



**Electronics Division, Bangalore**

# **BHEL - EDN**

## **TENDER DOCUMENTS**


**FOR RFQ. NO...DKMM900373 DTD 13.08.2013**

**DUE DATE: 13.09.13**

**PROJECT: KBUNL MUZAFFERPUR (2X195 MW) TPP**

**ITEM: AMBIENT AIR QUALITY MONITORING SYSTEM**

## REQUEST FOR QUOTATION

 MMI:PU:RF:003	<b>BHARAT HEAVY ELECTRICALS LIMITED</b> Electronics Division PB No. 2606, Mysore Road Bangalore - 560026 INDIA	RFQ NUMBER: DKMM900373  RFQ DATE : 13.AUG.2013	Due Date <b>13.SEP.2013</b> Time: 13:00 HRS  VENUE : NEW ENGG. BLDG
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(for all correspondence)


Purchase Executive : KANIMOZHI D  
 Phone : 26998842  
  
 E-mail: kanimozhid@bheledn.co.in

Please submit your lowest quotation subject to our terms and conditions attached for the material mentioned below. The quotation must be enclosed in a sealed envelope superscribed with RFQ no. and due date, should reach us on or before the due date by **13.00** hours IST and will be opened on the same day

SI No.	Description	Qty	Unit	Delivery qty	Delivery Date
1	PR0280000499 SOx Analyser for AAQMS To measure Sulphur dioxide in Ambient air. Test Certificate	4	NO	4	
2	PR0280000502 Oxides of Nitrogen Analyser for AAQMS To measure NO , NO2 , NOx in Ambient air. Test Certificate	4	NO	4	
3	PR0280000510 CO2 Analyser for AAQMS To measure Carbon dioxide in Ambient air. Test Certificate	4	NO	4	
4	PR0280000529 Suspended Particulate Analyzer for AAQMS Continous ambient measurement of Suspended Particulate PM10 Test Certificate	4	NO	4	
5	PR0280000537 Residual SPM Analyser for AQMS Residual SPM Analyser - PM 2.5 Test Certificate	4	NO	4	
6	PR0280000545 Accessories for AAQMS Zero Air unit and Permeation tubes. Test Certificate	4	NO	4	
7	PR0280000553 Calibration Gas Cylinders for AAQMS SO2 Cylinder No2 Cylinder Co2 Cylinder Test Certificate	4	NO	4	
8	PR0280000561 Sampling Panel for AAQMS Sampling Panel consisting of Gas Sampling System and Rack for Analysers. Test Certificate	1	NO	1	
9	PR0280000570 Data Acquisition system for AAQMS Consisting of PC based datalogger , Software for datahandling & Archiving and Central Data Acquisition system. Test Certificate	1	NO	1	
10	PR0280000588 UPS for AAQMS UPS with Battery Back up. Test Certificate	5	NO	5	
11	PR0280000596 Weather Monitoring Sensors for AAQMS Metrological sensors/ Weather Monitoring Sensors consists of sensors like Wind direction, Wind speed, Relative Humidity, Rainfall Monitor, Solar Radiation etc.	1	NO	1	

For and On behalf of BHEL.

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Please submit your lowest quotation subject to our terms and conditions attached for the material mentioned below. The quotation must be enclosed in a sealed envelope superscribed with RFQ no.and due date, should reach us on or before the due date by **13.00** hours IST and will be opened on the same day

SI No.	Description	Qty	Unit	Delivery qty	Delivery Date
	Test Certificate				
12	PR0280000618 Comprehensive AMC for AAQMS Comprehensive Annual Maintenance Contract for AAQMS	1	LOT	1	
13	PR0280000626 Calibration Unit for AAQMS Multi Gas Calibration System for AAQMS Station with fast response time. Test Certificate	1	NO	1	

**Total Number of Items - 13**

Please note that the tender will be opened in the presence of the bidders or his authorised representatives (maximum two per organisation) who choose to be present with authorisation letters. Refer annexure for the terms and conditions.

Please specify Terms of delivery, Excise duty, sales tax, Ex-BHEL, Ex-works surcharge, Insurance,P&F, Freight and other taxes very clearly . For evaluation,exchange rate(TT selling rate of SBI) as on scheduled date of tender opening (Part-I bid incase of two part bid) shall be considered. The offers of the bidders who are on the banned list as also the offer of the bidders, who engage the services of the banned firms, shall be rejected.The list of banned firms is available on BHEL web site [www.bhel.com](http://www.bhel.com)

- i). This is only RFQ not an order.
- ii). In all correspondence quote RFQ No. & due date.
- iii). In Quotation BHEL material code / RFQ SI. No. should be mentioned clearly.
- iv). Quotation Envelope not superscribed with RFQ No.and due date is liable for rejection.
- v). Quotation should remain valid for a minimum peiod of 90 days from due date.
- vi). In case of non-receipt of Quotation or regret letter for 3 consecutive RFQs you are liable to be removed from our vendors list.
- vii). All Prices should be written in words and numbers.
- viii). Excise Chapter Heading should be mentioned for all items where VAT is applicable .

**Project Synopsis**

**NTPC- Muzaffarpur – 2 x 195 MW TPP**

The Project is located at village kanti in Muzaffarpur district of Bihar state and it is situated on Muzaffarpur – Motihari section of National Highway No.28 at a distance of about 1.5 kms from kanti railway station on samastipur – Motihari loop and about 13 kms from Muzaffarpur Railway station of East – Central Railway. The nearest town is about 13 kms.

**Location:** MUZAFFARPUR TPP – II (2 X 195 MW ) in Muzaffarpur district of Bihar state, India.

**Access Road:** Muzaffarpur - Motihari section of National Highway No.28 at a distance of about 1.5 kms

**Nearest Railway station:** Muzaffarpur Railway station of East – Central Railway about 13 kms

**Nearest Airport:** Patna at a distance of about 90 kms from the project site.

**Nearest Sea Port:** Kolkata

*Prakash  
14/07/13*

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<b>SECTION</b>	<b>DESCRIPTION</b>	<b>REFERENCE NO.</b>
<b>A</b>	<b>GENERAL INSTRUCTIONS TO BIDDERS</b>	<b>CE/416/AAQMS/GI</b>
<b>B</b>	<b>PRE-QUALIFICATION REQUIREMENTS</b>	<b>CE/416/AAQMS/PQR</b>
<b>C</b>	<b>SCOPE OF SUPPLY FOR AAQMS</b>	<b>CE/416/NTPC/AAQMS/SOS</b>
<b>D</b>	<b>TECHNICAL SPECIFICATION FOR AAQMS</b>	<b>CE/416/NTPC /AAQMS /TR</b>

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## **SECTION- A**

### **GENERAL INSTRUCTIONS TO BIDDERS :**

- 1.0 ALL REQUIRED DOCUMENTS AGAINST THIS TENDER/SPECIFICIFICATION SHALL BE SUBMITTED IN ENGLISH ONLY.**
  - 2.0 Introduction :** Bidders are required to offer Ambient Air Quality Monitoring System ( AAQMS) for a Thermal Power Plant of 195 MW rating and above.
  - 3.0** In order to accept the Technical offers / proposals from Bidders for the project mentioned in this Specification ( refer Sections C & D ), certain Pre-qualification criteria are required to be met by Bidder.
  - 4.0** Pre-qualification requirements are clearly mentioned in Section-B of this Specification. Bidder to read the same carefully and submit the details required for BHEL's acceptance.
  - 5.0** In case Bidder does not include the details or meet the requirements of Pre-qualification requirements, their offer will be summarily Rejected and Bidder's Technical offers will not be Evaluated.
  - 6.0 Evaluation methodology :** BHEL shall initially open Bidder's PQR documents only as per Section B of this specification for review & acceptance. Only after acceptance of PQR documents, BHEL shall open Bidder's Technical offers as per CI 2.0 of above for evaluation. In the event of acceptance of Bidder's technical offers, the names of such Bidders along with details provided by them for PQR and details of Technical offers , shall be submitted to Endusers/Customers for their acceptance/approval. Commercial bids of only accepted/approved Bidders by Endusers/Customers, shall be considered by BHEL for further processing.
  - 7.0** Bidders are required to submit offers as detailed below :
    - aa.** Documents pertaining to Pre-Qualification requirement ( CI AA of Section B of this Specification) shall be in a Separate cover with reference no. "CE/416/AAQMS/PQR / CI AA of Section B" marked on it.
    - bb.** Documents pertaining to Pre-Qualification requirement ( CI BB of Section B of this Specification ) shall be in a Separate cover with reference no "CE/416/AAQMS/PQR / CI BB of Section B" marked on it.
    - cc.** Technical offers/proposals for the Project, whose requirements are mentioned in Sections C &D will be submitted in a separate cover with Project name & Reference marked on it.
  - 8.0** Whenever required during evaluation of PQR and Technical offers/bids, vendor is required to be present at BHEL Electronic Division, Bangalore, for discussions. Further in the event of order, during approval of the Vendor documents by Endusers/Customers, Vendor shall accompany BHEL representative for discussions.
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## **SECTION- B**

### **AA. Pre-Qualification Requirements ( PQR ) of Bidders for AAQMS, as a part of Offer:**

- 1.0 Submit Reference List of Projects wherein offered system is supplied & commissioned, along with details of analyzers and Year of Commissioning of the system specified in Section C&D**
- 2.0 Bidders shall note that qualifying criteria for this project is one year satisfactory operation in one power plant having unit rating of 200 MW and above as on 21-10-2011, for similar measurements indicated in Section C & D of this specification, for verification.**
- 3.0 Submit List of Projects ( rating of > or = 200 MW Power Plants ) for which Erection & Commissioning has been carried out by Subsidiary / Authorized Indian representative for last one year & minimum one system.**
- 4.0 Submit duly-filled Source Request Form ( SRF ), which shall be downloaded by Bidder from our website "www.bhel.com.**
- 5.0 Vendors who are making offer for this tender shall have authorised representatives in India for support related to Documentation, Erection , Commissioning & any other co-ordination work.**

### **BB. Alongwith the documents related to PQR above, following details shall also be included in the Offer :**

- 1.0 Technical literature / Manuals of offered Sensors , Power supply & Vibration modules etc., and Analysis & Diagnostic systems.**
- 2.0 Unpriced Purchase Order copies**
- 3.0 Reports of successful erection & commissioning Protocols & Minutes of the meetings which includes Analysis & Diagnostics systems also.**
- 4.0 Name & registered address of the Indian branch office or Indian representative for support of E&C and after sales service with Organization chart.**
- 5.0 Details of Manufacturing, testing & inspection facility.**
- 6.0 Bidder shall have facility in India for Engineering activities, preparation of Documents..etc.. Submit these details.**
- 7.0 If Bidder is not Original Equipment Manufacturer (OEM), than Bidder to include Authorisation letter from OEM for Design, Engineering, Manufacture , Testing, supply , Erection, Commissioning and Servicing of the offered System. This Authorisation letter provided by OEM to Bidder shall indicate the Type and Duration of the agreement.**

**Important note :** In case Bidder does not submit details mentioned in above clauses or meet the requirements of Pre-qualification requirements, Offers will be summarily rejected and Bidder's Technical offers/proposals will not be Evaluated. Please read carefully the General instructions in Section A of this specifications.



