



BHARAT HEAVY ELECTRICALS LIMITED

(A Government of India Undertaking)
HIGH PRESSURE BOILER PLANT
PURCHASE DEPARTMENT - FOSSIL BOILERS
THIRUCHIRAPALLI - 620014
TAMILNADU (INDIA)

PHONE :2577645
GRAMS : BHARATELEC
FAX NO: 2520719
E-mail: srchandran@bheltry.co.in
Web:

429-002/A

Vendor Code :	Enquiry No	Enquiry Date	Due Date for Quotation
Vendor Name :	2651400022 - 49	22.08.2014	20.09.2014
Please quote Enquiry No, Date and due date in all correspondences. This is only a request for quotation and not an order.			
<u>Bid should be submitted in Two Parts. 1. Techno-commercial Bid (Part-I) and 2. Price Bid (Part-II) in a separate sealed cover and both the covers must be placed in a Third Cover and Sealed. Our Enquiry No., Enq. date & Enq. Due date must be written on all Three covers.</u>			

Item	Description	Unit	Quantity	Delivery Quantity	Schedule Date
10	Procurement of Virtualisation Solution Package consisting of a) Virtualisation Software for three physical servers of two processors each b) Disaster Site Recovery Software for SI No. a) c) Virtual Machines Management Software for administration of the Virtualisation solution [Note: Technical Specifications - ANNEXURE-I] Virtualisation Solution Package	NO	1.000	1.00	30.10.14

General Note:

1. Please submit your detailed offer in two part bid system i.e Part-I. Technical bid+ Checklist (Annexure-A) + unpriced bid with indicating taxes & duties (Annexure-B) in a sealed cover super scribing on the cover as "TECHNICAL & COMMERCIAL BID / PART-I"
Part-II. Priced offer in another separate sealed cover super scribing on the cover as "Part-II-Price Bid"

Both the covers shall be duly super-scribed with tender reference and due date of opening. These covers shall be put in a single cover duly super-scribed with tender reference and due date of opening and addressed to us.

2. Point-to-point confirmation to BHEL's specification and commercial terms & conditions shall be provided Annexure-A. All the Annexures should be filled and submitted along with the technical bid (no row shall be left blank), else your offer is liable for rejection.

3. Offers with validity of less than 120 days and non-acceptance of LD, RP clause, PBG & Payment terms, will lead to rejection of submitted offer.

4. If the due date of tender opening happens to be a holiday, the tenders will be opened on the next working day.

5. All clarifications may be sought at least ten days prior to tender

The offers should reach us 30 minutes before the time of opening of tenders. The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening. Late and delayed offers are liable to be rejected.

Yours faithfully,
For **BHARAT HEAVY ELECTRICALS LIMITED**

MANAGER / PURCHASE
(FOSSIL BOILERS)

Yours faithfully,

Senior Manager
Purchase / MMT/MEG
BHEL, TRICHY - 620 014



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TAMILNADU (INDIA)

Page
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Web:

2651400022 / 22.08.2014

due date, from the undersigned with due written request.

6. Order shall be placed on single vendor on cumulative L1 basis for total items

7. BHEL reserves the right to go for a reverse auction (RA) instead of opening the submitted sealed bid, which will be decided after technical evaluation. Information and general terms and conditions covering RA are given in commercial terms and conditions (Annexure-A/Point no.16)

8. Corrigendum if any, with respect to this tender will be hosted only in the website <http://www.bhel.com> or <http://tenders.gov.in>. You are requested to visit the website regularly for updates.

9. BHEL will consider MSME vendor as per Government guidelines.

List of Attachments:

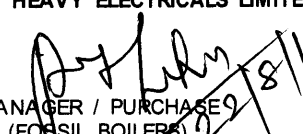
1. Qualifying Criteria
2. Technical Specification Annexure-I
3. Commercial Terms and Conditions - Annexure-A
4. Price Format-Annexure-B
5. CA Certificate for MSE Vendors-Annexure-III

Enclosures:

"LD clause has to be confirmed without fail."
"Payment to vendors will be made only thro E-Payment mode"

The offers should reach us 30 minutes before the time of opening of tenders. The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening. Late and delayed offers are liable to be rejected.

Yours faithfully,
For BHARAT HEAVY ELECTRICALS LIMITED


MANAGER / PURCHASER
(FOSSIL BOILERS)

