



BHARAT HEAVY ELECTRICALS LIMITED
CORPORATE RESEARCH & DEVELOPMENT DIVISION
VIKASNAGAR, HYDERABAD - 500 093, INDIA

PHONES:23774494 (EXT:9804)

FAX : 91 40 23770698

RD:DP:MPX:F-04

ENQUIRY

Ref: 621302211

Date 26-07-2013

Enquiry for **High temperature mebrane electrode assemblies**

Enquiry No:621302211 Enquiry Date : 26-07-2013 Due Date: 31-08-2013 Indicative Delivery Date : 25-09-2013

| Sl.No | Item Description | Unit | Qty |
|-------|--|------|-----|
| 1 | High temperature membrane electrode assemblies (MEA) | NO | 100 |
| 2 | membrane gaskets Vendor has to send two MEA's and six gaskets of suitable thickness for predispatch testing at BHEL R&D prior to delivery of full order | NO | 200 |

Please submit your quotation for the above material in sealed cover superscribed with enquiry no, enquiry date and due date subject to our enclosed terms and conditions. The quotations shall reach us on or before the due date by 12 noon. The tenders can also be dropped in the tender box kept at the security gate, BHEL R&D. In case you are not in position to submit the offer, please send reply suitably specifying the reasons.

| Sl.No | Description | Document Ref. |
|-------|---|---------------|
| 01 | Enquiry, General Terms & Conditions, Commercial Terms & Conditions etc. | Volume - 1 |
| 02 | Technical specifications, Scope of Supply etc. | Volume - 2 |

Nalini Thilak
Sr Dy General Manager
nalini@bhelrnd.co.in



ENQUIRY & QUALIFYING CRITERIA

Volume - 1
Enquiry No
621302211

High temperature mebrane electrode assemblies

| | | |
|---|--|---|
| 1 | Tendor inviting officer / Authority, Designation and Address | Additional General Manager(MM) BHEL R & D, Vikas Nagar (Near Balanagar), Hyderabad -500093 |
| 2 | Item Description - Qty | 1) High temperature membrane electrode assemblies (MEA) - 100 NO 2) membrane gaskets Vendor has to send two MEA's and six gaskets of suitable thickness for predispatch testing at BHEL R&D prior to delivery of full order - 200 NO |
| 3 | Enquiry Reference no. | 621302211 |
| 4 | Indicative Delivery Date | 25-09-2013 |
| 5 | Due date, Time and place for submission of tender | 31-08-2013 upto 12 noon. Sealed Quotations shall be addressed to AGM(MM), BHEL R & D Division, Vikas Nagar (Near Balanagar), Hyderabad AP,India Pin - 500 093 Quotations can also be deposited in the Tender box located at Security Gate of BHEL R & D BHEL shall not be responsible for any postal/courier delay. |
| 6 | Place, Date and time of Tech.Bid opening | Tender Opening Cell (Sangam) BHEL R & D Office. 31-08-2013, 2 PM |
| 7 | Mode of Submission of Tender | Please submit your offer in one common sealed cover containing two parts in separate sealed covers as detailed below. 1. First cover shall contain: a. Technical & Commercial bid b. Filled in Commercial Compliance Statement (mandatory) c. Copy of price-bid with price(s) cells blank (un-priced price bid) 2. Second cover shall contain price bid. Price bid containing price quotes ,installation and /or commissioning charges shall be spelt out clearly taking into account total charges rather than quoting vaguely such as charges per man-day or charges per engineer per day etc. If the price bid was found later to be different from the unpriced price bid format in any way, the offer will be rejected summarily. The rates shall be quoted both in figures and in words. The offers can also be submitted through e-mail and have to be sent in PDF format to e-mail id: 'eoffers@bhelrnd.co.in' only. Copies should not be marked to anyone. The e-mail offers should have two attachments. One attachment shall contain a) Technical & Commercial bid b) Filled in Commercial Compliance Statement (mandatory) and c) Copy of |

| | | |
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| | | <p>price-bid with price(s) cells blank (un-priced price bid). The second attachment shall contain price bid. The subject of the e-mail should contain Enquiry No, Enquiry Date and Due date.</p> |
|--|--|--|



GENERAL TERMS & CONDITIONS (GTC)