Ref : CE/416/NTPC/AAQMS/SOS

Rev. : 00

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**PROJECT: MUZAFFARPUR TPP -II - 2 X 195 MW**

**CUSTOMER: M/s. KANTI BIJLEE UTPADAN NIGAM LTD.**

**CONSULTANT: M/s. NTPC**

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**SCOPE OF SUPPLY  
FOR  
AMBIENT AIR QUALITY MEASUREMENT SYSTEM**

REVISIONS :

APPROVED BY

PPS

PREPARED BY

ISSUED

DATE

416

12/08/13

VT

**PROJECT SCOPE OF SUPPLY**

**SUPPLY REQUIREMENTS:**

Vendor shall quote unit prices for each of the items indicated below. Without this the offer shall be treated as incomplete and shall be rejected. BHEL reserves the right to choose options such as remote calibration, special tests separately for each project.

**PROJECT REQUIREMENT:**

**NAME of Owner / End user: M/s. NTPC**

**BRIEF SYNOPSIS of Project: MUZAFFARPUR TPP -II - 2 X 195 MW**

**1) Scope of AAQMS as follows**

<b>1</b>	<b>ITEM DESCRIPTION</b>	<b>TOTAL QUANTITY /PROJECT</b>
(a)	SOX ANALYSER	4
(b)	NOX ANALYSER	4
(c)	CO2 ANALYSER	4
(d)	SUSPENDED PARTICULATE MONITORS	8
(e)	SAMPLING INLET HEADS	12 (PM 10, 2.5 AND TSP)
(f)	MULTI GAS CALIBRATION SYSTEM	4
(g)	PC BASED DATA LOGGER FOR INDIVIDUAL AAQMS STATIONS AND TABLE & CHAIR	4
(h)	PC BASED DATA LOGGER FOR CENTRAL STATION WITH A 4 LASER PRINTER AND TABLE & CHAIR	1
(i)	Wind Speed Sensor	1
(j)	WIND DIRECTION SENSOR	1
(k)	AIR TEMPERATURE SENSOR	1
(l)	RELATIVE HUMIDITY (RH) SENSOR	1
(m)	SOLAR RADIATION SENSOR	1
(n)	METEOROLOGICAL MAST	1
(o)	RAIN GAUGE	1

(p)	SAMPLE HANDLING CENTRAL SYSTEM INCLUDING COMPRESSED AIR FOR PURGING.	1 LOT ( one no. for each station)
(q)	CONNECTIVITY FROM CENTRAL AAQMS STATION TO INDIVIDUAL STATIONS THROUGH EITHER WIRELESS LINK OR SATIATION WIDE LAN	1 LOT
(r)	WINDOW A/C FOR EACH OF INDIVIDUAL AAQMS STATIONS (1.5 TONS EACH)	5 Nos.
(s)	UPS FOR EACH INDIVIDUAL AAQMS STATION	4 Nos.
(t)	UPS FOR PC BASED CENTRAL STATION	1 No.

Note: Vendor shall quote individual prices for all items above.

2) Analyzers / monitors should be 19” Rack Mounted with the ON/OFF Switch and display of all important status signals including Lamps, etc should be preferably on the front panel.

3) Vendor shall provide at least two year warranty for the entire system.

4) Following activities shall be under vendor scope of supply.

a) Supervision of erection, Total commissioning & handing over of the system to the owner (NTPC).

b) Erection of inter connecting cabling / tubing between analyzers and its necessary accessories.

c) Vendor shall obtain necessary approval for licenses authorizing the use of communication equipment specified frequencies. In this regard, following activities are in vendor scope of supply.

- i) To facilitate license application to the concerned government agencies.
  - ii) Payment for License application will be in vendor scope, which will be reimbursed by BHEL against documentary evidence.
  - iii) For further extension / renewal of license shall also be facilitated by vendor as per prevailing rates, which again will be reimbursed by BHEL against documentary evidence.
  - iv) Vendor shall note that license period shall start after successful commissioning of the system and handing over to end user i.e. license shall be obtained for the period of 5 years.
- d) Vendor shall note that materials (after supplies) will be made available at BHEL Stores ,which is located inside main plant and vendor shall make necessary arrangements for movement of material from BHEL stores to AAQMS stations
- 5) Vendor shall give complete list of spares, consumables etc. along with their costs required for the trouble-free operation as part of comprehensive annual maintenance ( AMC ) ; referred at clause 17 ( f).
  - 6) The system shall be supplied with all ancillaries and consumable necessary for the trouble free operation during the warranty period. In case the Shelf of life of any consumable is shorter, and then supplies to be done in suitable phases. Vendor shall give details of shelf-life, quantity of consumables required etc. to last the warranty period.
  - 7) O&M Manuals shall be supplied in line with the general requirement indicated in sub-section GTR indicating details of installation, operation and calibration; preventive, routine & corrective maintenance.
  - 8) A Sampling system along with compressed air for purging compatible with the Analyzers / Monitors for total suspended particulates (TSP), PM10 PH2.5, NOx and SO2, CO2 shall be provided by vendor. The system, wherever applicable, shall also be compatible with Analyzers for CO, Pb, mercury O3 (which employer may procure in future). The system, wherever applicable, shall have the facility for moisture removal.
  - 9) Minimum requirement which are in employer's scope like power supply, space, building, ventilation & approach road required for installation and commissioning of the AAQMS shall be specified by the vendor in the offers installation and commissioning of the AAQMS shall be done by the vendor at the sites provide by NTPC. Vendor shall obtain statutory and other clearances for purchase, commissioning and operation & maintenance of the AAQMS.
  - 10) Vendor for furnish, along with the bid documents, the details of calibration system provide with each Analyzer / monitor.
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- 11) Inter connecting cables, Tubing /Piping and other necessary accessories for each station (4 no's remote stations and one central station) shall be offered by vendor.
- 12) Vendor shall note that Power supply at each station shall be in NTPC's scope of supply.
- 13) Items shall be supplied, post inspection, in sturdy wooden packing. Packing shall be designed such that materials can be stored in open environment for 2/3 years. BHEL packing standard is enclosed for reference compliance.
- 14) Vendor shall offer following items from approved Sub vendor as listed below.
  - i) Printer Laser: HP / Canon / Epson/IBM / Lexmark.
  - ii) UPS mini up to 5 KVA: DB power, Pune /Emerson (Tata Libert), Mumbai/ Hirel, Gandhi Nagar/ AP Lab / APC, Bangalore.
  - iii) Computer (PC): Samsung/ Dell/ Lenovo/NEC/ HP /Compaq/LG.
  - iv) Computer furniture: OTS office take /Godrej & Boyce /Pyrotech/Featherlite/Evans/Cosmos/Lampertz/Datumstruct/Pan Office systems.
  - v) Control panels: BHEL, Bangalore/Pyrotech, Udaipur/Instrumentation, Ltd kota/Rittal Bangalore/ Cosmos, noida /Lampertz, Bangalore/ Godrej & Boyce, Mumbai/Pentair Technical products India Pvt Ltd, Bangalore.

In case vendor offers makes other than indicated above then same shall be subject to end user / NTPC's approval.

- 15) Vendor shall offer separate prices for both station wide LAN and Wireless link.  
Note: Central Station is located within 10 km radius (minimum) from remote stations.
- 16) Any deviation w.r.t Secs. Ref. CE/416/NTPC/AAQMS/TR to be clearly indicated in the offer.

**17) Comprehensive Annual Maintenance Contract (AMC):**

Comprehensive annual Maintenance Contract (AMC) after the warranty period shall be provided by the vendor for the entire system for three years. NTPC/BHEL shall have the option to not renew the AMC after end each of first two year after given a notice of one month. Further, vendor shall provide year wise break up for AMC and also bidder shall note following points.

- a) Bidder shall note that warranty period starts after successfully completion and handing over of system to end user and this warranty for complete system shall be

covered for period of two years. Thereafter , Comprehensive annual Maintenance Contract (AMC) shall be applicable



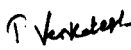
- b) Quarterly two visits for calibration and periodic maintenance. Bidder shall note that Periodic maintenance services shall include carrying out cleaning, servicing, testing of the entire system, checking & testing the healthiness of the system by simulating with the suitable condition.

Further, Service reports, in mutually agreed format (check list), are to be furnished for having carried out the preventive services / breakdown services. Service report shall be signed by user, maintenance and concerned service engineer of NTPC/ BHEL.

- c) Emergency Maintenance Service – as and when required i.e Bidder shall note that problem shall be attended within 48 hours and furnishing a service report for the same preferably on same day.
- d) Hardware Replacement – as and when required. Bidder shall replace hardware within 72 hrs to ensure system availability for operation.
- e) Software support service.
- f) Supply of spares & consumables .Bidder shall not that the scope of work includes all repairs and replacement of all spares at no extra cost to BHEL during warranty period and AMC.

Note: Service report for above points (b), (c), (d), (e) & (f) shall be prepared and vetted by concerned representative of NTPC/ BHEL.

- g) Personnel deputed for service shall be covered under statutory provisions like insurance, provident fund etc by vendor and Employer / Contractor is not responsible for the above.
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	 <p>A4-10</p>		CE/416/NTPC /AAQMS /TR
			REV NO : 00
			Page 1 of 10
<p style="writing-mode: vertical-rl; transform: rotate(180deg);">COPY RIGHT AND CONFIDENTIAL</p> <p style="writing-mode: vertical-rl; transform: rotate(180deg);">The information on this document is the property of Bharat Heavy Electrical Limited. It must not be used directly or indirectly in anyway detrimental to the interest of the company.</p>		<p><b>PROJECT: MUZAFFARPUR TPP -II - 2 X 195 MW</b>  <b>CUSTOMER: M/s. KANTI BIJLEE UTPADAN NIGAM LTD.</b></p> <p><b>CONSULTANT: M/s. NTPC</b></p>	
	<p><b><u>TECHNICAL SPECIFICATION FOR</u></b></p>		<p><b><u>AMBIENT AIR QUALITY MEASUREMENT SYSTEM</u></b></p>
			<p style="text-align: right;"><b>APPROVED BY</b></p> <p style="text-align: center;"> (PPS)</p>
			<p><b>PREPARED BY</b></p> <p> (VT)</p>
	<p><b>ISSUED</b></p> <p style="text-align: center;">416</p> <p style="text-align: right;">16.07.2013</p>		