P. G. ABRAHAM
Yours faithfully

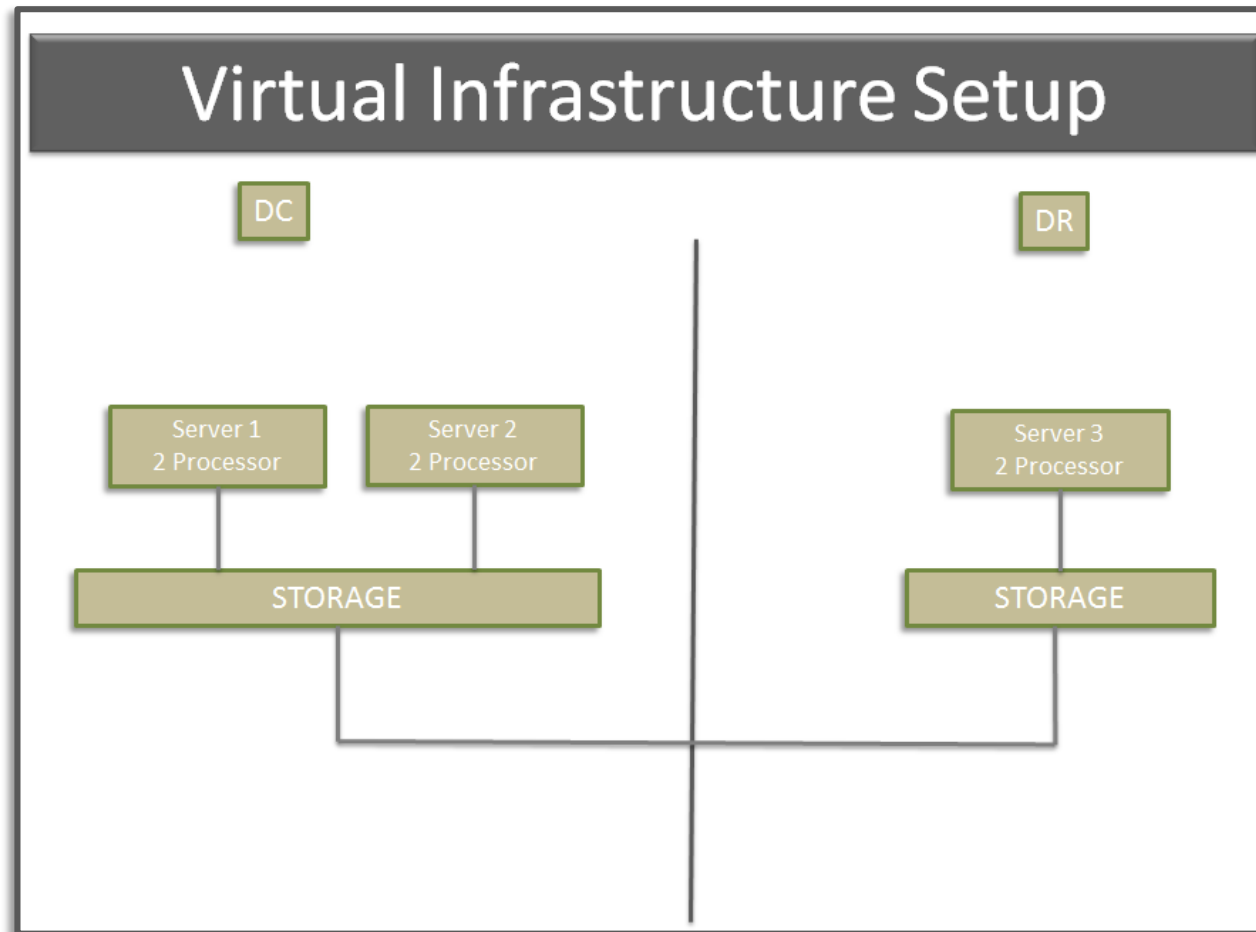
PURCHASE / MM / MFG
BHEL, TRICHY - 620 014

Technical Requirement of Vendor For Virtualisation Solution

Sl.No.	CRITERIA
1.	Should be an Implementation Partner of the OEM
2.	Should have Certified personnel on the virtualisation software
3.	Should have Implementation experience of the virtualisation solution in large organisations

Note : Offers will be rejected if Proofs are not attached for the above criteria

TECHNICAL SPECIFICATION FOR VIRUALISATION SOLUTION – ANNEXURE –I



1. Technical Specification for Virtualisation Software – Annexure IA
2. Technical Specification for Virtual Machines Management Software – Annexure IB
3. Technical Specification for Disaster Site Recovery – Annexure IC
4. Support – Annexure ID

Technical Specification for Virtualisation Software – Annexure IA

S.No	Features	Requirement Specifications	Complied Yes/No
1	Trusted, Secure, Efficient and Reliable Hypervisor Architecture	Virtualization software shall provide a Virtualization layer that sits directly on the bare metal server hardware with no dependence on any system software including operating system for greater reliability and security. The Virtualisation software shall provide a small hypervisor footprint including control layer to minimise attack surface and the size should not exceed 500MB	
		Virtualization software should be able to boot from iSCSI, FCoE, and Fibre Channel SAN without the need for any extra licensed software	
		Virtualization software shall have the capability to create Virtual servers with up to 64 processors in virtual machines for all the guest operating system supported by the hypervisor	
		Virtualization software shall be independent of any external LDAP services	
2	Scalable Virtualization Environment	Virtualization software should have the provision to add virtual CPU,NIC and RAM to a running virtual machine to increase resources for a demanding application without having to suspend/shutdown/restart the virtual machine for all the hosted Guest OS (VMs)	
		Virtualization software shall be able to dynamically allocate and balance computing capacity across collections of hardware resources aggregated into one unified resource pool with optional control over movement of virtual machines like restricting VMs to run on selected physical hosts.	