Volume - 1
Enquiry No
621302211

High temperature mebrane electrode assemblies

| SL.No. | Clause | BHEL REQUIREMENT |
|--------|----------------------------------|---|
| 1 | General | <p>a. All offers must include name of the contact person, phone no/mobile no, Fax no, email-id. Unsigned offers are liable for rejection.</p> <p>b. We, BHEL R&D, is registered with Department of Scientific and Industrial Research (DSIR) for the purpose of availing Customs Duty exemption in terms of Government Notification no.24/2007-Customs dated 01-Mar-2007 & Central Excise Duty Exemption in terms of Government Notification No. 16/2007-Central Excise dated 01-Mar-2007 as amended from time to time. Hence suppliers are requested to submit their bids clearly stating applicable taxes/duties.</p> <p>c. Taxes & Duties quoted will be taken for cost evaluation & order placement and no change will be entertained later except in the case of changes made by the government. In case any Taxes/ Duties exempted, a self declaration for the same may be attached to the offer. Changes in taxes and duties because of the changes in turn over etc will be to supplier's account.</p> <p>d. Where ever vendor registration form and EFT details have been submitted earlier, the same need not be submitted again unless there is a change.</p> <p>e. BHEL R&D do not issue 'C' form .</p> <p>f. L1 status shall be decided on Cost to BHEL Basis.</p> |
| 2 | Foreign Suppliers | <p>BHEL will deal directly with foreign vendors, where ever required, for procurement of goods.However, if the foreign principal desires to avail of services of an Indian agent,then foreign principal should ensure compliance to regulatory guidelines which require mandatory submission of agency agreement containing agency commission.</p> <p>Any supplier (Agents/distributors/representatives) desirous of quoting imported goods/services, they should submit the quote in foreign currency along with agency agreement copy, failing which their offer is liable for rejection.In case of non submission of agency agreement copy,the principal should submit the quotation to BHEL directly. Foreign supplier will also indicate in their offer Indian agent's name, if any, address and percentage of agency commission out of the quoted price.</p> <p>Fully owned Indian Subsidiaries/distributors of Foreign Companies shall quote in Foreign Currency on FOB basis only.</p> |
| 3 | Late Tenders | Tenders received after due date/time(12:00hrs) will not be considered |
| 4 | Descrepancy in words and figures | <p>(a) If, in the price structure quoted for the required goods/ Services/ works, there is discrepancy between the unit price and the total price (which is obtained by multiplying the unit price by the quantity), the unit price shall prevail and the total price corrected accordingly, unless in the opinion of the purchaser there is an obvious misplacement of the decimal point in the unit price, in which case the total price as quoted shall govern and the unit price corrected accordingly.</p> <p>(b) If there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall</p> |

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|----|-----------------------------|---|
| | | <p>be corrected; and</p> <p>(c). If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject of (a) and (b) above.</p> <p>(d) If there is such discrepancy in an offer, the same shall be conveyed to the bidder with target date upto which the bidder has to send his acceptance on the above lines and if the bidder does not agree to the decision of the purchaser, the bid is liable to be ignored.</p> |
| 5 | Two Part bid clarifications | In the case of Two-part bid, the vendor should furnish technical and commercial clarifications, if any, within stipulated time mentioned, failing which, it will be construed that the vendor is not interested in the tender and BHEL shall not consider the offer for further evaluation. |
| 6 | Price Impacts | In the event of any bidder, after finalizing the technical specifications and scope of supply, opting to revise their original bid, they have to submit the Price-Impact only. The Original price bid along with Price-Impact bid shall be opened during price bid opening. Unsolicited price impacts will not be considered. |
| 7 | Price bid evaluation | All offers in price bid opening or reverse auction shall be evaluated in Indian currency based on unit price, packing & forwarding, taxes/duties, freight charges if any, exchange rate. Loading due to non-acceptance of our standard commercial terms will be evaluated as per the LOADING FACTORS form as enclosed along with the enquiry. The exchange rate declared by State Bank of India under TT Selling rate on the technical bid open date shall be adopted for evaluating foreign currency bids. |
| 8 | Packing | The supplier shall be responsible for the goods being properly and adequately packed so as to prevent any loss, damage or deterioration during transit. |
| 9 | Withdrawal | In case the supplier withdraws their offer before placement of order, BHEL reserves the right not to send next enquiry(ies). In case the supplier withdraws the quotation after its acceptance by BHEL or fails to supply the goods as per the terms and conditions of contract, or at any time repudiated the contract wholly or in part, BHEL shall be at liberty to cancel the Purchase Order and to recover from the supplier the extra cost and other loss, incidentals due to the breach of contract on the part of the supplier through risk purchase. |
| 10 | Risk Purchase | In case of default/late delivery, BHEL reserves the right to make alternate arrangement for procurement at suppliers risk and cost. |
| 11 | Banned List | The offers of the bidders who are in the banned list and the offers of the bidders who engage the services of the banned firms, shall be rejected. The list of banned firms is available on BHEL website www.bhel.com . |
| 12 | Reverse Auction | BHEL reserves the right, to procure above items through reverse auction. BHEL reserves the right to reject the offer, in-case of supplier's non-acceptance to reverse auction. |
| 13 | Over All L1 | Order will be placed on overall L1 basis. Vendors should quote for all items, otherwise the offer will be rejected. |
| | Additional | Suppliers are requested to visit our web site regularly for any updates and additional information, "All corrigenda, addenda, |