**Technical Requirement for Ambient Air Quality Measurement system (AAQMS).**

**AA) General Specification for AAQMS:**

- 1) The Analyzers / monitors should be 19” Rack Mounted with the ON/OFF Switch and display of all important status signals including Lamps, etc should be preferably on the front panel.
  - 2) The system must function properly in the weather and atmospheric conditions in view of ambient temperature, relative Humidity and high dust level s for instruments / equipments housed in an enclosure.
  - 3) The system should function without frequent servicing / maintenance. The parts requiring regular service / maintenance must be easily accessible.
  - 4) All ambient Gas Analyzers and Dust Monitor shall conform to the U.S. EPA reference OR equivalent method. A proof off approval and certificates of the above compliance along with copy of the test Report (in English) from internationally reputed agencies such as US EPA, TUV / UAB of Germany, Emt Canada, Emt. Japan, EEC etc shall be furnished.
  - 5) All Analyzers shall be micro-processor controlled with automatic calibration. All Analyzers, monitors sensors should be fully integrated in the 19” Rack cabinet, fully calibrated and tested before supply.
  - 6) The vendor shall provide at least two year warranty for the entire system.
  - 7) Comprehensive annual Maintenance Contract (AMC) after the warranty period shall be provided by the contractor for the entire system for three years. Employer shall have the option to not renew the AMC after end each of first two year after given a notice of one month.
  - 8) The system shall be supplied with all ancillaries and consumable necessary for the trouble free operation during the warranty period. In case the. Shelf of life of any consumable is shorter, and then supplies to be done in suitable phases. Vendor shall give details of shelf-life, quantity of consumables required etc. to last the warranty period.
  - 9) O&M Manuals shall be supplied in line with the general requirement indicated in sub-section GTR indicating details of installation, operation and calibration; preventive, routine & corrective maintenance.
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- 10) A Sampling system along with compressed air for purging compatible with the Analyzers / Monitors for total suspended particulates (TSP), PM10 PH2.5, NO<sub>x</sub> and SO<sub>2</sub>, CO<sub>2</sub> shall be provided by vendor. The system, wherever applicable, shall also be compatible with Analyzers for CO, Pb, mercury O<sub>3</sub> (which employer may procure in future). The system, wherever applicable, shall have the facility for moisture removal.
- 11) Minimum requirement which are in employer's scope like power supply, space, building, ventilation & approach road required for installation and commissioning of the AAQMS shall be specified by the vendor in the offers installation and commissioning of the AAQMS shall be done by the vendor at the sites provide by NTPC. Vendor shall obtain statutory and other clearances for purchase, commissioning and operation & maintenance of the AAQMS.
- 12) Vendor for furnish, along with the bid documents, the details of calibration system provide with each Analyzer / monitor

**BB) SPECIFICATION OF CONTINUOUS MONITORING AMBIENT AIR ANALYSERS**

**1. Oxides of Nitrogen (NO-NO<sub>2</sub>-NO<sub>x</sub>) Analyzers**

1.	Principle	Chemi-luminescence
2.	Measurement	NO, NO <sub>2</sub> , NO <sub>x</sub> IN Ambient Air
3.	Display	LCD
4.	Ranges	0-1000 PPB in multi-ranges (minimum four selectable ranges) Preferable as below:
		0-1000 PPB, 0-200 PPB, 0-500 and 0-1000 PPB
5.	Minimum Detectable Limit	1 PPB
6	Noise Level	0.5 PPB or less
7	Zero Drift at Lowest Range	<1PPB in 24 hours
8	Span Drift at Lowest Range	+2% in 7 days of full scale
9	Response Time at Lowest Ranges	2 minutes or less
10	Linearity	+1% of full scale
11	Calibration	Built-in Calibration Facility
12	Consumables and spares	Recommended requirements of 3 years of continuous operation.
13	Digital signal Transmission	RS 232 link. Analyser shall be capable to transfer all data through RS 232 link to a PC based data logger.

## **2.Sulphur Dioxide (So<sub>2</sub>) Analyser**

1.	Principle	UV fluorescence
2.	Measurement	Sulphur dioxide in Ambient Air
3.	Display	LCD
4.	Ranges	0-100 PPB in multi-ranges (minimum four selectable ranges) Preferably as below:
5.		0-100 PPB, 0-200, PPB 0-300 PPB and 0-1000 PPB
6.	Minimum Detectable Limit	1 PPB
7.	Noise Level	0.5 PPB or less
8.	Zero Drift at Lowest Ranges	<1PPB in 24 hours with automatic zero compensation
9.	Span Drift at Lowest Range	+2% in 7 days of full scale
10.	Response Time at Lowest Range	2 minutes or less
11.	Linearity	+1% of full scale
12.	Calibration	Built-in Calibration Facility
13.	Consumables Signal Transmission	Recommended requirements of 3 years Continuous operation.
14.	Digital signal transmission	RS 232 link. Analyser shall be capable to transfer all the data through Rs 232 link to a PC based data logger.

## **3.CO<sub>2</sub> Analyser**

1	Principle	Gas filter Correlation using infrared
2	Measurement	CO <sub>2</sub>
3	Display	LCD
4	Ranges	0-500 PPM
5	Minimum Detectable limit	0.2 ppm
6	Noise Level	<0.1ppm
7	Zero Drift at Lowest Range	<0.2PPM/7 days
8	Span Drift at Lowest Range	+1% in 7 days
9	Response Time at Lowest Range	2 minutes
10	Linearity	+ 1% of full scale
11	Calibration	Built-in Calibration Facility
12	Consumables and spares	Recommended requirements of 3 years Continuous operation
13	Digital Signal Transmission	RS 232 link. Analyser shall be capable to transfer all the data through RS 232 link to a PC Based data logger.

## **4. Continuous ambient air measurement of TSP, PM<sub>10</sub> & PM<sub>2.5</sub>**

1	Principle	The suspended particulate matter (SPM) monitor for monitoring ambient air shall be based on the principle of beta attenuation by particulates sampled through the
2		Instrument and collected on movable filter tape. Before and after sampling. Beta radiation shall be measured by appropriate counter. An internal microprocessor shall handle all sequences and automatically calculate matter being measured. Contractor shall Provide two Nos SPM analysers in each AAQMS station for continuous measurement of suspended particulate matter each analyzer shall be designed for measurement of TSP, PM 10 & PM 2.5 These analysers shall be provided with sampling heads suitable for continuous measuring of TSP and PM 10. Additional sampling arrangement for PM 2.5 shall also be provided and it shall be possible to easily connect it to the Analyser normally measuring TSP
2	Measurement	Continuous ambient air measurement of TSP, PM 10 & PM 2.5.
3	Sampling System	System for sampling of particulates of following sizes
		(a) Total suspended particulates(TSP)
		(b) 10 MICRONS OR LESS.
		(c) 2.5 microns or less.
		The system shall have provision for removal of moisture from the sample, wherever applicable.
4	Measurement Range	0-2000 microgram per cubic meter (ig/m3) in Programmable multi-ranges
5	Display	LCD
6	Minimum detectable Limit	2 mg/m3
7	Filter material	Glass fiber filter
8	Roll length	Approximately 30 meters
9	Measurement result	1 hour average of shorter
10	Digital Signal Transmission	RS 232 link. Analyser shall be capable to transfer all the data through RS 232 link to a PC Based data logger.

**CC) Multi-gas Calibration System**

to cross check the built-in-calibration facility of the analyser/monitors, a standard Multi-gas Calibration system for each AAQMS station with fast response time shall be offered by the vendor

for SO<sub>2</sub> and NO<sub>X</sub> (Vender to give the complete details thereof) which can be used as manual or remote multi-point generation of gas concentrations from one to several high concentration span gas Cylinders. The Multi-gas calibration system shall meet the US EPA or TUV/4AB of Germany, Emt Canada, Emt Japan, EEC etc. requirement.

**DD) SPECIFICATION OF METEOROLOGICAL SENSORS**

**1. Specification of Wind speed sensor**

1.	Principle	Frequency proportional to wind speed
2.	Range	0-60 m/sec
3.	Accuracy	2 % of full scale
4.	Threshold	0.3 m/sec
5.	Operating temperature	0 to 50 deg C

**2. Specification of wind Direction Sensor**

1.	Principle	Potentiometric type sensor (Resistance proportional to Wind direction)
2.	Range	0-360 m/sec
3.	Accuracy	2 % of full scale
4.	Threshold	0.3 m/sec
5.	Operating temperature	0 to 50 deg C

**3. Specification of Air Temperature sensor**

1.	Principle	RTD (Platinum) Resistance proportional to temperature
2.	Range	0-50 deg C
3.	Accuracy	+ 0.2 deg C
4.	Operating temperature	0 to 50 deg C
5.	Radiation Shield	Non-aspirated Radiation shield

**4. Specification of Relative Humidity (Rh) sensor**

1.	Principle	Thin film capacitance type sensor
2.	Range	0-100% RH
3.	Accuracy	3 % for rang 10% to 90%
4.	Sensitive	0.2% RH
5.	Operating temperature	0 to 50 deg C
6.	Radiation Shield	Non-aspirated radiation Shield

**5. Specification of solar radiation sensor (Solarimeter)**

1.	Principle	Thermopile/thermo couple based with Appropriate wind shield
2.	Range	0.3 to 60 microns
3.	Measurement Range	0-1500 watt/m <sup>2</sup>
4.	Accuracy	+ 3.5 %
5.	Operating temperature	0 to 50 deg C

**6. Specification of Rain Gauge**

Rain gauge shall be self Recording type and of reputed make & recording facility shall be provided in electronics. The gauge shall be rugged having material of construction resistant to atmospheric corrosion. The instrument shall have automatic functions for computing rainfall for pre set time periods.

1.	Accuracy	+ 1 % to + 5% for rainfall rates ranging from the lowest to 125 mm/hr or more
2	Sensitivity	0.5 mm
3.	Operating Temperature	0 to 50 deg C

**7. Meteorological Mast**

One Meteorological mast of telescopic type and of specified height to be placed on an existing structure (such as buildings etc) so that height of the meteorological sensors from the ground level (GL) is 10 meters. The mast is required for mounting the meteorological sensors. Necessary hangers and holders along with electrical grounding set shall be provided by the vendor for installation of the sensors. Material of construction of the mast shall be metallic and robust and shall be resistant to atmospheric corrosion.

**EE) DATA LOGGER AT AAQMS & METEOROLOGICAL STATION**

- 1) There shall be one PC based data logger for each AAQMS and meteorological station. The entire data capture and mean value calculation as well as control of analyzers should be through user-friendly software and operate on the latest windows software system. Connection of analyzers with serial interface should be done through standard connectors. Diagnostic features should be clearly indicated by the system and any unauthorized access should be protected by a pass word PPB to micrograms per cubic meter (ug/m<sup>3</sup>) conversion factors should be part of the system.

- 2) The data logger shall be provided with at least 8 analog and 24 digital inputs and internal memory for all collected parameters. the data logger shall have ability to log channels at different intervals and should have capability of averaging and displaying real time data and averaged data over selectable periods (minutes, hours, days, months and years) such as 1 min, 10n min, ½ hr, 1 hr., 8hrs., 24 hrs., 1 month, 3 months, 6 months, year etc. it shall have adequate capability of connecting to all analyzers'/monitors including the optional analyzers' and sensors for meteorological parameters.

**Functional requirements of data logger**

1. Calculate vector mean of wind direction and wind speed
2. Graphic & tabular display of the current air quality monitoring data.
3. Generation of wind roses, pollution roses etc.
4. Data reports, calibration reports and status reports for user selectable time period (instantaneous or averaged over a period of 1/2hr, 1 hr, 4 hrs, 8 hrs, 24 hrs, weekly, monthly or yearly ).
5. Control panel window for controls of each analyser, including calibration.
6. Alarm for all parameters.
7. Real time multi-curves/graphs over user selectable time period.
8. Historic multi-curves/graphs over user selectable time period.
9. Real time status and diagnostics for maintenance people.
10. Programmable down loading of data.
11. Diurnal variation, standard deviation, regression and other statistical parameter reporting possibilities with various available models.
12. Possibility to export the data files in other formats.

**FF) Central station for AAQMS**

There shall be separate Data logger for the central station having configuration similar to the individual AAQMS.