3	Memory Management techniques	Virtualization software shall be able to dynamically shift memory from idle virtual machines to active ones	
		Virtualization software shall allow RAM over-commitment that allows to configure virtual machine memory in such a way that safely exceeds the physical server memory.	
4	Guest Operating System Support	Virtualization software shall allow heterogeneous support for guest Operating systems such as Windows XP, Windows 2000 Server, windows 2003 Server , Windows Server 2008 32/64bit, Windows Server 2008 R2,Linux (Red Hat 5,6) Cent OS, Ubuntu and Debian.	
5	Memory Allocation in a VM	Should run the most memory intensive workloads in virtual machines with a memory of 128 GB vRAM per virtual machine.	
6	Applications Scalability on a Host:	Should run more Applications on a Host: Ability to support 160 logical cores and 2 TB RAM per host in order to run many concurrent virtual machines and to achieve high consolidation ratios & support a very high compute enterprise application	
7	High Availability capabilities for the virtual machines	Virtualization software shall have High Availability capabilities for the virtual machines in the sense if in case one server fails all the Virtual machines running on that server shall be able to migrate to another physical server running same virtualization software.	
		The feature should be independent of Operating System Clustering and should work with FC/ iSCSI SAN and NAS shared storage. This high availability feature should also be extended to and aware of the applications running inside of the virtual machines.	
		The solution must ensure the most critical virtual machines are restarted first by setting virtual machine restart priorities. Should be easily select multiple virtual machines to establish resources priorities for an entire cluster.	

8	Physical to Virtual Conversion	The solution should provide facility to convert currently running physical server into virtual server and launch directly into the virtual Infrastructure. It should have features to select or deselect local resources of physical Server while converting in to virtual server.	
9	Hot Add Virtual devices without downtime	Hot-add virtual CPU, RAM, Virtual disks and NIC to a running virtual machine to increase resources for a demanding application without having to suspend/shutdown/restart the virtual machine	
10	Templates and Snapshots	Virtualization software shall have the capability for creating virtual machine templates to provision of new servers	
		Virtualization software shall allow taking point-in-time snapshots of the virtual machines to be able to revert back to an older state if required	
11	live Virtual Machine migration	Should support live Virtual Machine migration with enhanced CPU compatibility. Should Keep Apps Online through Faster Server Maintenance with more number of concurrent migrations per host	
		Virtualization software should have the ability to live migrate VM files from one storage array to another without any VM downtime. Support this migration from one storage protocol to another (ex. FC, iSCSI, NFS, DAS)	
12	Storage type Support	Virtualization software shall integrate with NAS, FC, FCoE and iSCSI SAN and infrastructure from leading vendors leveraging high performance shared storage to centralize virtual machine file storage for greater manageability, flexibility and availability	
		Virtualization software should have the ability to thin provision disks to avoid allocating all storage space upfront. Full monitoring capabilities and alerts to prevent from accidentally running out of physical storage space should be there.	

		Virtualization software should provide smart virtual machine disk placement and load balancing mechanisms based on I/O and space capacity which will help decrease operational effort associated with the provisioning of virtual machines and the monitoring of the storage environment.	
		Allow virtual machines to directly access physical network and storage I/O devices enhancing CPU efficiency in handling workloads that require constant and frequent access to I/O devices.	
		Virtualization software must support built-in storage multi-pathing	
		Virtualization software should provide abilities to offload specific storage operations to compliant storage hardware thereby performing these operations faster and consuming less CPU, memory, and storage fabric bandwidth	
		Virtualization software should provide enhanced visibility into storage throughput and latency of hosts and virtual machines that can help in troubleshooting storage performance issues.	
13	High Uptime for Servers	Virtualization software should have the provision to provide zero downtime, zero data loss and continuous availability for the applications running in virtual machines in the event of physical host failure, without the cost and complexity of traditional hardware or software clustering solutions.	
14	Network features	Virtualization software should allow configuring each virtual machine with one or more virtual NICs. Each of those network interfaces can have its own IP address and even its own MAC address	
		Virtualization software must support NIC teaming for load sharing and redundancy.	
		Virtualization software shall allow creating virtual switches that connect virtual machines	

		Virtualization software shall support configurations of 802.1q VLANs which are compatible with standard VLAN implementations from other vendors	
		Virtualization software should allow dynamic adjustment of the teaming algorithm so that the load is always balanced across a team of physical network adapters	
		It should allow dynamic adjustment of the teaming algorithm so that the load is always balanced across a team of physical adapters on a Virtual Switch	
		The solution should support enforcing security for virtual machines at the Ethernet layer. Disallow promiscuous mode, sniffing of network traffic, MAC address changes, and forged source MAC transmits.	
		Virtualization software should provide network traffic-management controls to allow flexible partitioning of physical NIC bandwidth between different network-traffic types and allow user-defined network resource pools, enabling multi-tenancy deployment, and to bridge virtual and physical infrastructure QoS with per resource pool 802.1 tagging.	
		Virtualization software should have the ability to manage virtual switches at a cluster level by creating a distributed switch that can span an entire cluster and is VM mobility aware. It should support features NetFlow and Port mirror and protocols Link Layer Discovery Protocol (LLDP) and Cisco Discovery Protocol (CDP)	

15	Network Firewall Solution	<p>Virtualization software should provide an integrated network firewall solution for virtual network with centralized management, suitable for all virtualized applications which should provide below features: -</p> <ol style="list-style-type: none"> 1) It should be hypervisor-based application-aware firewall solution for virtual datacentres. 2) It should have the ability to control Inbound/outbound connection by enforcing at the virtual NIC level through hypervisor inspection, supporting multi-homed virtual machines. 3) It should provide IP-based stateful firewall and application layer gateway for a broad range of protocols including Oracle, Sun Remote Procedure Call (RPC), Microsoft RPC, LDAP and SMTP. 4) It should provide policy enforcement based on 5 tuple (source IP, destination IP, source port, destination port, protocol). 5) It should have the ability of Inbound and outbound connection control with rules based on IP address (source/destination IP address), Ports (source/destination port), Protocol type (TCP or UDP). 6) It should provide masquerading of virtual datacentre IP addresses to untrusted locations. 7) It should be based on industry-standard syslog format 	
		<p>Virtualization software should provide a service-oriented and stateless firewall to address security of the management interface and helps manage firewall rules through a familiar, service-oriented GUI. It should also support additional capability to restrict access to services based on IP address and subnet mask.</p>	
16	Quality-of-service capabilities for storage I/O	<p>It should provide QoS capabilities for storage I/O in the form of I/O shares and limits that are enforced across all virtual machines accessing a storage, regardless of which host they are running on. Use Storage I/O Control to ensure that the most important virtual machines get adequate I/O resources even in times of congestion. The feature should be available for FC, iSCSI and NFS storage datastores.</p>	