| | | |
|----|--------------------------------|--|
| 14 | Information | amendments, time extensions clarifications, etc. to the tender will be hosted on BHEL website only". The corrigendum will not be published in news paper. |
| 15 | Destination | Indian Vendors: Destination shall be Stores,BHEL R&D,Hyderabad. Foreign Vendors: BHEL R.O.D Office, Mumbai, India. |
| 16 | Arbitration | Subject to the jurisdiction of Hyderabad/Secunderabad,Andhra Pradesh,India in respect of any suit or other legal proceedings relating this contract. |
| 17 | Inspection | On receipt, the goods shall be subjected to inspection and our decision regarding the acceptability of the goods shall be final and binding on the suppliers. |
| 18 | Micro Small Enterprises (MSEs) | In case the supplier belongs to MSEs (Micro Small Enterprises), Registration copy in this respect shall be submitted along with the offer.Further if MSEs are owned by the Scheduled Caste or the Scheduled Tribe entrepreneurs the same may be intimated. The following are the benefits for the MSEs. 1.MSEs are given tender documents free of cost and are exempted from payment of earnest money (EMD). 2.In tender, participating MSEs quoting price within price band of L1+15% shall also be allowed to supply a portion of requirement by bringing down their price to L1 price in a situation where L1 price is from someone other than a MSE and such MSE shall be allowed to supply up to 20% of total tendered value. In case of more than one such MSE, the supply shall be shared proportionately. |

Signature of the bidder with Seal & Date



COMMERCIAL TERMS & CONDITIONS (CTC)

Volume - 1
Enquiry No
621302211

High temperature mebrane electrode assemblies

| SL.No. | Clause | BHEL REQUIREMENT | SUPPLIERS ACCEPTANCE / REMARKS |
|--------|-------------------|---|--|
| 1 | Validity of Offer | 90 days from date of techno-commercial bid opening. | |
| 2 | Price basis | <p>The prices shall be firm for entire period of contract.</p> <p>The suppliers shall indicate packing and forwarding charges,if any, separately.</p> <p>All foreign suppliers shall quote the lowest prices on 'FCA-Nearest International Airport' basis. An amount of 3% on basic value towards freight and insurance will be added for cost comparison.</p> <p>All Indian suppliers shall quote the lowest prices on 'free delivery at BHEL R&D Stores or F.O.R destination' basis. In case of Ex-Works, an amount of 3% on basic value towards freight and insurance will be added for cost comparison.</p> | <p>a. For Destination</p> <p>b. Ex-Works</p> |
| 3 | LD Clause | <p>Any delay beyond delivery date will attract penalty @0.5% of the undelivered portion of order value per week of delay and pro-rata for part of week subject to maximum of 10% of undelivered portion of order value. In case of non acceptance to this LD Clause, 10% of basic material cost will be loaded on the quoted prices while cost comparison.(Please refer the enclosed 'Loading Factors' sheet).</p> | |
| 4 | Payment Terms | <p>a) For Indian Offers : BHEL standard payment term is "100% payment along with taxes by EFT/RTGS within 30 days of receipt and acceptance of material at BHEL R&D Stores,Hyderabad". For other payment terms there will be a loading on the offer as mentioned in our 'Loading Factors' sheet which is enclosed to this enquiry.</p> <p>b) For Foreign Offers : BHEL standard payment term is "100% Invoice value by wire transfer within 30 days of receipt and acceptance of material at BHEL R&D Stores,Hyderabad". For other</p> | |

| | | | |
|---|---------------------|---|--|
| | | <p>payment terms there will be a loading on the offer as mentioned in our "Loading Factors" sheet which is enclosed to this enquiry. All bank charges inside India shall be to BHEL account and outside India shall be to supplier's account.</p> | |
| 5 | Freight & Insurance | <p>Insurance will be arranged by BHEL in case of Ex-Works as well as FCA / FOB basis supplies. In such cases, an amount of 3% towards freight and insurance will be added for cost comparison.</p> | |
| 6 | Agency Agreement | <p>Guidelines regarding dealing with Indian agents of foreign suppliers</p> <ol style="list-style-type: none"> 1. BHEL shall deal directly with foreign vendors, wherever required, for procurement of goods. However, if the foreign principal desires to avail of services of an Indian agent, then the foreign principal should ensure compliance to regulatory guidelines which require mandatory submission of agency agreement. 2. It shall be incumbent on the Indian agent and the foreign principal to adhere to the relevant guidelines of government of India, issued from time to time. 3. The agency agreement should specify the precise relationship between the foreign oem and services to be rendered by agent / associate, whether general in nature or in relation to the particular contract, must clearly stated by the foreign supplier / Indian agent. Any payment, which the agent / associate receives in India or abroad from the oem, whether as commission or as a general retainer fee shall be brought out in record in the agreement and be made explicit in order to ensure compliance to the laws of the country. 4. Any agency commission to be paid by BHEL to the Indian agent shall be Indian currency. 5. When ever Indian agents are representing on behalf of their principals, the relevant authorization letter and agreement copy to be enclosed along with technical bid to consider the offer. | |
| | | <p>Suppliers are requested to quote for the delivery mentioned in the enquiry. However suppliers can quote best possible delivery period from the date</p> | |