**a) Data communication system for the central station**

Data communication system shall handle the data transmission of an ambient air quality network and receive incoming messages/ signals from remote stations. The following additional features should be part of the system:

1. To collect all the data from the remote stations at prescribed time or on request.

2. Manage at least 3 or more remote air quality-monitoring stations.
3. Should have the remote control facilities for calibrations (Zero & Span) and measuring range.
4. Should display multiple stations on-line data (momentary values) in tabular text and graphic format.
5. Should connect the remote stations either through wireless communication link or through station wide LAN.

**b) Additional features of the data logger at central station**

1. Data management, analysis and reporting
  2. Latest Microsoft windows operating system
  3. 32 bit application
  4. Data collection from remote stations via data communication server
  5. Inter-comparison of data between monitoring stations
  6. Comparison of data of various parameters for the same monitoring station.
  7. Integrates charts, tables and graphics.
  8. Should support primary and secondary mean values of user defined time interval.
  9. Should have data backup facility
  10. Should have the facilities for calculation of arithmetic mean values, average ½ hr, 1 hr, 2 hrs, 4 hrs, 8 hrs, 12 hrs, 24 hrs, weekly monthly and yearly
  11. Minimum, median, percentile, maximum, standard deviation frequency analysis and cumulative frequency analysis
  12. Calculation of pollution load and wind Roses
  13. Reports of daily, weekly, annual and user defined period
  14. Reports of pollution load and wind roses. Frequency analysis, and calibration
  15. Should have the facilities of the following chart types:
    - Line & column chart
    - Simple 3 D, line & column chart
    - Polar diagram and 3 D perspective column chart
-

**GG) Data communication system**

- 1) Each AAQMS station shall be connected to central data acquisition station either through station LAN or through a two way wireless communication link this shall allow for wireless transmission of data periodically to individual and central DAS & do the necessary communication between stations. Bidders shall determine the optimal antenna type required to achieve data transfer rate between all wireless access points. Bidder shall use for this purpose, approved and standard equipment like antennas and/or amplification devices etc required to achieve the above and shall provide agreement of technical support and support availability.
  - 2) Further, central data acquisition system shall be hooked on to end users existing LAN for transfer of data related to AAQMS system to plant network for further availability at corporate control.
  - 3) Bidder shall obtain necessary approval for licenses authorising the use of communication equipment specified frequencies.
-



Electronics Division, Bangalore

# BHEL - EDN

## TENDER DOCUMENTS

COVERING, COMMERCIAL TERMS  
& CONDITIONS & ANNEXURES

FOR RFQ. NO...DKMM900373 DTD 13.08.2013

DUE DATE: 13.09.13

PROJECT: KBUNL MUZAFFERPUR (2X195 MW) TPP

ITEM: AMBIENT AIR QUALITY MONITORING SYSTEM



**Bharat Heavy Electricals Ltd.,**  
(A Government of India undertaking)  
**Electronics Division**

PB No. 2606 , Mysore Road Bangalore , 560026 INDIA

Page 1 of 1

Fax : +91 80 26989227  
+91 80 26989218  
☎ : +91 80 26989191  
+91 80 26989142  
+91 80 26998. . . .

Date: 14.08.13

M/s.

Attn. Mr/Ms.

**Sub: Receipt of Tender Enquiry (RFQ) No...DKMM900373.... dtd ...13.08.2013....**  
**with tender specifications for...AMBIENT AIR QUALITY MONITORING SYSTEM**  
**Project ...KBUNL MUZAFFERPUR (2X195 MW) TPP.....**  
**Due Date for submission of Offer...13.09.2013.....**

We are forwarding herewith our Enquiry (Request for Quotation) referred above along with following tender documents:

- 1 Enquiry header complete with item description, quantity and delivery schedule.
- 2 Purchase specifications.
- 3 Instructions to bidders (3 pages).
- 4 BHEL standard terms & conditions (Indigenous-11 pages) along with
  - a) Loading factors for non-compliance of Commercial Terms & Conditions (8 Pages) Annexure - I
  - b) Proforma for performance bank guarantee (for Indigenous-3 Pages) with instruction for PBG submission and with list of BHEL consortium bankers. Annexure- II, III(a) & III(b).
  - c) Guidelines for Reverse Auction procedure (wherever applicable)- 2 Pages. Annexure - IV.

Please acknowledge receipt and confirm submission of complete offer within tender due date.

PURCHASE EXECUTIVE

Tender Enquiry (RFQ) No:...DKMM900373.... dtd ...13.08.2013.....

**Project: KBUNL MUZAFFERPUR (2X195 MW) TPP. Item:AMBIENT AIR QUALITY MONITORING SYSTEM**

( for bidder use only)

**Acknowledgement of this Enquiry is mandatory.**

We thankfully acknowledge receipt of above and we confirm as follows:

- ( ) Our quotation will be Submitted on or before due date.
- ( ) Our Enquiry has been forwarded to our authorised representative  
M/s..... who will quote on behalf of us.
- ( ) We regret to quote for the said tender due to.....

VENDOR'S AUTHORISED SIGNATORY WITH SEAL

**PS: PL FAX THIS SHEET IMMEDIATELY AFTER RECEIPT OF THE RFQ TO OUR FAX NOS.  
0091 80 26989227/26989218 WITHOUT FAIL. THIS IS A MANDATORY REQUIREMENT**



## Bharat Heavy Electricals Ltd.,

(A Government of India undertaking)

### Electronics Division

PB No. 2606 , Mysore Road Bangalore , 560026 INDIA

Fax : +91 80 26989227  
+91 80 26989218  
☎ : +91 80 26989191  
+91 80 26989142  
+91 80 26998 . . .

## INSTRUCTIONS TO BIDDERS

BHEL RFQ No.& Date...DKMM900373.... dtd ...13.08.2013.....

Due date:...13.09.2013..... Project:...KBUNL MUZAFFERPUR (2X195 MW) TPP....

Item:.....AMBIENT AIR QUALITY MONITORING SYSTEM....

**BIDDER is requested to read the instructions marked as (✓) carefully and submit their quotation covering all the points:**

- ✓ Deviation to this specification/item description, if any shall be brought out clearly indicating "DEVIATION TO BHEL SPECIFICATION" without fail, as a part of technical offer.
- ✓ **Quotation shall be submitted in :**
- ~~SINGLE PART BID (Techno-commercial offer with prices alongwith price summary in a sealed envelope).~~

OR

- **TWO PART BID** (Techno-commercial i.e. UN-PRICED offer in a sealed envelope and Price offer in a separate sealed envelope alongwith Price Summary). Both these envelopes shall be again kept in a single sealed envelope. If priced offer is not submitted alongwith technical offer, offer is liable for rejection.

**Note : BIDDER shall ensure to superscribe the envelope with RFQ number, RFQ Date, RFQ Due date, Item Description and Project clearly & boldly on each envelope. BHEL standard Commercial Terms and conditions must accompany techno-commercial offer without fail. BHEL standard commercial terms & conditions duly filled, signed & stamped only to be sent. Your standard printed commercial terms not needed and will not be accepted by BHEL.**

- ✓ **In case of two part bids, filled in commercial terms & conditions must accompany unpriced techno-commercial offer, failing which your offer is liable for rejection. Priced offer shall be complete in all respects indicating basic prices, applicable Taxes and Duties, Packing & forwarding charges (if applicable) and Freight & Insurance charges, etc. and compulsarily sent alongwith techno-commercial offer.**
- ✓ **In addition Bidder shall also quote for Erection & Commissioning Charges (E&C Charges), Documentation charges, Service Charges, Testing Charges (Type and Routine), Training Charges, Service tax, etc. wherever applicable. The price summary must indicate all the elements clearly, which will be considered for arriving at "Total cost to BHEL".**
- ✓ **Tender (quotation) to be dropped in the Tender Box with 3 compartments (Monday / Wednesday/ Friday) kept in our reception area with caption "CE, SC&PV, DEFENCE", before 13.00 Hrs. on due date mentioned on the RFQ (Request for quotation) Monday, Wednesday, Friday. Tenders will be opened on due date and time mentioned on the RFQ.**



- ✓ Note: For Freight charges, service tax applicable for direct despatches from vendor works (presently service tax is applicable on the 25% (twenty five percent) ) of the freight amount.

**DETERMINATION OF THE “TOTAL COST TO BHEL”:**

***Total basic value + Packing & Forwarding charges + Excise Duty+Education Cess+Sales Tax/VAT + Lumpsum Freight with service tax + Insurance (as per BHEL Insurance premium) + Service Tax (as applicable)+ loading factor value on total basic material value (for deviations to Commercial Terms & Conditions) = “TOTAL COST TO BHEL”.***

***Note : In case BHEL customer reimburse any one of the cost element like Excise duty, Sales Tax, Service Tax, Freight & Insurance charges, same will be removed for arriving at “TOTAL COST TO BHEL”, in turn the lowest bidder. However vendor has to quote for all the cost components.***

***The lowest technically & commercially acceptable offer arrived as above and meeting BHEL norms will be considered for further processing.***

- ✓ As far as possible, the quotations shall be free from corrections/overwriting. Corrections if any should be initialed with your seal. Any typographical error, totalling mistakes, currency mistake, multiplication mistake, summing mistakes observed in your priced bids, BHEL may consider whichever is beneficial to them for evaluation of the lowest quote. BIDDER shall honour the same in case Order is awarded for the said TENDER ENQUIRY / RFQ.
- ✓ **RISK PURCHASE CLAUSE** :- The purchaser at his discretion may also make purchase of the materials **NOT** supplied in time at the **RISK & COST** of the supplier. Under such situation, it will be obligatory on the part of the supplier who fails to supply the goods in time to make good to BHEL any loss due to risk purchase.
- ✓ This item is enquired for **...KBUNL MUZAFFERPUR (2X195 MW) TPP...** project, which qualifies for following benefits :
  - ~~i) Deemed export project, Mega power project and contract won against international competitive bidding basis (ICB), hence, Excise duty is fully exempted. Necessary documents for availing Excise duty exemption by suppliers will be furnished by BHEL.  
  
In case vendor is importing any raw materials / components for the enquired item, same are eligible for Zero Customs duty. As per para 8.7 of Hand Book of procedures of EXIM policy, BHEL will part the import licence with the vendors to obtain import licence by themselves and custom clear the raw materials / components by availing zero customs duty. Hence, please furnish list of raw materials / components to be imported by you with Quantity and CIF value (for which BHEL has to share import licence). The benefit due to the above shall be passed on to BHEL and confirmed in the quotation. If there are no imported raw materials / components, same shall be confirmed in the offer.~~
  - ~~ii) Deemed Export contract, NOT a Mega Power Project but won against International Competitive Bidding (ICB) and hence this project is eligible for Terminal Excise duty benefit from DGFT as per present EXIM policy. Vendor to submit (a) Disclaimer certificate and (b) Copy of Excise Invoice attested by Suptd. of Central Excise ( Signature in Blue ink with seal)~~
  - ~~iii) Physical export contract eligible for complete exemption of Excise duty and Sales tax against submission of necessary documents by BHEL like ARE1 form and Form H.~~
- ✓ BIDDER shall ensure to indicate clearly Excise duty, Education Cess, Sales Tax/VAT, Octroi, entry tax, Service Tax and freight charges as applicable, for the quoted items or services. In the absence of the clarity



of these, any claim at a later date will not be entertained. Also any changes in taxes and duties after award of the contract, will not be considered except such are those, which are imposed by Govt. notification within the contractual delivery. Please note, seeking price amendments for change in Excise Duty due to crossing of Turnover limits will not be considered, under any circumstances.

