

### Annexure -A for Staggered Ordering Quantity

Sl. No.	Material	Material Description	Unit of Measurement	Total Enquiry Qty	1st ordering lot (25%)	2nd ordering lot (25%)	3rd ordering lot (50%)	First & Second Lot's quantity distribution				Third Lot's quantity distribution			
								40%	30%	20%	10%	40%	30%	20%	10%
								L1	L2	L3	L4	L1	L2	L3	L4
1	963530760000	CHAIN 1-1/2" PITCH	M	4000	1000	1000	2000	400	300	200	100	800	600	400	200
2	963530720000	TRAVERSE CHAIN 2" PITCH 3/380	M	30000	7500	7500	15000	3000	2250	1500	750	6000	4500	3000	1500
3	963530750000	CHAIN 3/4" PITCH	M	20000	5000	5000	10000	2000	1500	1000	500	4000	3000	2000	1000
4	963530790000	CONNECTOR.LINK 1-1/2" PITCH	NO	1000	250	250	500	100	75	50	25	200	150	100	50
5	963530730000	CONNECTOR LINK - 2" PITCH	NO	3000	750	750	1500	300	225	150	75	600	450	300	150
6	963530770000	CONNECTOR LINK 3/4" PITCH	NO	3000	750	750	1500	300	225	150	75	600	450	300	150
7	963530800000	OFFSET LINK 1-1/2" PITCH	NO	1000	250	250	500	100	75	50	25	200	150	100	50
8	963530740000	OFFSET LINK 2" PITCH	NO	1000	250	250	500	100	75	50	25	200	150	100	50
9	963530780000	OFFSET LINK 3/4" PITCH	NO	3000	750	750	1500	300	225	150	75	600	450	300	150
10	963534360000	DRAG CHAIN L=4300 MM	NO	30	8	8	14	3	3	1	1	6	4	3	1

- Note: 1) First lot delivery due date will be 2 months from the date of PO**  
**Note: 2) Second lot delivery due date will be 4 months from the date of PO**  
**Note: 3) Third lot delivery due date will be 8 months from the date of PO**



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## **SPECIAL TERMS AND CONDITIONS AND SCOPE OF SUPPLY**

Refer enquiry EN-SSB1242 for procurement of Chain Link BHEL. Kindly send your competitive offer immediately for our consideration. The due date of tender is extended up to 25-04-15 and will be opened on **25.04.2015 at 14.30 IST.**

**The following special terms and conditions and scope of supply will be applicable to this enquiry:**

Kindly go through the enclosed technical specifications:

- technical specifications - TSB026/07, TSB055/02, TSB039/03

Submit your competitive offer in duplicate indicating compliance for each point of the specification with a validity of **18 months** for ordering. The tender should be submitted in two parts i.e. Technical cum commercial bid in separate sealed cover and Price bid in another cover separately. After technical conformance the price bid will be opened.

1. Your offer shall be supported by relevant technical documents like Quality plans, catalogues, leaflet, General arrangement drawings etc... for technical evaluation and for getting customer approvals.
2. Quote your rates on FIRM PRICE basis. Your offer/Quoted price should be valid for a minimum **18 months**.
3. The prices shall be quoted per unit basis for each item. The vendors should quote prices as below:

**Indigenous vendors: FOR-BHEL-Trichy**

**Foreign Vendors: FOB Nearest AIR/SEA Port for each item.**

4. Only Manufacturers are eligible to participate in this bid. Traders & Dealers are not eligible to participate in this bid. If authorized dealer of a manufacturer is participating in the bid, their offer will be considered only if they furnish the mutually signed Agency Agreement.
5. Technical specification is enclosed for which, confirmation shall be given to all points. Deviations if any shall be indicated in a separate sheet.
6. Kindly quote for enclosed specification or equivalent that meets SPECIFICATION AND DRAWINGS (copy attached).
7. The quantity indicated in the enquiry is based on our last year (2013-14) consumption. Quantity in this tender would be ordered at once with a staggered delivery period (Kindly refer annexure A).
8. Prices shall be firm till entire execution of the Purchase Order. ie Price variation clause or Rate revision is not acceptable.
9. Supplier's has to submit test reports for each serial no's as per our specification to be done for each item separately.
10. The vendor should support the technical suitability with load test certificate as per drawings.
11. Terms of Payment:

For Indigenous Suppliers: BHEL payment terms is 100% after 45 days on satisfactory receipts and acceptance of material at BHEL stores. LC/Advance Payment will not be operated for indigenous vendors. Offers of indigenous vendors with payment terms as LC/Advance Payment from Indigenous vendors are liable for rejection.

12. For Import Suppliers: BHEL Payment terms is 100% payment on CAD basis after 45 days from the date of receipt of documents, specified in PO at BHEL Bank. Respective bank charges to respective account. In the case of Usance LCs



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the loading will be considered @ 1.5% on the offered value. For LC at sight, the loading will be considered @ 3.5% on the offered value. Normally, CAD at sight and confirmed LCs are liable for rejection.