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|---|------------------|---|--|
| 7 | Delivery Date | <p>of Purchase Order, in case it is not possible to meet the delivery requirement of BHEL.</p> <p>However BHEL reserves the right to reject the offer before price bid opening in case of not meeting the delivery requirements of BHEL.</p> | |
| 8 | Taxes and duties | <p>All Indian suppliers shall clearly mention current sales tax/VAT,Excise duty and Service Tax etc, if any,payable in addition to the quoted price and indicate applicable rates/percentage,item-wise clearly.The vendors should mention applicable Registration Number(s) specifically in their quotation.The suppliers are requested to submit their bids clearly stating applicable taxes and duties.The quoted taxes/duties will be taken for cost evaluation and order placement and no change will be entertained later except in the case of changes made by the government. In case of Service Tax, proof of payment of service tax is required to be submitted for reimbursement of the same.</p> | |

Note : All the clauses of the above format should be filled and submitted with the Techno Commercial Bid (Part-1). The filled in BHEL Commercial terms & Conditions format submitted with technical bid, responding to all the clauses duly signed with seal **only shall be considered**. Any other Commercial terms & conditions of bidders entered else where in their offer shall not be considered and are liable for rejection.

Signature of the bidder with Seal & Date



ITEM SPECIFICATIONS

Volume - 2
Enquiry NO
621302211

High temperature mebrane electrode assemblies

| SL.No. | Item | | |
|--------|---|---|--------------------------------------|
| 1 | High temperature membrane electrode assemblies (MEA) | | |
| sl no | Descriptions | BHEL Specifications | Vendor Specifications/ Deviations |
| 1 | Supply of membrane electrode assemblies (MEA) as per the drawing 4-PEMFC-62-35-00 | Details are given in drg# 4-PEMFC-62-35-00 | |
| 2 | MEA thickness tolerences | set tolerance limits over the average MEA thickness +/- 50 µm | |
| 3 | Total catalyst loading (mg/cm ²) | Higher than 1.7 mg/cm ² | |
| 4 | Feed reactants stoichiometric ratios | Air: 2 and Hydrogen:1.2 | |
| 5 | Current density required at 0.6 V/ cell for Air - Hydrogen reactant gases | higher than 0.35 A/cm ² | |
| 6 | Operational stability | more than 1000 Hrs | |
| 7 | performance degrdation rate under contineous testing | below 7 mV/1000 Hrs | |
| 8 | operating temperature | 120 Deg C to 160 Deg C | |
| 9 | Electrolyte base material | polybenzimidazole (PBI) | |
| 10 | time based performance degradation under ON/OFF cycle test | below 16 mV/1000 Hrs | |
| | Manufactures Test Certificate | Manufacturer's Test Certificate required and shall be provided before dispatch. | |
| | Warranty | All supplied items to be provided with warranty for one year from the date of dispatch. In case of items involving erection and commissioning, supplier shall provide warranty for 18 months from date of dispatch or 12 months from erection and commissioning whichever is earlier. | |

2

membrane gaskets

Vendor has to send two MEA's and six gaskets of suitable thickness for predispatch testing at BHEL R&D prior to delivery of full order

| sl no | Descriptions | BHEL Specifications | Vendor Specifications/ Deviations |
|-------|--------------------|--|-----------------------------------|
| 1 | Length of gasket | 315 mm | |
| 2 | width of gasket | 165 mm | |
| 3 | Material of gasket | Teflon compressive grade | |
| 4 | Gasket thickness | 0.3 mm or 0.35 mm which ever is suitable | |

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General Specifications

| sl no | Descriptions | BHEL Specifications | Vendor Specifications/ Deviations |
|-------|---|---|-----------------------------------|
| 1 | contineous operation test certificate | 1000 Hrs operation test certificate | |
| 2 | ON/OFF cycle operation test certificate | test certificate for 100 cycles | |
| | Manufactures Test Certificate | Manufacturer's Test Certificate required and shall be provided before dispatch. | |

* Vendors are advised to write specifications in detail and not to write like 'Complied/ Yes / No ' etc. in specifications.

Signature of the bidder with Seal & Date

LOADING FACTORS



NOTE : IN CASE OF DEVIATION TO BHEL TENDER SPECIFIED TERMS, LOADING FACTOR INDICATED IN FOLLOWING TABLE WILL BE APPLIED TO QUOTED PRICE WHILE EVALUATING THE LOWEST QUOTE ()

