


BHARAT HEAVY ELECTRICALS LIMITED

 CORPORATE RESEARCH & DEVELOPMENT DIVISION
 VIKASNAGAR, HYDERABAD - 500 093, INDIA

PHONES:23774494 (EXT:9804)

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RD:DP:MPX:F-04

ENQUIRY

Ref: 711303391

Date 27-07-2013

Enquiry for Precision cut-off Machine with its spares and accessories

Enquiry No:711303391 Enquiry Date : 27-07-2013 Due Date: 31-08-2013 Indicative Delivery Date : 28-02-2014

Sl.No	Item Description	Unit	Qty
1	Precision cut-off machine	LOT	1
2	Optional accessories, consumables, spares for the above machine	LOT	1

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

M Hemanth Kumar
 Manager
 hemanthkumar@bhelrnd.co.in



ENQUIRY & QUALIFYING CRITERIA

Volume - 1
Enquiry No
711303391

Precision cut-off Machine with its spares and accessories

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) Precision cut-off machine - 1 LOT 2) Optional accessories, consumables, spares for the above machine - 1 LOT
3	Enquiry Reference no.	711303391
4	Indicative Delivery Date	28-02-2014
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	<p>Please submit your offer in one common sealed cover containing two parts in separate sealed covers as detailed below.</p> <p>1. First cover shall contain:</p> <p>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)</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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 price-bid with price(s) cells blank (un-priced price bid).</p> <p>The second attachment shall contain price bid.</p>

		The subject of the e-mail should contain Enquiry No, Enquiry Date and Due date.
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GENERAL TERMS & CONDITIONS (GTC)

Volume - 1
Enquiry No
711303391

Precision cut-off Machine with its spares and accessories

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	<p>Tenders received after due date/time(12:00hrs) will not be considered</p>
		<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>

4	Discrepancy in words and figures	<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 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.
14	Additional Information	Suppliers are requested to visit our web site regularly for any updates and additional information, "All corrigenda, addenda, 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.

Signature of the bidder with Seal & Date



COMMERCIAL TERMS & CONDITIONS (CTC)

Volume - 1
Enquiry No
711303391

Precision cut-off Machine with its spares and accessories

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	Rate Contract	In case the goods enquired are on Rate Contract basis with any other unit of BHEL, such fact should be clearly indicated in the quotation giving full particulars of Rate Contract number, validity and price and also your willingness to comply with order if placed against such Rate Contract. A copy of Rate contract signed by the supplier should be sent with the quotation.	
4	LD Clause	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).	
		a) For Indian Offers : BHEL standard payment term is "100% payment along with taxes by EFT/RTGS within 30 days of	

5	Payment Terms	<p>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 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>	
6	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 comparision.</p>	
7	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 encurse compliance to 	

		<p>the laws of the country.</p> <p>4. Any agency commission to be paid by BHEL to the Indian agent shall be Indian currency.</p> <p>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>	
8	Delivery Date	<p>Suppliers are requested to quote for the delivery mentioned in the enquiry. However suppliers can quote best possible delivery period from the date 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>	
9	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>	
10	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 ASSCP,Gurgaon(Near New Delhi),Haryana-122001. or F.O.R</p>	<p>a. For Destination</p> <p>b. Ex-Works</p>

		destination' basis.In case of Ex-Works,an amount of 3% on basic value towards freight and insurance will be added for cost comparison.	
11	Weight and Packing Dimensions.	The Supplier shall indicate the shipping weight (Kgs) and dimensions(L x W x H in cms) clearly along with offer.	

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
711303391

Precision cut-off Machine with its spares and accessories

SL.No.	Item			
1	Precision cut-off machine			
	sl no	Descriptions	BHEL Specifications	Vendor Specifications/ Deviations
	1.0	Purpose:	<p>For accurate and precise cutting of the following materials:</p> <ul style="list-style-type: none"> • Plain Carbon Steels (Tubes, Bars, Sections of pipe) • Low Alloy and High Alloy steels (1.25 Cr steels, 9 Cr Steels) • Stainless steels (18Cr steels, Super304H, etc.) • Ni-base superalloys (such as Inconel 617, Inconel 740, Inconel 738, Hastelloy X, etc.) • Co-base superalloys (in-house developed alloys) • Brass samples • Copper samples • Aluminium samples • Ceramic coated metal samples (delicate/brittle coatings like Thermal Barrier Coatings, etc) • Hot mounted samples in thermosetting resin (includes above samples) • Cast irons • Ceramics • Samples for failure analysis (involves delicate clamping and precise cutting of irregular shaped samples) • Small blade profile samples • Corrosion tested samples with delicate corrosion product layer on them for TEM sample preparation, EBSD specimen slicing, Metallography, etc. 	
	2.0	Table Top, Automatic, Precision Cut-Off Machine	As per specifications given below:	