- ✓ Quotations with, payment terms of "Advance" or "Inland letter of credit" will not be considered. & such offer / quotation is liable for rejection commercially.
- ✓ On award of contract if BIDDER seeks dilution of the ordered specification and if such deviation is acceptable to BHEL, BIDDER shall pass on mutually agreed price reduction to BHEL.
- ✓ Any dispute arising out of this, shall be referred to the sole arbitration of Head of Dept. (Materials Management-CE), EDN, Bangalore or any other officer nominated by him and his decision shall be final and binding on the parties. The venue of the arbitration in all cases shall be Bangalore.
- ✓ All suits in respect of this lie in the court of Bangalore only.
- ✓ BHEL reserves the right to RE-FLOAT/ REJECT / CANCEL this TENDER ENQUIRY (RFQ) without assigning any reason or cause thereof. Quotes received against this TENDER ENQUIRY are subject to and governed by all these terms and conditions. BHEL's decision will be final in awarding of the contract and binding.
- ✓ As per our recent purchase policy, any offer received after due date and time will be treated as "Late offer" and will be rejected. Hence pl. submit offer within due date and time to avoid rejection due to late submission. It is the responsibility of vendor to submit offer in tender box within due date and time. Offer sent by fax/e-mail/courier/post etc. Which is received late will be treated as late offer and BHEL will not be responsible for late offer. In case of the "Regret to Quote", it should be submitted in tender box within due date and time. Late offer will be returned to vendors in sealed condition.
- ✓ Forward quotation / offer for this tender within due date and time. In case of 'not quoting' please send 'regret letter' which is a mandatory requirement. In case we do not receive offer / regret letter from you, we treat as 'Regret to quote' for this tender by you. In case of non receipt of "Regret Letter or Offer" it will be treated as "Regret to Quote" for this enquiry.
- ✓ In case of rejection due to (a) commercial grounds or (b) technical grounds, the sealed price bids will be returned back to respective vendors after release of PO and receipt of order Acknowledgement from the successful bidder.
- ✓ PBG to be sent by issuing bank directly to BHEL, Purchase department. PBG shall be from any one of the BHEL consortium banks only.
- ✓ All bank charges to vendors account only,
- ✓ Please quote your best, lowest, competitive, reasonable offer. Please indicate the prices in both figures & words.
- ✓ Please sign the offers. Unsigned bids/offers may not be considered & the offer is liable for rejection.
- ✓ Filled in BHEL standard terms and conditions should be submitted in original only. Zerox copy should not be attached.

**PURCHASE EXECUTIVE**



NOTE: SL. NOS. 16, 17, 21 & 22 OF STANDARD COMMERCIAL TERMS AND CONDITIONS ARE NOT APPLICABLE FOR CALIBRATION GAS CYLINDERS. HOWEVER, MANUFACTURER'S STANDARD WARRANTY TO BE PROVIDED.

Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**  
**RFQ. NO. & DATE**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
01	PRICE BASIS	Firm i.e., from the date of PO to completion of supply if E&C is not applicable. If E&C is in supplier's scope, then the prices shall remain Firm till commissioning & handing-over of the complete system. <b>(PVC clause not acceptable).</b>	AGREE	
02	VALIDITY	Valid upto 8 weeks from the date of opening of price Bid <b>(not technical bid), /date of Reverse Auction.</b>	AGREE	
03	TERMS OF DELIVERY	Ex works (including Packing & Forwarding charges but excluding Taxes and Duties). Packing shall be roadworthy, best suited for multiple transshipments and to take care of transit damages. <b>Indicate Station of despatch :</b> <b>Indicate place of manufacturing:</b> <b>Indicate type &amp; method of packing being adopted:</b>	AGREE _____ _____ _____	
04	DESTINATION	Items are for direct despatch to BHEL's customer site located at : <b>MUZAFFERPUR</b> Road Permit if applicable will be issued by BHEL alongwith Despatch Clearance. <b><u>Hence, vendor may take a special note to indicate whether Central Sales Tax or Local State Sales Tax or VAT will be applicable.</u></b>	AGREE	
05	DOCUMENTS (Pl. see loading Factor)	<b>Along with quotation :</b> As called in purchase specification shall be furnished alongwith un-priced bid. If not called in Purchase Specification then vendor shall submit two sets of Original catalogues, Data sheets, Bill of materials, Dimensional drawings, mounting details and any other relevant documents with un-priced bid. <b>After issue of PO:</b> As called in Purchase specification for the complete scope of supply within two weeks on receipt of PO for BHEL/ customer/consultant approval. If not called in Purchase Specification then vendor shall submit two sets of Drawings, Bill of materials, data sheets, Catalogues, Quality plan, Test procedure and Type Test Report for the complete scope of supply within <b>Two weeks</b> on receipt of PO for BHEL / Customer / Consultant approval.	AGREE	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
06	<b>PENALTY (FOR DELAY IN SUBMISSION OF DOCUMENTS FOR BHEL / CUSTOMER APPROVAL):</b> (Pl. see loading Factor)	<p>In the event of delay in submission of complete set of documents (including soft copy wherever applicable) in required sets beyond 2 weeks from receipt of Purchase order (vendor to confirm date of receipt of PO in writing), Penalty @ 2% (two percent) per week but limited to a max. of 10% (Ten percent) value of the basic material value will be applicable.</p> <p>Penalty if applicable shall be deducted at the time of settlement of <del>75/90%</del> payment.</p> <p>If penalty is applicable for duration of less than a week penalty @ 2% (two percent) of the basic material value will be charged.</p>	AGREE	
07	<b>EXCISE DUTY &amp; EDUCATION CESS</b>	<p>To confirm whether applicable. If applicable, indicate prevailing rate of Excise duty and maximum rate of Excise duty (against proof of Excise Invoice) However, for calculation purpose and arriving at "Total cost to BHEL" maximum rate of Excise Duty will be considered. In case Excise Duty remain FIRM throughout the contract, the same shall be specifically indicated. Otherwise, maximum Excise duty will be considered for arriving at lowest bidder. However, reimbursement of Excise Duty shall be at actuals against proof of Excise Invoice only.</p> <p><del>Physical export contract eligible for complete exemption of Excise duty &amp; Sales tax against submission of necessary documents by BHEL like ARE1 form and Form-H.</del></p>	AGREE  <b>Excise Duty rate at present</b> .....%  <b>Maximum rate of Excise duty</b> .....%  <b>Education Cess.....%</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
08	<b>IN-CASE PROJECT IS DEEMED EXPORT, MEGA AND NON-MEGA AND WON AGAINST INTERNATIONAL COMPITITIVE BIDDING (ICB)</b>	<p><del>In case vendor is importing any raw materials / components for the enquired item, same are eligible for Zero Customs duty. As per para 8.7 of Hand Book of procedures of EXIM policy, BHEL will part the import licence with the vendors to obtain import licence by themselves and custom clear the raw materials/ components by availing zero customs duty. Hence, please furnish list of raw materials / components to be imported by you with Quantity and CIF value (for which BHEL has to share import licence). The benefit due to the above shall be passed on to BHEL and confirmed in the quotation.</del></p> <p><del>If there are no imported raw materials/components, same shall be confirmed in the offer. Excise duty is fully exempted. Necessary documents for availing Excise duty Exemption by suppliers will be furnished by BHEL.</del></p>	<p>Agreed</p> <p><b>Furnished</b></p> <p><b>Yes, benefit passed on to BHEL in the quotation.</b></p> <p><b>We, confirm that there are no imported components.</b></p>	
09.	<b>IN-CASE PROJECT IS DEEMED EXPORT, WON AGAINST INTERNATIONAL COMPITITIVE BIDDING (ICB) BUT NOT A MEGA PROJECT.</b>	<p><del>The project is eligible for claiming Terminal Excise duty benefit from DGFT as per present EXIM policy. PL Confirm that you will submit (original)</del></p> <p><del>a) Disclaimer Certificate.</del></p> <p><del>b) Copy of Excise Invoice attested by Suptd of Central excise authorities with signature &amp; seal, in Blue ink to enable BHEL to claim terminal Excise duty benefit from DGFT.</del></p>	<b>CONFIRMED</b>	
10	<b>SALES TAX</b>	<p>To confirm whether applicable. If applicable, indicate current rate of sales tax against form "C" For issue of form "C", vendor has to furnish "E1/E2" form</p> <p><b>Please confirm that "E1/E2 Sale form" will be submitted</b></p> <p>For physical export project, Sales Tax is exempted against submission of necessary documents by BHEL. However, vendor to indicate rate of Sales Tax applicable (against form 'C/37') for the item enquired.</p>	<p><b>AGREE</b></p> <p><b>Sales Tax rate at present.....%</b></p> <p><b>CONFIRMED</b></p>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
		<p>Note : Please see the state indicated above Sl. No. 4 (Page 1 of 11) to which materials to be despatched before indicating rate of Sales Tax.</p> <p>Furnish following :</p> <p>CST Regn No.</p> <p>LST Regn No.</p> <p>TIN No.</p>	INDICATED	
11	VALUE ADDED TAX	<p>Since it is inter-state movement of goods, VAT is not applicable. Only CST against form C is applicable.</p> <p>OR</p> <p>Both are in the same State, VAT is applicable please indicate VAT applicable @ _____%</p>	<p>AGREE</p> <p>QUOTED</p>	
12	OCTROI	To confirm whether applicable, if applicable indicate current rate of Octroi _____%	AGREE	
13	SERVICE TAX ON E & C & TRAINING CHARGES	<p>To confirm whether applicable, if applicable indicate current rate of Service Tax _____%</p> <p><i>Furnish following :</i></p> <p><i>Service Tax Regn. No.</i></p> <p><i>Confirmation that Service Tax register is maintained.</i></p>	<p>AGREE</p> <p>FURNISHED CONFIRMED</p>	
14	FREIGHT CHARGES	<p>Freight charges shall be to vendor's account. Please indicate Freight charges separately as lumpsum charges in priced offer, Plus service tax if any.</p> <p>Vendor's offer will be evaluated on "Total cost basis" including freight charges.</p> <p>Vendor shall book the consignment through their approved Road carriers on "Freight pre-paid" door delivery consignee copy attached basis, and freight charges to be claimed from BHEL through a</p>	<p>Agreed and quoted in lumpsum with Service Tax in price bid</p> <p>Service Tax _____ %</p>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
		<p>separate Invoice against proof of L/R copy and original money receipt and transporter bill to vendor received from the Transporter. The freight charges will be reimbursed to vendor, limited to freight quoted by the vendor in his offer or actual payment made to Transporter, whichever is <b>lower</b>.</p> <p>Vendor shall furnish following details alongwith Freight payment Bill :</p> <ul style="list-style-type: none"> <li>a) Net weight</li> <li>b) Gross weight</li> <li>c) Volume of each package</li> <li>d) No. of packages</li> <li>e) Loose items, if any</li> <li>f) Distance from vendor's works to destination.</li> </ul> <p>This is needed for justifying freight amount quoted by you.</p>		
15	<b>TRANSIT INSURANCE</b>  <b>(To BHEL A/c)</b>	<p>By BHEL/BHEL power sector/Customer. Insurance Agency will be indicated in despatch clearance letter/fax/E-mail issued by BHEL. Immediately after despatch of material the vendor should intimate by fax/e-mail/ courier to the insurance agency directly for covering insurance and a copy of such intimation sent to insurance agency Indicated in the despatch instructions directly by vendor should be given to BHEL alongwith despatch documents for payment</p> <p><u>NOTE</u> : BHEL will not send insurance intimations to insurance company on your behalf. Hence it is your responsibility to intimate to insurance agency.</p>	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL



Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
16	<b>DELIVERY PERIOD</b> (Pl. see loading Factor)	Within <b>16</b> weeks from the date of issue of document approval or manufacturing clearance by BHEL. whichever in earlier  (or) <del>Within _____ weeks from the date of issue of PO (in case document approval is not applicable)</del>	<b>AGREE</b>	
17	<b>WARRANTY (*)</b> (Pl. see loading Factor)	<del>24 months from the date of despatch or 18 months from the date of commissioning whichever is earlier.</del>	<del>AGREE</del>	
18	<b>TERMS OF PAYMENT (FOR MATERIAL SUPPLY &amp; TYPE TEST CHARGES)</b> (Pl. see loading Factor)	a) <b>75/90%</b> basic + 100% Taxes , Duties and freight charges with 45 days credit from the date of receipt of complete set of original despatch documents. Original Performance Bank Guarantee (If applicable) to be sent by issuing bank directly to BHEL.  Original consignee copy of L/R (lorry receipt) shall accompany the goods. <b>Note : In case PBG is not furnished only 65/80% payment will be released against 75/90% claim without the consent of Vendor.</b> <b>This 10% basic amount withheld amount towards PBG will be paid against submission of supplementary invoice &amp; Original PBG (or) against supplementary invoice without PBG after 30 months from the date of despatch provided BHEL Commercial Dept. confirms that there is no site issue pending for this P.O. items supplied by you.</b> b) Balance 10% basic amount with 30 days credit from receipt of materials at site against consignee receipt certificate (CRC). i.e. acknowledgement/seal on backside of the LR for having received the consignment by consignee and proof of supply of O&M manuals in requisite sets, against a supplementary Invoice. c) Balance 15% basic amount with 30 days credit on completion of Erection & commissioning work on pro-rata basis against supplementary Invoice with <b>"Proof of completion of E&amp;C"</b> (like MOM, Site protocol, Job completion certificate), signed by BHEL site office or Customer and your representative. <b>Note : No advance will be paid and no inland L/C will be accepted. Payment thro' bank may not be acceptable to BHEL (as all payments or made thro' EFT only) Hence please avoid payment thro' bank.</b>	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
	<b>TERMS OF PAYMENT (FOR E&amp;C)</b>	100% Lumpsum E&C / Installation charges with Service Tax (if applicable) shall be paid with 30 days credit on completion of Erection & commissioning work on pro-rata basis against submission of "Proof of completion of E&C"(like MOM, Site protocol, Job completion certificate), signed by BHEL site office or Customer and vendors' representative. Separate Invoice shall be submitted for charges towards E&C payment.	<b>AGREE</b>	
	<del><b>TERMS OF PAYMENT (FOR TRAINING)</b></del>	<del>100% payable with 30 days credit on completion of Training. Separate invoice shall be submitted for Training charges</del>	<del><b>AGREE</b></del>	
	<b>TERMS OF PAYMENT (FOR ENGINEERING &amp; DOCUMENTATION CHARGES)</b>	100% with 30 days credit on approval of final documents. Separate invoice to be submitted for Engineering & documentation charges	<b>AGREE</b>	
19	<b>GENERAL</b>	BHEL has discontinued cheque payments and all payments will be through Electronic fund Transfer (EFT) only. Please provide necessary details (if you have not furnished earlier) in the BHEL's standard format.	<b>AGREE</b>	
20	<b>SHORTAGES / DAMAGES</b>	In the event of shortage/damage on receipt of goods and on opening of packages at site, all such shortages/damages shall be made good within reasonable time of such intimation and cost of such material will be reimbursed only on settlement of Insurance claim limited to insurance settled amount.	<b>AGREE</b>	
21	<b>PENALTY</b> (Pl. see loading Factor)	In the event of delay in agreed contractual delivery, penalty @ 2 % ( two percent ) per week but limited to a max of 10% (Ten percent) value of undelivered portion (basic material cost) will be applicable. Date of issue of inspection call by vendor along with test certificates / Test Reports / Certificate of Conformance / Calibration reports, as proof of completion of manufacturing will be treated as date of despatch for penalty calculation.  In the absence of furnishing such relevant above cited document as proof of completion of manufacturing alongwith inspection call, actual date of Inspection will be considered as date of despatch, and BHEL will not be responsible for delay in actual date of inspection.  Hence please issue inspection call with test certificates/ reports compulsorily to avoid penalty.	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL




**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
23	<b>INSPECTION</b>	<p>Prior written notice of atleast 7 days shall be given along with 2 sets of internal test certificates/COC and applicable test certificates. Materials will be inspected by BHEL-EDN-QS/CQS or M/s PDIL (BHEL authorised Inspection Agency) or Customer / Consultant or jointly by BHEL &amp; Customer / consultant.</p> <p>All tests have to be conducted as applicable in line with approved Quality plan or QA Checklist or Purchase specification and original reports shall be furnished to BHEL-EDN, Bangalore for verification/acceptance and issue of despatch clearance.</p>	<b>AGREE</b>	
24	<b>MODE OF DESPATCH</b>	By road on door delivery Consignee Copy attached basis as per BHEL despatch instructions through your approved transporters, only on receipt of despatch clearance from BHEL.	<b>AGREE</b>	
25	<b>DESPATCH DOCUMENTS</b>	<p>Complete set of despatch documents in 3 sets shall be forwarded to BHEL directly. Despatch documents include Commercial Invoice, Excise Invoice (if ED is applicable), Lorry receipt (L/R), Packing list, Warranty certificate, Insurance intimation letter, "NIL" short shipment certificate, disclaimer certificate &amp; attested excise invoice &amp; Original Performance Bank Guarantee (Directly from issuing bank to BHEL).</p> <p>One set of Invoice, Packing list and L/R shall be faxed immediately after despatch to BHEL-EDN, Bangalore.</p>	<b>AGREE</b>	
26	<b>O &amp; M MANUALS</b>	As built Drawings, O & M Manuals and other approved documents in 2 sets shall be furnished immediately after despatch directly to BHEL Purchase Dept., 1 set of above shall also be sent in soft media (CD ROM). Two sets of hard copies of above shall be directly despatched to site along with the material.	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
		<p><b>Note : Supply of above documents (O&amp;M) in required No. of sets along with Despatch documents and material shall be indicated in packing list.</b></p> <p><b>If not mentioned BHEL may insist for submission in required sets once again.</b></p>		
27	<b>SPLIT ORDERING</b>	<p><del>BHEL reserve the right to split the Purchase order based on the itemwise lowest offer.</del></p> <p><b>(OR)</b></p> <p>Items will not be split on itemwise lowest offer. All items will be ordered as a package on a single Technically acceptable lowest Bidder.</p>	<b>AGREE</b>	
28	<b>QUANTITY TOLERANCE</b>	<p>Please indicate Quantity tolerance applicable in each of the line item wherever Quantity tolerance applicable for the Quoted items.</p> <p>For Impulse/seamless pipes one random length of + 6 mtrs. applicable for each variety of pipes.</p>	<b>CONFIRMED</b>	<p><b>QUANTITY TOLERANCE</b> .....%PER <b>VARIETY</b></p>
29	<b>SLAB RATE</b>	If the price quoted varies based on the quantity to be ordered, then slab rates may be quoted.	<b>SLAB RATES INDICATED IN OFFER</b>	<b>SLAB RATES APPLICABLE/ NOT APPLICABLE</b>
30	<b>SPECIAL CLASS (EXCISE DUTY DRAWBACK FROM DGFT)</b>	<p><del>Following documents (Original) shall be submitted for availing Excise duty draw back benefit from DGFT along with despatch documents to BHEL-EDN, Bangalore</del></p> <p><del>a) Disclaimer certificate as per the proforma, which will be, sent with the PO.</del></p> <p><del>b) Copy of Excise Invoice duly attested by Suptd of Central Excise ( signature in blue ink &amp; seal ) Pl. refer enclosure to RFQ.</del></p>	<b>AGREE</b>	
31	<b>ERECTION &amp; COMMISSIONING (E &amp; C) / INSTALLATION / ASSEMBLY AT SITE</b>	<p>Indicate lumpsum charges (includes To &amp; Fro Fare, Boarding, Lodging, Local Conveyance, etc.) for Supervision of Erection, Commissioning and handingover to customer. The quotation shall clearly indicate scope of work, likely duration of commissioning, pre-commissioning check list and service taxes if any to consider for arriving at total cost to BHEL.</p> <p><b>Note : If E&amp;C is not quoted (wherever called for in the BHEL purchase specification) BHEL reserve the right to reject your offer.</b></p> <p><b>If lumpsum charges are not quoted, offer may be rejected.</b></p>	<b>AGREE &amp; CONFIRMED QUOTED IN LUMP SUM CHARGES IN PRICE BID</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL



Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR INDIGENOUS SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
32	<b>REVERSE AUCTION</b>	<p>Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL EDN reserves the right to follow <b>REVERSE AUCTION PROCEDURE i.e. ON LINE BIDDING ON NETWORK</b>, before finalising the Purchase order on technically competent bidders, as per the guidelines given in Annexure-IV.</p> <p>In case BHEL does not resort to Reverse Auction, the Price bids and price impacts (if any) already submitted and available with BHEL shall only be opened as per BHEL's standard practice without seeking anymore price impacts on account of BHEL not going for Reverse Auction and process further.</p>	<b>AGREE</b>	
33	<b>SPECIAL CLAUSE APPLICABLE FOR EXPORT JOB ONLY</b>	Article packed with raw/solid wood packing material should be treated as per ISPM - 15 (fumigation) and accomplished by Phytosanitary/Fumigation certificate <b>DESTINATION SEA PORT/ AIRPORT IN INDIA .....</b>	<b>AGREE</b>	

**THE ABOVE FILLED-IN AND SIGNED DOCUMENT SHALL BE FURNISHED AS PART OF UN-PRICED CUM-TECHNICAL BID WITHOUT FAIL ( IN ORIGINAL).**

**NOTE : LOWEST BIDDER WILL BE DECIDED BASED ON THE "TOTAL COST TO BHEL" BASIS INCLUDING LOADING FACTORS (FOR DEVIATIONS TO BHEL STANDARD COMMERCIAL TERMS & CONDITIONS).**

**BHEL-EDN**

**VENDOR'S SIGNATURE WITH SEAL**



Electronics Division, Bangalore

**ANNEXURE-I**  
**LOADING FACTORS SHEET (8 pages)**BHEL RFQ NO. & DATE: **DKMM900373 DTD 13.08.2013**

**DEVIATIONS ARE LIMITED TO FOLLOWING ONLY, FURTHER DEVIATION ON ANY OF THE FOLLOWING MAY LEAD BHEL TO REJECT THE OFFER UNILATERALLY ON COMMERCIAL GROUNDS.**