17	Integrated backup solution	The virtualization software should provide backup and recovery feature for virtual machines which should allow admins to back up virtual machine data to disk without the need of installing agents in VMs to be backed up and this backup solution should have built-in variable length de-duplication capability.	
18	Support for of servers and storage from all major OEMs/ all vendors	Should Support broad set of servers and storage from all major OEMs/ all vendors including FC, iSCSI, and DAS and broad set of network devices from all major OEM's	
19	Intelligent and dynamic power management	Virtualization software should provide dynamic power management such that in case of during off peak hours not all servers are required to be powered on due to less load it should place few servers in G2/S5 (Soft Off) power state as per the Industry Standard Advanced Configuration and Power Interface (ACPI) specifications to save power in an automated or manual or scheduled manner.	
20	Automated host patch management	Should support Automated host patch management with no VM downtime. Should provide solution to automate and simplify the task of managing hypervisor installation, configuration and upgrade on multiple physical servers.	
		The Virtualization software should have provision to upgrade the Guest OS tools available with the hypervisor without need for any reboots.	
21	Virtual Machine Management	Virtualization software shall continuously monitor utilization across virtual machines and should intelligently allocate available resources among virtual machines	
		Virtualization software should allow redirection of virtual machine serial ports over a standard network link thereby enabling solutions such as third-party virtual serial port concentrators for virtual machine serial console management or monitoring	

		Virtualization software shall allow usage of Remote devices which allow Installation of software in a virtual machine running on a server from the CD/DVD-ROM (R and RW) of a desktop	
		Virtualization software should support for USB 2.0 and 3.0 device in virtual machines with all guest operating Systems. USB devices attached to the hypervisor should be connected to a virtual machine and access it.	
22	Hardware Support for 3D Graphics	Virtualization software should support hardware as well as non-hardware accelerated 3D graphics to run Basic 3D applications in virtual machines.	
23	OEM Support	Support should be from Original OEM. Unlimited 24/7 production level support should be available with the software directly from the OEM. There should be no limit on the no. of support calls/tickets raised during the support period and at no extra cost.	
24	Replication	The virtualisation software should provide in-built replication capability across collections of hardware resources aggregated into one unified resource pool with optional control over movement of virtual machines like restarting VMs to run on selected physical hosts.	
25	Evaluation	As part of evaluation of the solution, BHEL may ask the vendor for a technical presentation and/or Proof of Concept (PoC) exercise of the virtualization solution before opening of price bid. The implementation of the virtualization solution in the PoC environment, and production environment thereafter shall essentially be done by the product OEM.	

Technical Specification for Virtual Machines Management Software – Annexure IB

S.No	Requirement Specifications	Complied Yes/No
1	Virtualization management software console shall provide a single view of all virtual machines, allow monitoring of system availability and performance and automated notifications with email alerts.	
2	The virtualization management software should provide the core administration interface as a single Web based interface. This interface should be flexible and robust and should simplify the hypervisor control through shortcut navigation, custom tagging, enhanced scalability, and the ability to manage from anywhere with Internet Explorer or Firefox-enabled devices.	
3	The management software should provide means to perform quick, as-needed deployment of additional hypervisor hosts. This automatic deployment should be able to push out update images, eliminating patching and the need to schedule patch windows.	
4	The virtualization should have capability to simplify host deployment and compliance by creating virtual machines from configuration templates.	
5	Virtualization management software should have integrated Physical Host and Virtual Machine performance monitoring including CPU, Memory, Disk, Network, Power, Storage Adapter, Storage Path, Cluster services, Virtual machine data stores.	
6	Virtualization management software console shall provide reports for performance and utilization of Virtual Machines. It shall co-exist and integrate with leading systems management vendors	
7	Virtualization management software console shall provide capability to monitor and analyse virtual machines, and server utilization and availability with detailed performance graphs.	

8	Virtualization management software console shall allow to Move a powered off virtual machine from one physical server to another	
9	Virtualization management software console should allow cloning of both powered on and powered off virtual machines.	
10	Virtualization management software console shall provide Interactive topology maps to visualize the relationships between physical servers, virtual machines, networks and storage.	
11	Virtualization management software console shall maintain a record of significant configuration changes and the administrator who initiated them.	
12	Virtualization management software console shall provide the Manageability of the complete inventory of virtual machines, and physical servers with greater visibility into object relationships.	
13	Virtualization management software should provide a global search function to access the entire inventory of multiple instances of virtualization management server, including virtual machines, hosts, data stores and networks, anywhere from within Virtualization management server.	
14	Virtualization management software should support user role and permission assignment (RBAC)	
15	Virtualization management software should allow you to deploy and export virtual machines, virtual appliances in Open Virtual Machine Format (OVF).	
16	Virtualization management software should allow reliable and non-disruptive migrations for Physical/ Virtual machines running Windows and Linux operating systems to virtual environment.	
17	Virtualization management software should include provision for automated host patch management with no VM downtime	
18	Virtualization management software should generate automated notifications and alerts, and can	

