



PRE - QUALIFYING REQUIREMENTS

DOCUMENT NO: PE-TS-412-000-M053

REVISION NO: 00, DATE: 07.08.2020

SHEET: 1 of 3

Enquiry No. (To be filled by PG):

Project: 2X660MW ENNORE SEZ STPP

Package: Thermal Insulation - Bonded Mineral (Rock) Wool Mattresses

CRITERIA FOR EVALUATION (TECHNICAL / FINANCIAL):

1. Technical Pre-Qualifying Requirements:

- 1.1 The bidder (including cases as defined in clause no. 2.1 below) should have designed, in-house manufactured, tested, inspected and supplied thermal insulation - Bonded mineral (rock) wool mattresses for use in a power plant or for similar application.

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.

Bidder to provide authorization letter from manufacturing units along with scope matrix in support of such Tie-up.

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

- 1.2 The item(s) mentioned in point 1.1 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 the date of bid submission as defined by BHEL-PEM in NIT. 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 supply completion 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 supply completion of first contract.



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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), Material dispatch clearance certificate (MDCC)/ Material receipt certificate (MRC)/Lorry receipt (LR)/ Supply invoice.

1.4 In addition to above, bidder or its tied up manufacturing units should have the following facilities:

- a) In-house capability of manufacturing thermal insulation - Bonded mineral (rock) wool mattresses of minimum 250 MT per month.
- b) In-house testing facilities for carrying out tests as per relevant standards & Quality plan. In case, the in-house testing facilities are not available, then bidder shall furnish undertaking that test(s) will be carried out from govt. approved lab or test house recognized by reputed customers.

Bidder to submit supporting documents (Certificate indicating capacity and details/undertaking of manufacturing & testing facilities) for point (a) & (b) above.

1.5 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 by BHEL-PEM.

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.

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



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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.

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 fulfilment of all the above criteria/ requirement, offer shall be considered for further evaluation as per NIT and all the other terms of the tender.

2.7 Bidder 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 organization contact number and email-id etc. In case the same found not available, purchaser has right to reject such document from evaluation.