13. One copy of Test certificates/non-negotiable documents shall accompany the dispatches. Supplier should upload the soft copy of all Test Certificates in BHEL website <http://vis.bheltry.co.in/vis/index.jsp> at Vendor information system tab.
14. Delivery schedule shall be strictly as per BHEL requirements only, which is indicated in the Enquiry / Purchase Order sheet that will be issued.
15. LD clause : In case of delay in delivery, beyond the end delivery dates given in the Purchase Order sheet, Liquidated Damage clause will be applicable at the rate of 0.5 % of the total order value per week or part there of subject to a maximum of 10% of the total order value. For staggered delivery schedule, LD shall be 0.5% of the undelivered portion per week of the delay or part there of subject to a maximum of 10% of the total order value.
16. The delivery of the item shall be strictly as per BHEL's enquiry/ Purchase orders. In case of urgency, the delivery period have to be altered to meet BHEL's production plan.
17. Confirmation for compliance is to be given in the offer for all the conditions mentioned in the Technical and commercial conditions
18. BHEL will counter-offer with vendors other than L1, in order to have broader vendor base for ensuring delivery within time. The negotiated L1 price will be counter offered to other vendors for acceptance and the loading pattern would be as indicated below. Counter offer is restricted to maximum of 03 vendors excluding L1 vendor.
  - (i) If one vendor alone accepting the counter offer rates, loading shall be 60:40 on L1:L2.
  - (ii) If L2 & L3 vendors are accepting the counter offer rates, loading shall be 50:30:20 on L1:L2:L3.
  - (iii) If L2, L3 & L4 vendors are accepting the counter offer rates, loading shall be 40:30:20 :10 on L1:L2:L3:L4.

**Highest rate bidder (H1) will not be considered for this tender. In case any bidder does not accept counter offer may be extended to other bidders.**

19. The Clause: Special provisions for Micro and small enterprises (MSE) will be followed - according to gazette notification issued by Ministry of Micro, Small and Medium enterprises and corp MM circular no. 17 dtd 24.08.2013.
20. Arrival of L1 vendor in each category will be based only on the landed price at BHEL Trichy for the quoted items.
21. Every dispatch of material shall accompany the packing list, detailing the Numbers of items. An advance Copy of dispatch details shall be furnished to purchase/Valves/BHEL/Tiruchy-14.
22. The materials are to be dispatched with proper packing and binding as mentioned in the packing specifications.
23. BHEL will decide to finalize the tender either through **price bid open** or **through Reverse Auction route**. A typical copy of "Business Rules and Conditions" of Reverse Auction is enclosed herewith for information and reference.

## **GENERAL TERMS AND CONDITIONS OF Reverse Auction:-**

Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL may resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE BIDDING ON INTERNET.

- a. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
- b. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.



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- c. BHEL will inform the vendor in writing in case of reverse auction, the details of Service Provider to enable them to contact & get trained.
- d. Business rules like event date, time, and Start price, bid decrement, extensions etc. also will be communicated through service provider for compliance.
- e. Vendors have to fax the Compliance form in the prescribed format (provided by Service provider) before start of Reverse auction. Without this, the vendor will not be eligible to participate in the event.
- f. BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at "Total Cost to BHEL" like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the vendor to enable them to fill-in the price and keep it ready for keying in during the Auction.
- g. Reverse auction will be conducted on scheduled date & time.
- h. At the end of Reverse Auction event, the lowest bidder value will be known on the network.
- i. The lowest bidder has to Fax the duly signed Filled-in prescribed format as provided on case-to-case basis to BHEL through Service provider within 24 hours of Auction without fail.
- j. Any variation between the on-line bid value and the signed document will be considered as sabotaging the tender process and will invite disqualification of vendor to conduct business with BHEL as per prevailing procedure.

#### 24. The offers are invited in two parts:

- a. **Techno commercial bid covering Specification, Delivery conditions, acceptance of all our commercial conditions and a copy of unpriced price bid. (Please submit a separate envelope super scribing the enquiry no for techno commercial bid). Those vendors who are covered in the existing MOU have to submit only the compliance letter to the technical MOU specifications and acceptance to the enquiry commercial conditions).**
- b. **Price bid covering only unit price each case. (Please submit a separate envelope super scribing the enquiry no for price bid. The Techno Commercial bid will be opened first. The price bids of technically suitable vendors only will be opened with prior intimation.**

#### 25. To those vendors who are not in BHEL Product Material Directory (PMD), the following additional conditions are applicable :

- a. The vendors should submit the offers along with duly filled in vendor registration forms which can be down loaded from our website [www.bhel.com](http://www.bhel.com). Vendors should also apply through the web and furnish the reference no in the hard copy also. Offer without the above forms & the relevant supporting documents will not be considered for technical evaluation. Incomplete information for registration will be out rightly rejected without any further notice for this tender as it will lead to time loss in the contract finalization.
- b. **For indigenous sources**, BHEL team shall visit the vendor works and assess to enlist them in our vendor directory and then their offer will be technically evaluated.
- c. **The import sources** will be enlisted in our vendor directory based on evaluation by Supplier Registration Form (SRF) and D & B (M/s DUN & Bradstreet) statement and then their offer will be technically evaluated.
- d. The vendor should submit credentials of supplying their products and their functioning for a minimum of three years to two power plants of 250 MW and above (or) other industries.



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- e. The vendor should also submit credentials of supplying their products to other similar soot blower manufacturers.
- g. The vendor should support the technical suitability with test certificates as per drawing.
26. If the supply is short, the extra cost to BHEL in replenishing the short fall will be debited to the vendor.
27. Along with the offer (Technical/Commercial bid and price bid in two separate sealed covers) you are requested to indicate from whom you are going to source the raw material and the raw material test certificate has to be produced.
28. The tenders may be dropped in the tender box available at " Building-24, BHEL-Trichy-14".
29. In addition to all the above conditions, BHEL general terms & conditions given as a separate annexure shall also be applicable to the extent they are not superseded by the above conditions.
30. Non-adherence to these special conditions of enquiry and BHEL's general terms and conditions may lead to disqualification of offer.
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