LIST:**
- Quotation with Price list and other documents shall be submitted super scribed with Tender ref: **CE-MM-CPD/MED-LRC-PL2/2017-19 dated 02.03.2017** and **DUE DATE 24.03.2017** on it and the same must reach our office on or before the due date by **13:00 hrs** in person or by Courier.
  - Quotation can also be dropped in the respective day (as per due date) tender box (Monday-Box No.4 / Wednesday- Box No.6 / Friday- Box No.8) kept at reception area with caption "CE, SC&PV, DEFENCE".
  - Courier / Price List with a covering letter shall be addressed to:  
**Senior Engineer / CE-MM-CPD**  
**Electronics Division,**  
**Bharat Heavy Electricals Limited,**  
**Mysore Road, Bengaluru 560026**
- Contact: Mr Rajesh Kumar**  
**Phone No. 080-26989606**  
**Mobile No. 9986007678**
- Alternate Contact: Mr Pradeep Kumar L S**  
**Phone No. 080-26998414**  
**Mobile No. 9449869637**



7. **FIRM PRICE:** Institutional Price agreed to supply to BHEL is dependent on MRP, prevailing at the time of supply. Whenever, there is a downward/upward revision of the MRP, the same should be brought to the notice of BHEL and copy of the same should be furnished.  
Upward revision of rates in local rate contract may be permitted maximum two times during the contract period. However any downward revision in price has to be passed on to BHEL by the vendor. The percentage of discount shall be maintained irrespective of upward / downward revision of prices during the rate contract period.
8. **LETTER OF INTENT/PURCHASE ORDER:**
- Letter of Intent (LOI) will be issued to Qualified and accepted medicines manufacturer.
  - Separate Purchase orders will be released as per the agreed prices, Terms & Conditions as and when required. Delivery has to be made within 15 days from the date of purchase order.
  - In case of medicines required for serious patients, emergency supply will have to be made immediately / round the clock.
  - For any clarification, suppliers may consult Medical Superintendent, Occupation Health Centre, BHEL - EDN, Bengaluru, Ph., No: 26998202
9. **EXPIRY DATE /SHELF LIFE:**
- Medicines supplied should have a minimum 60% shelf life or one year of shelf life on the date of supply, whichever is more is applicable.
  - Un-utilized medicines which are due to expire in the next one month period will be returned back to the suppliers. Suppliers have to make free replacement within a reasonable time or refund the equivalent amount paid to them.
  - In case of supply of medicines / drugs not manufactured in India, the sole distributors / marketing agents in India are required to submit the Lab. Analytical Test report of the country of origin along with the certificate duly attested by the Drug Controller of India / State Drug Controller / licensing Authority regarding its permissibility and safe uses in India.
  - Labels of all containers, cartons, wrappers, vials, strips etc. should be marked in block letters "BHEL SUPPLY NOT FOR SALE" with the indelible ink in RED COLOUR to the extent possible.
10. **TERMS OF DELIVERY:** Materials shall be delivered at Occupational Health Center, Electronics Division, BHEL, Mysore road Bengaluru 560026, on door delivery basis inclusive of packing & forwarding charges.
11. **BHEL's PENALTY CLAUSE:** Delay in delivery as per PO delivery date will result in penalty of 0.5 % per week subject to maximum of 10% on the value of the items not supplier/delayed.
12. **TERMS OF PAYMENT:** 100% payment will be made with 45 days credit from the date of receipt & acceptance of medicines at EDN/BHEL.  
All payments shall be made through Electronic Fund Transfer (EFT) only. Suppliers have to submit the EFT format duly signed by their operating bank along with a copy of cancelled blank cheque leaf.
13. BHEL reserves the right to accept or reject the price list without assigning any reason or cause thereof. Price list received are subject to and governed by all these terms and conditions. BHEL's decision will be final in awarding of the contract and binding.



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**14. POST ORDER REQUISITS:**

- a) Only the ordered brands of medicines / drugs are to be supplied and are subject to regulation issued by the Drug Controller of India from time to time.
  - b) Medicines shall be dispatched in proper packed condition. Any rejection due to poor packing shall be to supplier's account.
  - c) Any rejection of medicines should be made good or replaced immediately.
  - d) Original invoice (2 copies) to be submitted to purchase section of **CE-MM-CPD/ Occupational Health Centre** for arranging payment.
  - e) Supplier will have to certify on the bills that the rates charged are institutional prices and are as per the drugs manufacturing company's printed price list.
15. Any dispute arising out of this shall be referred to the sole arbitration of Head of Materials Management, CE-MM, EDN/BHEL, Bengaluru or any other officer nominated by him and his decision shall be final and binding on the parties. The venue of the arbitration in all cases shall be Bengaluru.
16. All suits in respect of this, lie in the court of Bengaluru only.
17. **SOFT COPY:** Alphabetically sorted medicines Pricelist in Pdf and Excel form with their Institutional price and MRP as indicated below to be submitted in soft form without fail, in CD / pen drive/Email along with the hard copy of your offer.