**NOTE: THIS LOADING FACTOR INDICATED BELOW WILL BE ADDED ON QUOTED PRICE TO EVALUATE THE LOWEST QUOTE (IN CASE OF DEVIATION TO BHEL'S TENDER SPECIFIED TERMS AGAINST EACH TENDER).**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
A.	FOR INDIGENOUS SCOPE OF SUPPLY.			
1	TERMS OF PAYMENT (WHERE SCOPE INCLUDES E&C):	a) 75% basic + 100% taxes, duties & freight charges with 45 days credit from the date of receipt of complete set of original despatch documents including Original Performance Bank Guarantee for 10% of the basic material value. (If applicable) to BHEL. b) Balance 10% with 30 days of receipt of materials at site and proof of supply of O&M manuals in required sets, against a supplementary Invoice and c) Balance 15% with 30 days credit from the date of completion of Erection & commissioning work on pro-rata basis against supplementary Invoice with "Proof of completion of E&C" (like MOM, Site protocol, Job completion certificate, signed by BHEL site office or Customer and your representative.	90% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG FOR 15% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	NIL
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG. FOR 25% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE	NIL



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	90% - WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	15% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG	17% OF THE 100% BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	75% WITH LESS THAN 45 DAYS CREDIT. BALACE 10% OF MATL COST WITH CREDIT 30DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE BAL. 15% WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF COMMISSIONING COMPLETION CERTIFICATE	1.5% OF THE 75% BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	90% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL BG. BALANCE 10% OF MATL. COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGEE RECEIPT CERTIFICATE	16.35% OF THE BASIC MATERIAL VALUE (I.E. 15% +1.5% OF THE 90% BASIC MATERIAL VALUE)



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	100% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL. BG.	26.5% OF THE BASIC MATERIAL VALUE (I.E. 25% +1.5% OF THE 100% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	75% THROUGH BANK. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE BAL 15% WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF COMMISSIONING COMPLETION CERTIFICATE	10% OF THE 75% BASIC MATREIAL VALUE
		-SAME AS ABOVE-	90% THROUGH BANK. ALONGWITH BG FOR 15% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	10% OF THE 90% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK. ALONGWITH BG FOR 25% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE.	10% OF THE 100% BASIC MATERIAL VALUE



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	90% THROUGH BANK WITHOUT ADDITIONAL BG BALANCE 10% OF THE MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	24% OF THE BASIC MATERIAL VALUE (I.E. 15% + 10% OF THE 90% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	100% THROUGH BANK WITHOUT ADDITIONAL BG	35% OF THE BASIC MATERIAL VALUE (I.E. 25% +10% OF THE 100% BASIC MATERIAL VALUE)
2.	<b>TERMS OF PAYMENT (WHERE SCOPE DOES NOT INCLUDE E&amp;C)</b>	a) 90% with 45 days credit from the date of receipt of complete set of original dispatch documents including Original Performance Bank Guarantee for 10% of the basic material value (If applicable) toBHEL. b) Balance 10% with 30 days credit from the date of receipt of materials at site and prof of supply of O&M manuals in required sets, against a supplementary Invoice.	100% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG FOR 10% OF THE BASIC MATERIAL VALUE VALID TILL RECEIPT OF MATERIAL AT SITE APRT FROM PBG 10% OF THE BASIC MATERIAL VALUE.	NIL



**Electronics Division, Bangalore**

SL. NO.	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE TO BHEL STANDARD TERM
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG.	10% OF THE 100% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL BG.	11.5% OF THE BASIC MATERIAL VALUE (I.E. 10% + 1.5% OF THE 100% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	90% THROUGH BANK BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS OF CONSIGNEE RECEIPT CERTIFICATE	10% OF THE 90% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK ALONGWITH ADDITIONAL BG FOR 10% OF THE BASIC MATERIAL VALUE VALID TILL RECEIPT OF MATERIAL AT SITE APRT FROM PBG 10% OF THE BASIC MATERIAL VALUE	10% OF THE 100% OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK WITHOUT ADDITIONAL BG.	20% OF THE BASIC MATERIAL VALUE (I.E. 10% + 10% OF THE 100% BASIC MATERIAL VALUE)
	Note : Payment terms like (a) Advance (b) Inland L/C (c) Proforma Invoice (d) Against Exchange of dispatch documents (e) CAD i.e. Cash against documents and (f) High sea sales will not be accepted. It may lead to commercial rejection of your offer.			
B.	FOR IMPORTED SCOPE OF SUPPLY :			
	TERMS OF PAYMENT (WHERE SCOPE DOES NOT INCLUDE E&C)	Against "SIGHT DAAFT" on presentation of dispatch documents to our Bankers. The payment terms are as follows; a) 90% of the FOB value is payable on negotiation of	100% AGAINST SIGHT DARFT	10% OF THE 100% FOB VALUE.

		complete set of original documents including original Performance Bank Guarantee for 10% of the FOB value (if applicable), b)Balance 10% of the FOB value on 60th day from the date of Air Way Bill or Bill of Lading & against specific authorization by BHEL.		
		-SAME AS ABOVE-	90% THROUGH LETTER OF CREDIT. BALANCE 10% FOR THE FOB VALUE ON 60 <sup>TH</sup> DAY FROM THE DATE OF AIR WAY BILL OR BILL OF LADING & AGAINST SPECIFIC AUTHORISATION BY BHEL. ALL BANK CHARGES OUTSIDE INDIA TO BENEFICIARY'S A/C.	2.5% OF THE 100% FOB VALUE
	Note : Payment terms like (a)Advance (b) Telegraphic transfer (T/T) (c) Confirmed L/C (d) CAD i.e. Cash against documents and (e) High sea sales will not be considered. It may lead to commercial rejection of your offer.			
C	PENALTY FOR DELAY IN SUBMISSION OF DOCUMENTS FOR BHEL / CUSTOMER'S APPROVAL (COMMON FOR INDIGENOUS / IMPORTED)	In the event of delay in submission of complete Set of documents (including soft copy) in required sets beyond 2 week from receipt of Purchase Order (supplier to confirm date of PO in writing), penalty @ 2% (two percent) per week but limited to a max. of 10% (Ten percent) value of PO will be applicable.	If not agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If max. 5% is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 10% (Ten percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 5% (Five percent) is agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 10% (Ten percent) is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 5% (Five percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE.
D	PENALTY FOR DELAY IN DELIVERY (COMMON FOR	In the event of delay in agreed contractual delivery, penalty @ 2% (two percent) per week	IF NOT AGREED	10% OF THE BASIC MATERIAL VALUE.

	INDIGENOUS / IMPORTED)	but limited to a max of 10% (Ten percent ) value of undelivered portion will be applicable.		
		-SAME AS ABOVE-	If max. 5% is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 10% (Ten percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 5% (Five percent) is agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 10% (Ten percent) is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 5% (Five percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE.
E	DELIVERY & PENALTY (COMMON FOR INDIGENOUS/IMPORTED)	Within.....weeks from the date of issue of document approval or manufacturing clearance by BHEL. (or) Within.....weeks from the date of issue of po (in case document approval is not applicable).	IF NOT AGREED FOR THE STIPULATED DELIVERY IN THE ENQUIRY (RFQ) BUT AGREED FOR PENALTY CLAUSE AS PER BHEL RFQ.	2% PER WEEK UPTO MAX OF 10% OF THE BASIC MATERIAL VALUE FOR THE QUOTED DELIVERY BEYOND THE STIPULATED DELIVERY IN THE ENQUIRY.
		-SAME AS ABOVE-	IF SPECIFIED DELIVERY IN ENQUIRY (RFQ) IS AGREED BUT PENALTY CLAUSE IS NOT AGREED.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	IF SPECIFIED DELIVERY IN ENQUIRY (RFQ) IS AGREED & PENALTY CLAUSE IS AGREED BUT GRACE PERIOD IS SOUGHT.	2% PER WEEK UPTO MAX OF 10% OF THE BASIC MATERIAL VALUE FOR THE QUOTED GRACE PERIOD BEYOND THE STIPULATED DELIVERY IN THE ENQUIRY.
		-SAME AS ABOVE-	IF BOTH DELIVERY & PENALTY NOT AGREED, AS PER BHEL TERMS.	10% OF THE BASIC MATERIAL VALUE PLUS 2% PER WEEK DELIVERY QUOTED BEYOND STIPULATED DELIVERY PERIOD
	Note : Any delivery quoted beyond 5 weeks from the stipulated delivery, offer is liable for rejection.			
F	PERFROMANCE BANK GUARANTEE ( COMMON FOR INDIGENOUS / IMPORTED )	PBG for 10% of the basic material cost shall be furnished in the BHEL prescribed format only, along with 75 / 90% Invoice directly to the purchase dept. from the Bank.	IF NOT AGREED	10% OF THE BASIC MATERIAL VALUE.

		-SAME AS ABOVE-	IF 5% IS AGREED	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	OTHER THAN THE ABOVE	(10% MINUS THE AGREED MAX. %) OF THE BASIC MATERIAL VALUE WILL BE LOADED
		-SAME AS ABOVE-	PBG for 10% of the basic material cost furnished in Supplier's standard format, alongwith 75 / 90% Invoice directly to Purchase dept.	10% OF THE BASIC MATERIAL VALUE
G	WARRANTY	<del>-24 months from the date of despatch or 18 months from the date of commissioning whichever is earlier.</del> (AS PER SPECIFICATION)	IF NOT AGREED FOR THE STIPULATED WARRANTY PERIOD IN THE ENQUIRY.	0.5% OF THE BASIC MATERIAL VALUE PER MONTH FOR THE DIFFERENCE IN PERIOD.



Electronics Division, Bangalore

**PROFORMA OF PERFORMANCE BANK GUARANTEE**  
**(FOR INDIGENOUS PURCHASE ORDERS)**

**ANNEXURE-II**

- Note :
- 1) To be executed in Rs. 100/- Non-Judicial stamp paper.
  - 2) To be submitted by issuing bank to purchase Dept. directly. Please give BHEL address to banker.
  - 3) Do not enclose with Bank document.
  - 4) Modification & Omissions to this are not permitted.
- 

**PERFORMANCE GUARANTEE**  
**(PROFORMA OF BANK GUARANTEE)**

THIS DEED OF GUARANTEE made and executed on the \_\_\_\_\_ day of \_\_\_\_\_ (year), by the \_\_\_\_\_ (Bank), registered under the Companies Act 1956/Nationalised Bank constituted under the Banking Companies (acquisition and transfer of undertakings) Act constituted under the State Bank of India Act / Subsidiary Banks, Act, having its registered / head office at \_\_\_\_\_ represented herein by its Branch Manager / authorised representatives Sri. \_\_\_\_\_ & Sri. \_\_\_\_\_ (Hereinafter called 'guarantor' which term shall mean and include its successors and assigns)

**IN FAVOUR OF BHARAT HEAVY ELECTRICALS LIMITED**

\_\_\_\_\_ (Buyer's Name), a company registered under the companies Act, 1956 having its registered office at BHEL House at Siri Fort, New Delhi-110 049 and its Electronics Division at Mysore Road, Bangalore - 26 (hereinafter referred to as the 'Company' Which term shall include its successors and assigns):

Whereas the company has placed an order on \_\_\_\_\_ (State the name of the company / firm and its address) (hereinafter referred to as the 'Supplier' which term shall mean and include its liquidators, successors and assign) for the supply of system under order / Contract No \_\_\_\_\_ Dt \_\_\_\_\_.