2.1	Display	Digital/ LED/ LCD back-lit display	
2.2	User defined cutting methods.	Capability to store Cutting Methods (Existing database for some of the samples mentioned in 1.0 may be supplied)	
2.3	Positioning accuracy (X-axis) :	5 μ m or less; Also automatic serial sectioning capability is required; Note: Positioning to be done by a step-motor is preferable	
2.4	Feed speed/ rate (along Y axis):	Atleast 0.025 mm/s or less (preferable); Automatic feed rate monitoring and control system is necessary. Linear blade feed and retraction should be automatic and are necessary Note: Capability for changing the feed-rate during operation by the operator is preferable	
2.5	Cooling unit (Required for maintaining lower temperature during cutting operation):	In-built re-circulating cooling unit during operation is required. Coolant delivery system to the sample being cut/ sectioned is a MUST; Capability for debris collection and removal is optional for the equipment. Capacity of cooling unit: 4 litres atleast	
2.6	Splash Cover:	Transparent protective splash cover (which is impact resistant) during cutting with safety switch OR Electronic OR Magnetic safety inter-lock during operation is required	
2.7	Adjustable sample force:	Automatic adjustment of sample force: Low, Medium and High while in operation	
		Sample rotation for difficult samples and all	

2.8	Sample rotation:	the accessories associated with this particular operation to be listed and quoted. Motorized sample rotation is optional capability for the equipment and if existing is highly preferable.	
2.9	Cut-off wheel speed:	Variable cut-off wheel/ disk speed having range of 500 to 5000 rpm in steps of 100 rpm or less	
2.10	Cleaning accessories:	Two sets of cleaning accessories for blades and for cutting chamber (if any) have to be provided along with the machine such as brushes/ wipes/ debris removal accessories, etc. If a function is already existing in the machine for cleaning, it has to be mentioned in detail. If these accessories are not necessary, clear reasons as to why cleaning accessories are not required have to be mentioned in detail.	
2.11	Language for Operation Instructions:	English	
2.12	Electronics	Electronics MUST be microprocessor controlled	
2.13	Emergency stop button:	Emergency Stop Button is a MUST and it should be easily accessible	
2.14	Power requirements:	220-240V; 50-60Hz; Single (1) phase; Necessary adapters (if any) have to be provided	
		<ul style="list-style-type: none"> Erection and Commissioning or Installation has to be done at BHEL Corp. R&D, Hyderabad, by the OEM or their authorized service agency/ personnel. It is 	

2.15	Erection and Commissioning:	<p>the responsibility of the supplier to integrate all the systems and ensure the functionality.</p> <p>Supplier should intimate their requirements (if any) for erection and commissioning after the receipt of PO. This has to be quoted separately as an optional item. • Demonstration of cutting of some of the samples available with us mentioned in 1.0 of the Item 1 of the enquiry has to be done at the time of E&C or Installation (Depending on samples available at lab at that point of time) • Training has to be given for atleast 2 people on-site for usage of all modes of the equipment. This has to be quoted separately as an optional item</p>	
2.16	Weight of the equipment:	Not more than 75 kgs	
2.17	Documentation:	<p>One manual in English (Hardcopy) should be supplied along with the machine indicating: • Detailed Usage/Operation Instructions for various types of samples • Cleaning procedures for blades as well as the machine (if any) • Trouble shooting guide • Maintenance and Service manuals/ procedures Apart from the above, CD(s)/ DVD (s) containing soft copy of the above indicated instruction manuals MUST be provided</p>	
		<p>• Guarantee or Warranty for all parts (other than accessories and spares): 12 months from the date of E&C or 18 months from the date of supply/ shipment whichever is</p>	

	2.18 Guarantee/ Warranty and service:	earlier • Extended warranty for 24 months is also to be quoted separately as an optional item • Contact information of service engineers MUST be provided at the time of installation or E&C • Availability of trained service engineers in India for attending the problem in at most 5 days has to be ensured	
2	Optional accessories, consumables, spares for the above machine		
sl no	Descriptions	BHEL Specifications	Vendor Specifications/ Deviations
1.0	Spares:	Recommended or suggested spares and tools kit (including major tools required for servicing at site) for atleast 2 years of normal working of equipment by the Original Equipment Manufacturer have to be quoted and listed with proper justification and details. This list of spares have to be provided from OEM and a certificate in proof of this has to be submitted along with the offer.	
2.0	Consumables:	Mentioned in 2.1 & 2.2	
2.1	Cooling/ Cutting fluid:	12 litres (+/-10%) of cooling/cutting fluid for both low speed and for high speed cutting are required Note: It has to be Non-Toxic and Non-Corrosive If any additives are to be added to make it non-corrosive, they have to be included and quoted with proper indication; If the fluid is different for low speed and high speed, 12 litres of each has to be quoted separately with proper justification	