**I. PRICE LIST FORMAT**

Sl No	Name of the product	Composition	Type	Pack	MRP rate	Institutional/ Hospital rate % on MRP	KVAT/CST %	Remarks
	I	II	III	IV	V	VI	VII	VIII

- I. **Name of the product:** Brand name of the product.
- II. **Composition:** Chemical composition.
- III. **Type:** Bottle / Strip / Vial / Blister etc
- IV. **Pack:** Quantity per type (eg: per strip of 10s, per bottle, vial etc.,)
- V. **MRP rate:** This is the Maximum Retail Price indicated on bottles / strips / packets etc.
- VI. **Institutional / Hospital rate:** This is the rate at which the medicines/drugs are to be supplied to BHEL. This rate should be defined in terms of percentage of MRP and as MRP changes Institutional price will also change proportionately. However, the percentage of discount shall be maintained irrespective of upward / downward revision of prices during the rate contract period.
- VII. Please indicate the applicable KVAT/CST % in your offer.



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**II. CONTACT ADDRESS**

Contact Person Name	
Email ID	
Mobile / Telephone Number	
Fax Number	

**III. CONTACT ADDRESS OF AUTHORIZED DEALERS - WITHIN BEGALURU, IF ANY**

Dealers Name	
Contact Person's Name	
Email ID	
Mobile / Telephone Number	
Fax Number	



**IV BHEL COMMERCIAL TERM AND CONDITIONS**

Sl. No.	Particulars	Bidder's confirmation
1	KVAT/CST applicable : If applicable indicate %	Applicable / Not applicable (a) VAT____% (b) CST____%
2	Payment terms: (a) 100% within 45 days from the date of receipt & acceptance through EFT. (b) Deviation if any please specify	(a) Acceptable / Not acceptable (b)
3	Delivery period: 15 days from the date of PO. (b) Deviation if any please specify	(a) Acceptable / Not acceptable (b)
4	BHEL's penalty clause: (a) Delay in delivery as per PO delivery date will result in penalty of 0.5 % per week subject to maximum of 10% on the value of the items not supplier/delayed. (b) Deviation if any please specify	(a) Acceptable / Not acceptable (b)
4	Terms of delivery: (a)Ex EDN / BHEL, Bengaluru (Free delivery to EDN/BHEL Bengaluru including packing & forwarding charges) (b)Deviation if any please specify	(a) Acceptable / Not acceptable (b)
5	Expiry date: (a) Medicines supplied should have a minimum 60% shelf life on the date of supply or one year of life before the expiry, whichever is more, is applicable. (b) Deviation if any please specify	(a) Acceptable / Not acceptable (b)
6	Shelf life: (a) Un-utilized medicines which are due to expire in the next one month period will be returned back to the suppliers. Suppliers have to make free replacement. (b) Deviation if any please specify	(a)Acceptable / Not acceptable (b)
7	Validity of Price List should be two years from the date of Entering into contract	Acceptable / Not acceptable

Signature of Vendor with stamp



**V. ELIGIBILITY TO SUBMIT PRICE LIST**

Sl.	Description	If yes, furnish details
1	Medicines / Drugs manufacturer should furnish the copy of valid 'Licence to manufacture', issued by the competent authority.	
2	Medicine/Drugs manufacturer Should be registered under valid Karnataka Drug Act / All India Drug Act.	
3	Medicine/Drugs manufacturer Should have Registration No., under Karnataka/Central sales Tax act.	
4	Medicine/Drugs manufacturer Should have Telephone / Fax / Mobile No / email address.	
4	The pack size and pack size rates should be specifically mentioned and adhered to while supplying the medicines / drugs.	
5	The medicines manufacturer should have a valid licence as on the date of price list opening, issued by the Drug Controlling Authority or the state Drug authority.	
6	Manufacturer should be committed to supply the medicines/drugs to BHEL as per price list, once the order is placed.	

**Note: The documentary proof shall be furnished for verification.**



**V. DOCUMENTS TO BE SUBMITTED ALONG WITH PRICE LIST**

Sl.	Description	Document Submitted
1	If the order is required to be placed on your authorized dealer/ distributors/stockiest, the same should be mentioned with full address and contact details.	YES / NO / NA
2	Authority letter from the principal company, in case dealer is authorized to supply the medicines on their principals' behalf.	YES / NO / NA
3	Copy of Drug License under FDC for retailing drugs.	YES / NO
4	Copy of Registration No., under Karnataka Sales Tax Act, of the firm on whom the order to be placed.	YES / NO
5	Undertaking to replace defective/expired medicines if any, at the cost of suppliers as per terms and conditions.	YES / NO
6	Medicines supplied should have a minimum of 60% of shelf life or one year shelf life before the date of expiry, whichever is more should be ensured.	YES / NO
7	<b><u>SOFT COPY:</u></b> Alphabetically sorted medicines Pricelist in Pdf and Excel form with their Institutional price and MRP as indicated below to be submitted in soft form without fail, in CD / pen drive / Email along with the hard copy of your offer.	YES / NO