| A. FOR INDIGENOUS PURCHASES | | | | | |
|-----------------------------|-----------------------------------|--|--|--|---|
| SLNO | SCOPE | COMMERCIAL TERMS | BHEL STANDARD TERM | AS OFFERED | LOADING FACTOR FOR NON COMPLIANCE TO BHEL STANDARD TERMS |
| A.1 | SUPPLY OF EQUIPMENT | PAYMENT TERMS | 100% PAYMENT, WITH IN 30 DAYS FROM THE DATE OF RECEIPT AND ACCEPTANCE OF MATERIAL | SAME | NIL |
| | | | | PAYMENT AGAINST PROFORMA INVOICE / DESPATCH DOCUMENT OR CASH ON DELIVERY (COD) / CASH AGAINST PROOF OF DESPATCH | 11% INTEREST ON THE TOTAL PO VALUE FOR ONE MONTH |
| | | | | ADVANCE PAYMENT WITH BANK GUARANTEE | 11% INTEREST ON THE TOTAL VALUE FOR OFFERED DELIVERY PERIOD (Rounded off to nearest month) + 1 MONTH |
| | | | | PART ADVANCE PAYMENT WITH SUPPORTING BANK GUARANTEE AND BALANCE WITH IN 30 DAYS | 11% INTEREST ON ADVANCE FOR OFFERED DELIVERY PERIOD (Rounded off to nearest month) + 1 MONTH |
| | | | | PART ADVANCE PAYMENT WITH SUPPORTING BANK GUARANTEE AND BALANCE ON RECEIPT OF MATERIAL | 11% INTEREST ON ADVANCE FOR OFFERED DELIVERY PERIOD (Rounded off to nearest month) + 1 MONTH AND 11% INTEREST ON BALANCE AMOUNT FOR ONE MONTH |
| A.2 | SUPPLY OF EQUIPMENT INCLUDING E&C | PAYMENT TERMS (THE SUPPLIER MUST SUBMIT A PERFORMANCE BANK GUARANTEE (PBG) FOR 10% OF THE BASIC VALUE OF THE ORDER VALID FOR WARRANTY PERIOD.) | 90% PAYMENT, WITH IN 30 DAYS FROM THE DATE OF RECEIPT AND ACCEPTANCE OF MATERIAL . BALANCE 10% WITH IN 30 DAYS OF COMPLETION OF E&C AND ON SUBMISSION OF PERFORMANCE BANK GUARANTEE (PBG) FOR 10% OF BASIC PO VALUE. | SAME | NIL |
| | | | | 100% PAYMENT WITH IN 30DAYS AFTER COMPLETION OF SUPPLIES AND ERECTION AND COMMISSIONING | NIL PBG WILL NOT BE INSISTED FROM THE SUPPLIER) |
| | | | | 90% PAYMENT AGAINST PROFORMA INVOICE/ DESPATCH DOCUMENT OR CASH ON DELIVERY (COD) / CASH AGAINST DESPATCH AND BALANCE 10% WITH IN 30 DAYS OF E&C | 11% INTEREST ON 90% OF THE VALUE OF PO FOR ONE MONTH |
| | | | | 90% PAYMENT AGAINST PROFORMA / DESPATCH DOCUMENT OR CASH ON DESPATCH (COD) / CASH AGAINST DESPATCH AND BALANCE 10% AFTER COMPLETION OF E&C | 11% INTEREST ON TOTAL PO VALUE FOR ONE MONTH |
| | | | | 90% ADVANCE PAYMENT WITH BANK GUARANTEE AND BALANCE 10% WITH IN 30 DAYS OF E&C | 11% INTEREST ON 90% OF THE TOTAL VALUE FOR DELIVERY PERIOD(ROUNDED OF TO THE NEAREST MONTH) + 1 MONTH |
| | | | | PART ADVANCE (x%) PAYMENT WITH SUPPORTING BANK GUARANTEE AND (90 - x) % PAYMENT ON RECEIPT OF MATERIAL AND 10% PAYMENT WITH IN 30 DAYS AFTER E&C | 11% INTEREST ON THE ADVANCE AMOUNT FOR THE DELIVERY PERIOD (ROUNDED OF TO THE NEAREST MONTH)+ 1 MONTH AND 11% INTEREST ON (90-X)% PAYMENT FOR ONE MONTH |
| | | | | PART ADVANCE (x%) PAYMENT WITH BANK GUARANTEE AND (90 - x) % PAYMENT ON RECEIPT OF MATERIAL AND 10% PAYMENT AFTER E&C | 11% INTEREST ON THE ADVANCE AMOUNT FOR THE DELIVERY PERIOD (ROUNDED OF TO THE NEAREST MONTH)+ 1 MONTH AND 11% INTEREST ON BALANCE AMOUNT |