	trigger automated workflows to remedy and pre-empt problems.	
19	Virtualization management software should have provision to capture the blueprint of a known, validated configuration - including networking, storage and security settings - and deploy it to many hosts, simplifying setup for automated host configuration and compliance monitoring.	
20	Virtualization management software should be able to integrate into existing standard EMS systems.	
21	The management solution for hypervisor should provide Single-Sign-On capability which should dramatically simplify administration by allowing users to log in once to access all instances or layers of management without the need for further authentication.	
22	The management should provide Orchestration facility which would simplify installation and configuration of the powerful workflow engine in Management. The workflows should be launched directly from the Web Client itself	
25	As part of evaluation of the solution, BHEL may ask the vendor for a technical presentation and/or Proof of Concept (PoC) exercise of the virtualization solution before opening of price bid. The implementation of the virtualization solution in the PoC environment, and production environment thereafter shall essentially be done by the product OEM.	

Technical Specification for Disaster Site Recovery – Annexure IC

S.No	Requirement Specifications	Complied Yes/No
1	The solution should be able to Create and manage recovery plans directly from Virtualization Manager Console	
2	The solution should be able to Automatically discover and display virtual machines protected by either host based replication or storage based replication	
3	The solution should be able to Map virtual machines to appropriate resources on the failover site	
4	The solution should provide option to customize the shutdown of low-priority virtual machines at the failover site to get more resources or proper utilization of resources	
5	The solution should be able to automatically stop replication between sites and promotion of replicated storage for recovery	
6	The solution should provide technology so that live migration of virtual machine disks would be supported between different storages and would support of distributed resource scheduling of storage	
7	The solution should support the extension of recovery plans with custom scripts	
8	The solution should be able to Control access to recovery plans with role-based access control	
9	The solution should be able to receive automatic alerts about possible site failure	
10	The solution should be able to initiate recovery plan execution from virtualization manager with a single click	

11	The solution be able to support automated boot of protected virtual machines with pre-specified boot sequence	
12	The solution should be able to support automated reconfiguration of virtual machine IP addresses at failover site	
13	The solution should be able to Automate execution of recovery testing	
14	The solution should be able to use storage snapshot to perform recovery tests without losing replicated data	
16	The solution should be able to connect virtual machines to an existing isolated network to avoid impacting production applications while doing a testing	
17	The solution should be able to store, view and export results of test and failover execution from virtualization manager	
18	The solution should be able to automate planned migrations with graceful shutdown of protected virtual machines at the original site thus ensuring zero data loss and application-consistent migrations	
19	The solution should be able to ensure complete replication of virtual machine data in an application-consistent state, prior to initiating migration	
20	The solution should be able to perform data sync to force complete replication of powered-off virtual machines to the failover site	
21	It should be able to manage replication directly through virtualization manager, at a granular virtual-machine level	
22	It should be able to provide a host based replication which will replicate only changed blocks to increase network efficiency	

23	The solution should provide multiple point-in-time recovery which will allow reversion to earlier known states	
24	As part of evaluation of the solution, BHEL may ask the vendor for a technical presentation and/or Proof of Concept (PoC) exercise of the virtualization solution before opening of price bid. The implementation of the virtualization solution in the PoC environment, and production environment thereafter shall essentially be done by the product OEM.	

Support – Annexure ID

AMC and Maintenance support for one years

Delivery Support: <ul style="list-style-type: none">○ Identifying appropriate product versions.○ Validate relevant product update versions required for successful installation.○ Download all Major software releases & minor updates for a given installation instance.○ Shipping documentation.○ Email & telephonic support related to known limitations of the current product release.
Installation Support: <ul style="list-style-type: none">○ Review of Deployment hardware/O.S./ Fix pack○ Planning and Installation of virtualisation software○ Configuration/Testing of virtualisation○ Test VM, DR site / testing○ System Implementation Documentation
AMC: <ul style="list-style-type: none">○ Technical assistance by OEM with respect to installation, errors and analysis problem report○ Support channels include Phone support, Email support and online resources○ OEM should provide Major Releases, Minor Releases and bug fixes of the software with corresponding documentation
Maintenance Support: <ul style="list-style-type: none">○ Proactive recommendation of product upgrades○ Review & Support of Architecture configuration, including onsite upgrade installation○ Support should be available for 24 x 7. There should be no limit on the no. of support calls/tickets raised during the support period and at no extra cost.○ Minimum one visit per quarter for performance review

BHARAT HEAVY ELECTRICALS LIMITED TIRUCHIRAPALLI
CAPITAL PURCHASE

Annexure-A

ACCEPTANCE OF COMMERCIAL TERMS AND CONDITIONS BY THE VENDORS.