	<p>2.2 Wafering blades/disks/wheels:</p>	<p><input type="checkbox"/> Diamond-Metal bonded blades/disks/wheels for general applications for Iron, Nickel, Cobalt base alloys <input type="checkbox"/> 4" diameter – 4 No.s <input type="checkbox"/> 5" diameter – 4 No.s <input type="checkbox"/> 6/8" diameter – 10 No.s</p> <p><input type="checkbox"/> Diamond-Metal bonded – low concentration blades/disks/wheels for hard and brittle materials or for materials having hard and brittle coatings on base metal <input type="checkbox"/> 4" diameter – 2 No.s <input type="checkbox"/> 5" diameter – 2 No.s <input type="checkbox"/> 6/8" diameter – 6 No.s</p> <p><input type="checkbox"/> Diamond-resin bonded blades/disks/wheels for aggressive cutting of metals <input type="checkbox"/> 5/6" diameter – 6 No.s Note: (1) Each blade/disk/wheel must be provided separately with compatible dressing stick or cleaning stick; This has to be quoted separately and indicated clearly, if it is not being provided with blade/disk/wheel. (2) If alternate blades/disks/wheels are available instead of the above mentioned ones satisfying the requirements of materials to be cut, they have to be quoted separately and indicated with proper justification. (3) If any particular size of the above mentioned wafering blades/disks/wheels is unavailable, it has to be mentioned clearly.</p>	
		<p>Recommended/ Suggested accessories like specimen holders, etc. for normal cutting of sample (linear</p>	

3.0 Accessories:

progress of sample stage), sample rotation and oscillation while cutting (also if special blades are to be used for cutting while rotation or oscillation of sample, they are to be quoted as optional items and included with proper justification), keeping in view our sample materials as suggested in 1.0 are to be provided with the machine. All accessories required for performing cutting/sectioning activities wherever listed from 2.1 to 2.19 of Item 1 (Precision Cut-off Machine) must be quoted and clearly indicated and justified wherever applicable. Accessories are required for the following (which have to be quoted for and justified accordingly):

1. Cutting of cylindrical (Solid/hollow) samples (diameter: 10mm to 50mm; height: 60mm maximum); Cutting to be carried out in transverse (circular sectioning) direction
2. Cutting of irregular samples such as smaller sections of compressor blade roots, etc. within a max. volume of 30mm x 30 mm x 50mm
3. Precision cutting of transverse sections as mentioned in S.No. 1 here
4. Sectioning thick sections from thermosetting mounted cylindrical samples with metals in them from 25 mm diameter to 50 mm diameter
5. Corrosion tested samples, thermal barrier coated samples of approx. 15mm x 15 mm x 30mm volume.

Note: All chucks,

		<p>flanges, X-axis bed and fasteners, Y-axis bed and fasteners, etc. satisfying the above cutting requirements have to be provided. These have to be made of non-corrosive metals such as stainless steels. Each cutting requirement mentioned above has to be justified with the accessory being quoted and indicated clearly. These items have to be quoted as optional items. If any accessory is unavailable, it has to be mentioned clearly.</p>	
G	General Specifications		
	sl no	Descriptions	<p>BHEL Specifications</p> <p>Vendor Specifications/ Deviations</p>
	1.0	After Sales Support:	<p>Supplier must have office in India or authorized service agent in India to provide after sales service, support and maintenance. A certificate in proof of this has to be submitted along with the bids.</p>
2.0	Annual Maintenance Contract (AMC):	<p>AMC charges for the equipment along with all the accessories for 3 years beyond the warranty period have to be quoted per year in % of the order value of the supplies only, as an optional item. These charges have to be valid for 3 years beyond the standard warranty period. The AMC charges shall not be added for cost evaluation. BHEL reserves the right to place a separate order/ orders for AMC contract for 3 years and/ or part thereof before expiry of standard warranty period at the rates quoted. AMC</p>	

		Charges should be quoted as follows: AMC Charges after 1st year: _____ % AMC Charges after 2nd year: _____ % AMC Charges after 3rd year: _____ %	
3.0	Brochures/ Technical details:	Brochures/ Technical details/ supporting information for compliance to the all the item specifications listed in the enquiry have to be submitted along with the offer. Photographs of the equipment also have to be submitted.	
4.0	Compliance Statement:	Compliance statement for each and every item mentioned in the enquiry has to be provided either separately or in the space provided for compliance and submitted along with the offer. The vendor should clearly indicate whether they are able to supply as per BHEL specifications for each specification. This should clearly be written in vendor compliance box of the enquiry as "Yes" or "No". The vendor may mention the reasons for (i) deviations from specifications (ii) providing better than mentioned specifications wherever applicable (iii) for mentioning "No" in the compliance sheet	
5.0	Existing Customers and performance certificate from them:	The vendor must have supplied this equipment to atleast 5 customers with same specifications. Full contact address, name and contact numbers of the customers have to be provided at the time	

		of submitting the technical bid. Also, performance certificate from 2 of the customers must be submitted along with the technical bid.	
6.0	Agency agreement (If applicable)	Agency agreement of the Indian business partner with OEM should be provided. This agreement should contain details of products considered, territory of operation, commission and responsibility of the Indian business partner with the OEM and should be signed both by the OEM as well as the Indian business partner.	
	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



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VIKAS NAGAR,

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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.