| B. FOR FOREIGN PURCHASES (IMPORTED) | | | | | |
|--|-----------------------------------|--|---|--|---|
| SLNO | SCOPE | COMMERCIAL TERMS | BHEL STANDARD TERM | AS OFFERED | LOADING FACTOR FOR NON COMPLIANCE TO BHEL STANDARD TERMS |
| B.1 | SUPPLY OF EQUIPMENT | PAYMENT TERMS | AGAINST SIGHT DRAFT ON PRESENTATION OF DESPATCH DOCUMENTS VIZ INVOICE, AWB ETC TO OUR BANKERS (ALL BANK CHARGES INSIDE INDIA TO BHEL ACCOUNT AND OUTSIDE INDIA WILL BE TO THE SUPPLIER'S ACCOUNT) | SAME | NIL |
| | | | | 100% PAYMENT AFTER RECEIPT AND ACCEPTANCE OF MATERIAL AT BHEL R&D BY WIRE TRANSFER. (DESPATCH DOCUMENTS WILL BE SENT TO BHEL R&D DIRECTLY ALONG WITH BANK DETAILS) | NIL |
| | | | | LC PAYMENT | 11% INTEREST ON THE BASIC VALUE FOR ONE MONTH |
| | | | | ADVANCE BY WIRE TRANSFER WITH BANK GUARANTEE | 11% INTEREST ON THE BASIC VALUE FOR DELIVERY PERIOD + 1 MONTH |
| | | | | PART ADVANCE (x%) PAYMENT WITH SUPPORTING BANK GUARANTEE AND BALANCE PAYMENT AFTER RECEIPT OF MATL | 11% INTEREST ON THE ADVANCE AMOUNT FOR THE DELIVERY PERIOD+ 1 MONTH AND 11% INTEREST ON BALANCE AMOUNT FOR ONE MONTH |
| B.2 | SUPPLY OF EQUIPMENT INCLUDING E&C | PAYMENT TERMS(THE SUPPLIER MUST SUBMITT A PERFORMANCE BANK GUARANTEE (PBG) FOR 10% OF THE BASIC VALUE OF THE ORDER VALID FOR WARRANTY PERIOD.) | 90% PAYMENT WILL BE MADE WITH IN 30 DAYS FROM THE DATE OF RECEIPT OF MATERIAL ON ACCEPTANCE AND BALANCE 10% WITH IN 30 DAYS OF COMPLETION OF E&C AND ON SUBMISSIONOF PERFORMANCE BANK GUARANTEE FOR 10% OF BASIC VALUE) | SAME | NIL |
| | | | | LC PAYMENT FOR 90% OF THE ORDER VALUE + 10% AFTER E&C WITH IN 30 DAYS | 11% INTEREST ON 90% OF BASIC VALUE FOR ONE MONTH |
| | | | | 90% OF BASIC VALUE AS ADVANCE BY WIRE TRANSFER WITH BANK GUARANTEE AND BALANCE 10% AFTER E&C BY WIRE TRANSFER WITH IN 30 DAYS | 11% INTEREST ON 90% OF THE BASIC VALUE FOR DELIVERY PERIOD + 1 MONTH |
| | | | | x% OF TOTAL VALUE AS ADVANCE PAYMENT WITH BANK GUARANTEE AND BALANCE (I.E. 90-X)AFTER RECEIPT OF MATL BY WIRE TRANSFER AND 10% AFTER COMPLETION OF E&C | 11% INTEREST ON THE ADVANCE AMOUNT FOR THE DELIVERY PERIOD+ 1 MONTH AND 11% INTEREST ON BALANCE AMOUNT OF 90% OF ORDER VALUE (I.E. 90-X%) |
| C. PERFORMANCE BANK GUARANTEE, PBG (COMMON FOR INDIGENOUS AND IMPORTS) | | | | | |
| C.1 | | PERFORMANCE BANK GUARANTEE | PBG FOR 10% OF THE BASIC PO VALUE SHALL BE FURNISHED IN BHEL PRESCRIBED FORMAT.) | IF NOT AGREED | 10% OF THE BASIC MATERIAL COST |
| D. PENALTY (COMMON FOR INDEGENOUS & IMPORTS) | | | | | |
| D.1 | | LD CLAUSE | IN THE EVENT OF DELAY IN AGREED CONTRACTUAL DELIVERY, PENALTY OF 0.5% (HALF PERCENT) PER WEEK BUT LIMITED TO A MAX OF 10% VALUE OF UNDELIVERED PORTION OF BASIC MATERIAL COST WILL BE APPLICABLE | AGREED | NIL |
| | | | | IF NOT AGREED | 10% OF THE BASIC MATL COST |
| | | | | IF AGREED FOR 5% | 5% OF THE BASIC MATERIAL COST |
| | | | | OTHER THAN THE ABOVE | 10% MINUS THE AGREED MAX PERCENTAGE OF THE BASIC MATERIAL COST WILL BE LOADED. |

AUTHORISATION LETTER FOR E-PAYMENT/ NEFT / RTGS
(PLEASE FILL UP THE FORM COMPLETELY IN CAPITAL LETTERS ON YOUR COMPANY LETTERHEAD ONLY)

| | |
|------------------------------------|--|
| Vendor Code (to be filled by BHEL) | |
|------------------------------------|--|

| Type of Request (Tick one) | NEW | CHANGE |
|----------------------------|-----|--------|
| 1 Company Name | | |
| 2 Address | | |
| | | |
| | | |
| 3 City with PIN Code | | |
| 4 State | | |
| 5 PAN Number | | |
| 6 TIN/ VAT No. | | |
| 7 CST No. | | |
| 8 Service Tax No. | | |
| 9 Name of Contact Person | | |
| 10 Mobile number | | |
| 11 Ph. no. with STD Code | | |
| 12 Fax No. with STD Code | | |
| 13 Email ID | | |
| 14 Website (URL) | | |