(This should be essentially filled in and sent along with the techno-commercial offer without fail. If this check list is not filled and submitted along with techno-commercial offer (Part I) or if the vendor does not confirm acceptance to the terms and conditions proposed herein, BHEL reserves the right to reject such offers)

CHECK-LIST FOR VENDORS

SI No	DESCRIPTION
1.	<p>The Bidders shall submit their offer in TWO INNER ENVELOPES as indicated below which shall be sealed in one outer envelope.</p> <ul style="list-style-type: none"> ❖ Envelope I: This sealed envelope should contain all the copies of technical bid together with un-priced commercial bid. This envelope should be clearly marked "Part I - Technical and commercial bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder. ❖ Envelope II: This sealed envelope should contain price details. This envelope should be clearly marked "Part II - Price bid", indicating Enquiry No., Due Date and Address & Reference of the Bidder. This part should contain the schedule of price particulars and must be co-related to the technical details provided in Part I. <p>All the two envelopes (Part I&II) shall be put in one cover, duly sealed, super scribing as "Part I and Part II of Enquiry No., due date of opening" and the address and reference of the Bidder. The offer received without the above guidelines, will not be considered for opening.</p> <p>The above offer should reach this office on or before the due date by 14.00 Hrs (IST). Late offers will not be considered. Tender should not be addressed to any Individual's name but only by designation to:</p> <p align="center">Sr. DGM / CAPITAL PURCHASE / MFG 24 BUILDING, 4TH FLOOR BHARAT HEAVY ELECTRICALS LIMITED HIGH PRESSURE BOILER PLANT TIRUCHIRAPALLI - 620 014 TAMIL NADU, INDIA</p> <p>Tenders should be free from CORRECTIONS AND ERASURES. Corrections if any, must be attested. All amounts shall be indicated both in words as well as in figures. In case of any difference between amount quoted in words and figures, amount quoted in words shall prevail.</p> <p>Offers should be in ENGLISH and accompanied by detailed technical literature, catalogue and detailed dimensional drawings in ENGLISH or otherwise, the offers will not be considered.</p>
2.	<p><u>OPENING OF TENDERS</u></p> <p>The Part I- Technical & commercial bid would be opened on the Tender opening date.</p> <p>Part-II, Price bid of technically suitable Bidders alone would be opened after complete evaluation of Part-I. Hence the Bidders are required to submit their best competitive price in the price bid in a sealed cover (Part-II). In case of necessity BHEL reserves the right to go for a reverse auction (RA) instead of opening the submitted sealed bid, which will be decided after technical evaluation. Information and general terms and conditions covering RA are given in this Annexure- I (Point no.16).</p> <p>Date and time of Price Bid (Part-II) opening / RA conducting date shall be intimated to the technically and commercially acceptable bidders only. Clarifications if any required by BHEL for Technical evaluation would be sought from bidders before opening of Part II - Price Bid/ RA</p>
3.	<p><u>TAXES AND DUTIES :</u></p> <p>All Taxes and Duties payable as extra to the quoted price should be specifically stated in offers along with CST & TIN No / Tariff No. etc., failing which the purchaser will not be liable for payment of such Taxes and Duties. Our TIN No. 33243560005, TNGST No. 3560005, CST. No. 239383 Dt. 11-06-1991 & BHEL ECC No. AAACB4146PXM012, Service Tax Reg No (STC)- AAACB4146PST006. Assessment circle Tiruverambur.</p> <p>Cenvat credit & VAT credit (for Indian Bidders only): If any Excise Duty is payable, the chapter head / sub-head reference and the rate of the duty should be quoted. If the tenderer is availing CENVAT credit for his input materials, the effect of proforma credit should be passed on to the purchaser</p> <p>Income Tax applicable Any service charges payable towards supervision of E&C, training, performance prove-out etc., will be released after deduction of Income Tax as per Indian Income Tax Act / as per the Govt. of India rules and TDS certificate will be issued by BHEL for such deductions. Applicable service tax on E&C charges will be payable extra. The liability of depositing the same to the Govt. will be of the supplier</p>

No row shall be left blank. Please indicate NA, in case the item is “not applicable”		Vendor's confirmation
4.	Validity: Validity of the offer should be 120 days from the date of tender opening.	
5.	Release of Purchase Order: <ul style="list-style-type: none"> ➤ Purchase Orders (separate for supply and AMC & Support) will be released on the successful vendor (L1 vendor) ➤ Order shall be placed on single vendor on cumulative L1 basis. 	
6.	Payment terms for Supply Portion 100% Payment within 45-90 days after receipt, acceptance and installation of software at BHEL against submission of 10%PBG for order value.	
	Payment terms for AMC & Support charge: 100% AMC shall be paid against generation service entry sheet by user with submission of invoice. 100% Support charge shall be paid annually in arrears	
	Any deviation in the above payment term will attract loading as mentioned below. “Base rate of SBI (as applicable on the date of bid opening. Techno-commercial bid opening in case of two part bids) + 6% shall be considered for loading for the period of relaxation sought by bidders.	
7.	Performance Bank Guarantee (PBG): The Bidder, in the event of an order, should furnish a Bank Guarantee from an Indian Bank approved by BHEL, at no extra cost in a format prescribed by BHEL, along with the order, for an amount equivalent to 10% (Ten percent) of the value of the contract. The PBG shall be valid for a period of 18 months from the date of dispatch or 12 months from the date of receipt / acceptance / commissioning of the software at BHEL, Tiruchi whichever is more, with a claim period of two months. The Performance Bank Guarantee shall be obtained from any one of the following banks which is a member bank in our consortium of banks. LIST OF CONSORTIUM BANKS 1.DEUTSCHE BANK 2.HDFC BANK 3.ANZ GRINDLAYS BANK 4.CITI BANK 5.STANDARD CHARTERED BANK 6.BANK OF AMERICA 7.ABN AMRO BANK 8.IDBI LTD 9.ICICI BANK LTD 10.THE HONGKONG AND SHANGHAI BANKING .CORPORATION LTD. LIST OF NATIONALISED BANKS 1.ALLAHABAD BANK 2.ANDHRA BANK 3.BANK OF INDIA 4.BANK OF BARODA 5.BANK OF MAHARASTRA 6.BHARATH OVERSEAS BANK 7.CANARA BANK 8.CENTRAL BANK OF INDIA 9.CORPORATION BANK 10.DENA BANK 11.INDIAN BANK 12.INDIAN OVERSEAS BANK 13.OREINTAL BANK OF COMMERCE 14.PUNJAB NATIONAL BANK 15.PUNJAB & SIND BANK 16.STATE BANK OF INDIA 17.STATE BANK OF TRAVANCORE 18.STATE BANK OF MYSORE 19.STATE BANK OF BIKANER & JAIPUR 20.STATE BANK OF HYDERABAD 21.STATE BANK OF PATIALA 22.STATE BANK OF MAHARASTRA 23.STATE BANK OF SOURASTRA(SBI-13.09.08) 24.SYNDICATE BANK 25.UCO BANK 26.UNION BANK OF INDIA 27.UNITED BANK OF INDIA 28.VIJAYA BANK <u>If PBG is issued by a Foreign counter part of the BHEL consortium Indian Bank, in case of claim against the PBG . it will be lodged in any one of the Indian counters of the Foreign Bank which issued the PBG.</u>	
8.	Liquidated damages (LD): The delivery of the goods specified in the purchase order should be made within the time prescribed. LD for delay in 'Supply' and/or 'I&C' will be applicable to the delays attributed to vendor. LD will be considered separately for 'Delivery' and 'I &C'. Where the seller supplies or dispatches the goods, beyond the delivery period Liquidated damages shall be applicable 0.5% of the total order value per week or part thereof subject to a maximum of 10% of the total order value. The rate of LD for delayed E&C shall be @ 0.5% per week of delay of total PO value (Supply + I &C) in I &C subject to a maximum of 10% of total PO value (Supply + I&C). For staggered delivery schedule, LD shall be 0.5% of the undelivered portion per week of the delay or part thereof subject to a maximum of 10% of the total order value. Any deviation from the above LD clause, loading will be applied to the extent to which it is not agreed by the bidder (at offered value).	
9.	Risk Purchase: Alternatively the purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the time stipulated as aforesaid or if the same were not available from the best and the nearest available substitute. The supplier shall be liable for any loss which the Purchaser may sustain by reason of such risk purchases.	
10.	Delivery terms and evaluation process: Bidders should submit their offer on FOR BHEL, Tiruchy basis.. Applicable % of ED & Sales Tax , service tax should be clearly indicated. Evaluation of offers shall be on the basis of delivered cost (Net cash outflow to BHEL)	
11.	Guarantee: Vendors shall provide a guarantee for a period of 12 months from the date of commissioning of the software or 18 months from date of supply, whichever is earlier. The date of B/L or AWB shall be taken as the date of supply.Also, a PBG has to be given which shall cover the guarantee period (with additional 2 months as claim period). Normally No deviation permitted and the deviated offers are liable for rejection.	

12.	<p>Short shipment / Warranty replacement: In case of any short shipment in the main items, Customs Duty levied on such supplies, shall be borne by the supplier. Any warranty replacement during the warrantee period shall be on FOR, BHEL, Tiruchirappalli, basis.</p>	
13.	<p>Test certificates / Operating and Maintenance manuals: The Bidders shall clearly mention in their offer, that Test Certificates and Operating Maintenance Manuals, etc., as called for in the Technical Specification, in the required number of copies will be provided at no extra cost.</p>	
14.	<p>Payment through Bank is not preferred. In case of Payment through Bank is opted by Supplier, BHEL prefers documents submission through bank with copy of LR and door delivery of Goods to Site/Stores with Consignee copy attached. In this case Loading will be 3% on the offered value. Offers of indigenous Suppliers with payment terms as LC/Advance Payment are liable for rejection.</p>	
15.	<p>BHEL will consider the ranking after the loading is applied as referred above wherever deviations are observed.</p>	
16.	<p>Reverse Auction (RA): BHEL reserves the right to conduct on-line internet Reverse Auction ie. ONLINE BIDDING (THROUGH A SERVICE PROVIDER) for finalizing the Tender. This decision will be communicated to the technically qualified vendors after technical evaluation. Details / General terms / guidelines for conduct of RA are shown below Vendors are requested to confirm their acceptance for BHEL proceeding with RA route for finalization of the enquiry.</p> <ol style="list-style-type: none"> 1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate. 2. 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. 3. BHEL will inform the vendor in writing in case of reverse auction, the details of Service Provider to enable them to contact & get trained. 4. Business rules like event date, time, start price, bid decrement, extensions etc. also will be communicated through service provider for compliance. 5. 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. 6. 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 7. Reverse auction will be conducted on scheduled date & time. 8. At the end of Reverse Auction event, the lowest bidder value will be known on the network. 9. The lowest bidder has to Fax/e-mail 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. 10. 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. 11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price Bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL's standard practice. 12. BHEL reserves the right to negotiate if need be, with the "L1" vendor of the Reverse Auction 13. <u>BHEL reserves the right not to consider offers from vendors not complying with the RA process for finalization of the enquiry.</u> 14. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action as per extant BHEL guidelines, shall be initiated by BHEL and the results of the RA scrapped/ aborted. <p>In case BHEL decides to go for reverse auction, the H1 bidder(s) (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.</p>	
17.	<p><u>Special Provisions for Micro and Small Enterprises (MSE)</u></p> <p>MSE suppliers can avail the intended benefits only if they submit along with offer, attested copies of either EM II (Entrepreneur Memorandum Part II) certificate having deemed validity (five years from the date of issue of acknowledgement in EM II) or valid NSIC certificate or EM II certificate along with attested copy of a CA certificate (Format enclosed as per Annexure - III) applicable for the relevant financial year (latest audited), certifying quantum of investment in plant and machinery within the permissible limit as per the act for relevant status (Micro or small) where the deemed validity of EM II is over. Date to be reckoned for determining the deemed validity will be the last date of technical bid submission. Offer/s received without these documents will lead to consideration of their offer at par with other bidders and MSE status of such suppliers shall be shifted to Non MSE supplier.</p>	