BANK DETAILS FOR EFT / RTGS

| | | |
|---|---|--|
| 1 | Bank Name | |
| 2 | Branch | |
| 3 | Branch Code | |
| 4 | Branch Address | |
| 5 | Branch Phone No | |
| 6 | Account No. | |
| 7 | Account Type: SB/ Current/ other (Specify) | |
| 8 | MICR Code | |
| 9 | IFSC Code | |

I, as an authorized representative / owner of the above named company, hereby state as under:

1. Enclosed here with a cancelled cheque in support of our company s bank details.
2. Authorize BHEL R&D Hyderabad, to electronically make payments to the designated bank account with bank charges, if any, to our account.
3. If the transaction is delayed or not effected at all for reasons of incomplete or incorrect information, I would not hold BHEL / transferring Bank responsible.
4. I hereby certify that the particulars given above are true, complete and correct.
5. This authority remains in full force until BHEL receives and acknowledge written notification requesting change or cancellation.

Date :

Authorised Signatory
Designation :

COMPANY SEAL



Bharat Heavy Electricals Limited
Corp. R&D DIVISION
VIKAS NAGAR,

RD:MPX:F-13

HYDERABAD- 500 093 (INDIA)**Ph: 040 - 23772704, Fax: 040 - 23770698, email: mpx@bhelrnd.co.in****VENDOR REGISTRATION FORM**

(Indigenous supplier)

[FORM TO BE SUBMITTED* BY THE BIDDER ALONG WITH TECHNICAL-BID]

Before filling, please refer to instructions on page-4

1.0 VENDOR PROFILE:

1.1 Name and address of the vendor:

Phone Nos.:Fax No.:Email: 1. _____ 2. _____

1.2 Local representative name & address in Hyderabad/Secundrabad :

Phone Nos.:Fax No.:Email:Contact Person:Mobile No:**2.0 TYPE OF ORGANISATION:**

| | | | |
|----------------|-------------|---|---------------------------|
| PROPRIETORSHIP | Company: | Sister Concern (mention vendor registration number of main organization) | |
| Partnership | CORPORATION | Small Scale Industry | ANY OTHER(Please specify) |
| | | | |

In case of SSI unit, copy of registration to be enclosed. It is requested that MSME registration certificate to be enclosed

3.0 ANNUAL TURN OVER:

| # | Year | Turn-Over, Rs. |
|---|---------------------------|----------------|
| 1 | Current Year(budgeted) | |
| 2 | Previous year (200 - 0) | |
| 3 | Prior Year (200 - 0) | |

4.0 NAME AND ADDRESS OF THE BANKER:

- 4.1 Bank Name
 4.2 Branch name
 4.3 Account number
 4.4 Account Type
 4.5 MICR Code:
 4.6 IFSC Code(RTGS/NEFT):
 4.7 Bank Phone number(s),

Blank cheque, duly cancelled, to be enclosed.

Please note that all payments shall be made through Electronic clearance services to your above account against the orders executed, if any.

5.0 REGISTRATION PARTICULARS(relevant copies to be enclosed)

- 5.1 IT Permanent Account No.(PAN):
 5.2 State Sales Tax/VAT Registration No:
 5.3 Central Sales Tax Registration No:
 5.4 ED Registration No:
 5.5 Service Tax Registration No:
 5.6 PF Account No:
 5.7 Labour Licence No:
 5.8 ESI Account No:

6.0 CONTACT PERSON: S/Sri:

Designation:

Phone / Mobile No:

7.0 TOTAL NUMBER OF EMPLOYEES:

| Graduates (Engr/Scientists/Mgmt/Fin.) | Consultants | Workers | | |
|--|-------------|--------------|-------------|-----------|
| | | Sup./Skilled | Semiskilled | Unskilled |
| | | | | |
| | | | | |
| | | | | |

8.0 LIST OF PRODUCTS/ SERVICES OFFERED:

| # | Products/ Services | Capacity |
|---|--------------------|----------|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |

9.0 REFERENCE LIST :

(Only recognized public and private sector companies, attach if printed copy available)

| # | Customer | Volume / Year |
|---|----------|---------------|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |

| | | |
|---|--|--|
| 6 | | |
| 7 | | |

10.0 INFRASTRUCTURE / FACILITIES:

| # | Facility (with specifications) | Age/ Year procured |
|----|--------------------------------|--------------------|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |

11.0 REGISTRATION WITH OTHER BHEL UNIT/UNITS:

| # | Unit | Registration No | Year |
|---|------|-----------------|------|
| 1 | | | |
| 2 | | | |
| 3 | | | |
| 4 | | | |

12.0 ANY OTHER INFORMATION :**DECLARATION:**

The information furnished above is true and authentic.

(CEO / PROPRIETOR)

SEAL:

DATE:

Note:

1. Registered bidders, having BHEL (R&D) registration no. or have submitted this format for registration, need not furnish this information again.
2. The competent authority reserves the right to accept or reject the registration.
3. Vendors approved for registration will be informed by mail / email, as convenient. A separate communication will be sent in case of non-registration also, citing reasons thereof.
4. BHEL reserves the right to take penal action as deemed fit if any of the information provided by the vendor(s) is found to be incorrect.
5. AGM, Head (MM) may be contacted for clarification/additional information on registration.