18.	<ul style="list-style-type: none"> ➤ Point to point confirmation for the Technical Specification enclosed to be provided. If there are any deviations, the same should be clearly specified. Offers received without confirmation to our specifications will be liable for rejection. If needed additional sheets shall be used. ➤ Incomplete offers will not be considered for further processing Fixed price: ➤ BHEL reserves its right to reject a tender due to unsatisfactory past performance in the execution of a contract at any of BHEL projects / units. ➤ BHEL shall be at liberty to reject or accept any tender, part or in full, at their own discretion and any such action is not liable for any question or claim against BHEL. ➤ All items / Services including concerned personnel for carrying out the installation and commissioning of the software shall be arranged by the vendor. If any Services are availed from BHEL, it is only on chargeable basis unless otherwise specified. ➤ The vendor shall provide necessary, Test Certificates and Operating Maintenance Manuals etc., as called for in the Technical Specification, in the required number of copies at no extra cost ➤ The Supplier shall arrange for securely protecting and packing the stores to avoid loss or damages during transit. 		
19.	Company Details & Contact		
	Full Address of the company for future correspondence. (Copy of address proof & PAN card shall be attached along with Part-I)		
	Company Email ID:	Phone No.:	
	Fax No	PAN No	
	CST /TIN No	Service Tax No.	
	Name of the contact perrson:	Mobile No.:	
	e-mail ID		
20.	Blank price bid format (Annexure-B) indicating applicable percentage of taxes & duties shall be submitted along with Part-I		
<p>For any queries / clarifications the bidders may contact us through our FAX NO. +91 431 2520719 or through e-mail <pgavictor@bheltry.co.in></p>			

NOTE

a) Your specific acceptance to our Payment terms, LD, Risk Purchase Clause & Submission of PBG for 10% of the order value are essential for consideration of your offer. Otherwise your offer is liable for rejection.

b) **No row shall be left blank. Please indicate NA, in case the item is “not applicable”**

Declaration:-

I/We have gone through and understood the ‘General guidelines & instructions to bidders for submitting offer’ enclosed as a part of the Tender and confirm that our offer has been made in line with the same.

Name:

Signature with date:

(AFFIX OFFICIAL SEAL HERE)

Designation:

(PLEASE AFFIX YOUR SIGNATURE WITH SEAL ON EACH PAGE)

Certificate by Chartered Accountant on letter head

This is to Certify that M/S
(hereinafter referred to as 'company') having its registered office at
..... is registered under MSMED Act 2006, (Entrepreneur
Memorandum No (Part-II) dtd:.....,
Category: (Micro/Small)). (Copy enclosed).

Further verified from the Books of Accounts that the investment of the company as on
date..... as per MSMED Act 2006 is as follows:

1. **For Manufacturing Enterprises:** Investment in plant and machinery (i.e. original cost excluding land and building and the items specified by the Ministry of Small Scale Industries vide its notification No.S.O.1722(E) dated October 5, 2006 :
Rs.....Lacs
2. **For Service Enterprises:** Investment in equipment (original cost excluding land and building and furniture, fittings and other items not directly related to the service rendered or as may be notified under the MSMED Act, 2006:
Rs.....Lacs

The above investment of Rs.....Lacs is within permissible limit of
Rs.....Lacs forMicro / Small (**Strike off which is not applicable**)
Category under MSMED Act 2006.

Date:

(Signature)

Name -

Membership number -

Seal of Chartered Accountant

MODEL PRICE BID FORMAT

Enquiry No. & Date:

Bidder's Offer No. & Date:

Sl No	Description of item	Unit (SET/No)	QTY	Rate /Qty in Rs. (excluding of all taxes)	% of VAT/CST without any concession	ED in %	Service Tax in %	Total Value in Rs. (inclusive of all taxes)
1	Virtualisation Software as per Annexure IA *							
2	Virtual Machines Management Software as per Annexure IB *							
3	Disaster Site Recovery as per Annexure IC *							
4	AMC for first year as per Annexure-ID for above items (1-3)							
5	Maintenance support for first year as per annexure-ID for the above items (1-3)							
	AMC from second year onward valid for 3 years for above items (1-3)							
	Maintenance support for second year onward valid for 3 years for above items (1-3)							

* No separate charge for delivery & installation support for SI no.1-3

Signature & Seal of Vendor

The price bid should be submitted only as per the above format. No row shall be left blank. Please indicate NA, in case the item is "not applicable"