Instructions

1. Fill all items. Please mention N.A. for items/ clauses not applicable.
2. Use A4 sheets for this document and the enclosures. Use of additional sheets is permitted if space provided is not adequate.
3. Attach copies of latest documents in respect of items 5.0 (Registration no.s)
4. Photographs of registered office and the chief executive/proprietor shall be furnished.



RD:MPX:F-14

Bharat Heavy Electricals Limited

Corp. R&D DIVISION

VIKAS NAGAR,

HYDERABAD- 500 093 (INDIA)

SUPPLIER REGISTRATION FORM

(FOREIGN SUPPLIER)

ALL COLUMNS SHOULD BE PROPERLY FILLED IN THE SPACE PROVIDED FOR. WHEREVER IT IS NOT APPLICABLE PLEASE WRITE NOT APPLICABLE. INCOMPLETE OR INCORRECT FORMS MAY NOT BE CONSIDERED.

1.0 GENERAL INFORMATION:

1.1 NAME OF COMPANY

1.2 DETAILS OF HEAD OFFICE:

ADDRESS :
 TELEPHONE :
 FAX :
 EMAIL :
 WEB SITE :

1.3 DETAILS OF FACTORY/WORKS:

ADDRESS :
 TELEPHONE :
 FAX :
 EMAIL :
 WEB SITE :

1.4 DETAILS OF MARKETING AGENT

ADDRESS :
 TELEPHONE :
 FAX :
 EMAIL :
 WEB SITE :

1.5 CHIEF EXECUTIVE

1.6 CONTACT PERSON(S)

FOR PRODUCT OFFERED

NAME(S) :
 OFFICIAL :
 CPACITY :
 ADDRESS :

TELEPHONE :
FAX :
EMAIL :

1.7 YEAR OF ESTABLISHMENT

1.8 PRODUCTION CAPACITY PER ANNUM

1.9 PARTICULARS OF PRODUCT INCLUDING
SPECIFICATION AND RANGE OFFERED
FOR REGISTRTION
(Attach brouchers and catalogues)

1.10 NAME(S) OF BANKERS

1.11 BANKER'S CERTIFICATE

1.12 PORT OF LOADING

1.13 NEAREST AIRPORT

1.14 NAME OF THE INDIAN AGENT, IF ANY
WITH AUTHORIZATION LETTER

2.0 FINANCIAL INFORMATION:

2.1 TOTAL CAPACITY

2.2 ANNUAL TURN OVER FOR LAST 3 YEARS

2.3 WHEHER CREDIT LICENSE ACCEPTABLE YES/NO

3.0 QUALITY MANAGEMENT SYSTEMS

ENCLOSED FORMAT PART-B

3.1 EXPERIENCE LIST FOR SAME/ SIMILAR ITEMS
TO BE ENCLOSED

4.0 FUTURE EXPANSION PLANS:

(Give details)

5.0 LIST OF ENCLOSURES:

(Including brouchers, catalogues, technical literature etc)

6.0 ANY OTHER INFORMATION:

SIGNATURE OF SUPPIER (Authorized signatory)

NAME :
DESIGNATION :

DATE :
OFFICIAL SEAL

Note:

1. BHEL Reserves the right to take penal action as deemed fit if any of the information provided by the vendor is found to be incorrect.
2. Please attach separate sheets, if space found is inadequate



Bharat Heavy Electricals Limited

Corp. R&D DIVISION

VIKAS NAGAR,

HYDERABAD- 500 093 (INDIA)

RD:MPX:F-13

Ph: 040 □ 23772704, Fax: 040 □ 23770698, email: mpx@bhelrnd.co.in

GUIDE LINES REGARDING DEALINGS WITH INDIAN AGENTS OF FOREIGN SUPPLIERS

- i. BHEL shall deal directly with foreign vendors, wherever required, for procurement of goods. However, if the foreign principal desires to avail of the services of an Indian agent, then the foreign principal should ensure compliance to regulatory guidelines - which require mandatory submission of an Agency Agreement.
- ii. It shall be incumbent on the Indian agent and the foreign principal to adhere to the relevant guidelines of Government of India, issued from time to time.
- iii. The Agency Agreement should specify the precise relationship between the foreign OEM / foreign principal and their Indian agent and their mutual interest in the business. All services to be rendered by agent/ associate, whether of general nature or in relation to the particular contract, must be clearly stated by the foreign supplier/ Indian agent. Any payment, which the agent or associate receives in India or abroad from the OEM, whether as commission or as a general retainer fee should be brought on record in the Agreement and be made explicit in order to ensure compliance to laws of the country.
- iv. Any agency commission to be paid by BHEL to the Indian agent shall be in Indian currency only.
- v. Whenever Indian agents are representing on behalf of their principals the relevant authorisation letter and agreement copy to be enclosed along with Technical bid to consider the offer.