AND WHEREAS the supplier has agreed to supply the materials and carryout the works as detailed and in accordance with the terms set out in the said order / contract.



**Electronics Division, Bangalore**

**PROFORMA OF PERFORMANCE BANK GUARANTEE**  
**(FOR INDIGENOUS PURCHASE ORDERS)**

AND WHEREAS the company is not required to pay to the supplier a sum of Rupees \_\_\_\_\_ being the 10% of the value of the goods supplied / Works performed / Services rendered under the said order / contract between the supplier and the company, till the company is satisfied with the mechanical Warranties and the performance standards stipulated in the said order / contract between the company and the supplier has been duly fulfilled, except, against a Bank Guarantee for the said sum of Rs. \_\_\_\_\_ in favour of the company by reputed Bank, in which case the company has agreed to make payment to the supplier of the said sum of Rupees \_\_\_\_\_ being (.....%) of the value of the goods supplied / Works performed / Services rendered under the agreement between the supplier and the company and the Guarantor has at the request of the supplier, agreed to furnish this Guarantee subject to the terms and conditions stated below :

NOW THIS DEED WITNESSES THAT IN pursuance of the above said agreement, the guarantor hereby agrees and covenents with company is as follows:-

- 1) That during the period this contract of Guarantee remains effectual, the guarantor shall be liable in respect of the amount due and owing to the company in respect of the payments to the extent of Rs \_\_\_\_\_ (in words) \_\_\_\_\_ against any loss or damage caused to or suffered by the company by reasons of any breach of the terms of the said order / contract / Agreement by the supplier.
- 2) The Guarantor hereby undertakes to pay the amounts and payable under this guarantee without any demur, merely on demand from the company intimating that the amount claimed is due by way of loss or damage caused to or suffered or would be caused or suffered by the supplier of any terms contained in the said order / contract. Any such demand made on the guarantor shall be conclusive as regards the amount due and payable by the Guarantor irrespective of the fact whether the Contractor / supplier admits or denies.
- 3) The Guarantor further agrees that the agreement herein contained shall remain in force and effect till all the supplies to be made / Works to be performed/Services to be rendered under the said order / contract / agreement are completed to the entire satisfaction of the company or till company certifies that the terms and conditions of the said order / contract /



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agreement have been fully and properly carried out by the said supplier and accordingly discharges the Guarantee. Unless a demand or claim under this guarantee is made on the guarantor in writing on or before the expiry of claim period indicated in clause 6 below, the guarantor shall be discharged from all the liability under this guarantee thereafter.

- 4) The guarantor further agrees with the company that the company shall have the fullest liberty without the consent of the guarantor and without effecting in any manner the obligations of the guarantor hereunder to vary any of the terms of the said order / contract / agreement or extend the time of performance by the said supplier from time to time or refrain from exercising the power exercisable by the company against the said supplier or to forebear or omit to enforce any of the terms and conditions relating to the said order / contract / agreement, and the guarantor shall not be relieved of its liability in whole or in part, by reason of any act, commission or forbearance on the part of the company or by reason of any such variation, or extension being granted to the said supplier or by reason of any such matter or thing whatsoever which under the law relating to sureties would but for this provision have effect of so relieving the guarantor.
- 5) The guarantor undertakes not to revoke this guarantee during its currency except with the previous consent of the company in writing.
- 6) Notwithstanding anything herein above obtained, the liability of the guarantor under these presents is restricted to Rs.\_\_\_\_\_. The guarantee shall be in force till its expiry on \_\_\_\_\_ unless a demand is made on the guarantor within SIX months from the date of expiry, all the liability of the guarantor under this guarantee shall stand fully discharged. The decision of the claimant in regard to breach of contract is final and binding on the Bank.

**IN WITNESS** whereof, the guarantor, acting through it authorised representative has executed this deed of Guarantee on the day, month and year first above written.

(Seal of the Bank to be affixed)

**WITNESS**

1.

2.

**ANNEXURE - III(a)**

**INSTRUCTIONS FOR PBG SUBMISSION**

**SUB : POINTS TO BE COMPILED FOR THE SUBMISSION OF BANK GUARANTEES /  
PERFORMANCE BANK GUARANTEES**

Pursuant to the guidelines issued by BHEL corporate office and CVC the following points are to be taken care of during submission of BGs/PBGs. These conditions will be incorporated in the purchase orders :

- \* BGs/PBGs of PSU banks in addition to BHEL consortium banks are only acceptable. List of BHEL Consortium Banks Enclosed.
- \* In case of BGs/PBGs issued by non consortium PSU banks the same are to be enforceable in Bangalore.
- \* In case of BGs/PBGs issued by Foreign banks the same to be confirmed by BHEL consortium bank in India.
- \* It is insisted upon that BGs/PBGs issued by issuing bank on behalf of your company should be sent to BHEL EDN directly by the issuing bank under Registered Post (AD) with a covering letter of bank indicating contact no., fax no., E-mail ID, issuing officer name, address of the issuing bank etc.
- \* Please ask the banker to post original PBG directly to : (Executive referred in PO)  
  
DGM/Purchase, Purchase Dept., NEB IIInd (second) Floor, BHEL, Electronics Division,  
Mysore Road, Bangalore - 560 026, Ph : 080 26989191
- \* We will not accept any BGs/PBGs from your office directly. In case you collect BGs/PBGs from issuing bank and send to us, the same will be returned back to your office.
- \* Expired BGs/PBGs will be returned after the expiry of the guarantee period including claim period or upon fulfillment of the relevant contract whichever is earlier.
- \* Please give Purchase dealing Executive name, postal address, P.O. No., tel ph no. to bank and insist bank to write these details on the envelope.

**Electronics Division, Bangalore****Annexure-III (b)****BHEL MEMBER BANKS (LIST OF CONSORTIUM BANKS)****PBG SHALL BE ISSUED FROM THE FOLLOWING 22 BANKS ONLY:**

1	State Bank of India
2	Deutsche Bank AG
3	Canara Bank
4	HDFC Bank Ltd.,
5	Punjab National Bank
6	CITI Bank NA,
7	Bank of Baroda
8	Standard Chartered Bank,
9	State Bank of Hyderabad
10	ICICI Bank Ltd.
11	The Hongkong and Shanghai Banking Corporation Ltd.
12	IDBI Bank Ltd.
13	State Bank of Travancore
14	Corporation Bank
15	Kotak Mahindra Bank Ltd.
16	ABN AMRO Bank N.V.
17	Syndicate Bank
18	Indian Bank
19	Oriental Bank Of Commerce
20	UCO Bank
21	Central Bank of India
22	The Federal Bank Ltd.

**Please Note :** It is preferable if PBG is obtained from BHEL consortium Banks listed above. BHEL may accept PBG from other Nationalised Banks also which are not listed above. PBG will not be accepted from scheduled Banks and Co-operative Banks.



## Electronics Division, Bangalore

### ANNEXURE - IV

#### GUIDELINES FOR REVERSE AUCTION PROCEDURE

Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL-EDN proposes to resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE BIDDING ON NETWORK, before finalizing the purchase order on technically competent bidders as per the guidelines given below:

1. Reverse Auction procedure shall be applicable for 2 Part bid tenders only.
2. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate, BHEL will engage the services of a service provider, having network all over the world. The online bidding can be done from the vendor's respective offices on their computers with Internet facility or at any of the cyber cafe, for which service provider's representative will provide all necessary training and assistance before commencement of on line bidding. Training is free of cost .
3. Vendors have to fax the Compliance form in the prescribed format (provided by Service provider) before start of Reverse auction. Without this, Reverse auction will not be started. Delay in faxing the above will lead to disqualification.
4. BHEL will send the Auto formulated EXCEL sheet which will help to arrive at "Total Cost to BHEL" like Basic Material cost, Packing & forwarding charges, Excise duty, Sales Tax/VAT, Freight charges, Insurance (by BHEL), Service Tax for Services,(-) ED disclaimer if any, 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.
5. Reverse auction will be conducted on a mutually agreed schedule and time.
6. After Reverse auction is conducted , successful bidder has to Fax the Filled-in Excel sheet showing the final value accepted in Reverse Auction with breakup of each element as indicated in SI No. 4 above to the service provider within 48 hours of Auction without fail.

**Note: No changes are allowed in Rate of Excise Duty, Sales Tax, Freight, Insurance, Service Tax and Loading factors after auction is completed.**

7. After the reverse auction is conducted, the bidder whose price is lowest ( total cost to BHEL, after considering all factors as per enquiry including Loading factors for deviations to BHEL standard Commercial Terms & conditions), BHEL will process the tender as per BHEL purchase norms. Purchase order will be issued without loading factors for deviations.

**Note: BHEL will also reserve the right to open the sealed price offer submitted by the vendors for comparison purpose, if deemed necessary, without any intimation to the technically and commercially accepted bidders.**

8. 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 only be opened as per BHEL's standard practice without seeking anymore price Impacts on account of BHEL not going for Reverse Auction. Hence please quote your best lowest price in first instant itself.
9. Training by service provider will be given only once for the subsequent reverse auction. Training will not be given for a company which has already taken training for the FIRST REVERSE AUCTION conducted by BHEL-EDN, Bangalore.



## Electronics Division, Bangalore

### GUIDELINES FOR REVERSE AUCTION PROCEDURE

#### 10. **Activities involved in Reverse Auction :**

- a) BHEL will inform the vendor in writing, the Service provider's information to enable them to contact & get trained. Alongwith the above information Business rules/policy also will be sent.
- b) Vendors have to contact Service provider and send Compliance form for having understood Reverse Auction procedure and ready for Auction.
- c) BHEL will send the Auto formulated Excel sheet (blank format without prices) as mentioned in SI No.4 above to the respective vendors.
- d) Vendors have to fill-in the Excel sheet (provided by BHEL) including Loading factors and get ready for Reverse Auction.
- e) Date & Time of Reverse Auction and Website address will be intimated by Service Provider.
- f) Bid decrement will be indicated in the Website after the Sealed bid is over and before start of Reverse Auction.
- g) Vendors will have to key-in the "Total cost to BHEL" (as worked out in the Excel sheet mentioned in SI No.4 above) in the "Sealed Bid" of the Reverse Auction within specified time duration of 20 to 30 minutes. After "Sealed Bid" auction, the lowest bidder's value or BHEL's start bid price will be the starting bid value for the commencement of Reverse Auction (English Reverse).
- h) At the end of Reverse Auction time (English Reverse), the lowest bidder value will be known on the network.
- i) Successful bidder has to fax the filled-in EXCEL sheet showing the final value accepted in the Reverse Auction with breakup of each component within 48 hours of completion of the Reverse Auction without altering any of the terms to the service Provider. Any alterations will be taken as sabotaging the tender process and will invite disqualification of vendor to conduct business with BHEL for the period of 2 years.
- j) The loading factors for non-conformance to BHEL standard commercial terms are only for arriving at lowest Bidder. In the event of Purchase order, same will be issued without loading factor values indicated in EXCEL Sheet. We repeat PO, will be issued for scope of supply+ Packing & Forwarding charges if any, Excise duty, Sales Tax, Service Tax for services and Freight & Insurance. Insurance will be to BHEL Account.

**-X--X-X--X-X--X-**

Imported  
(Revisions - 01)



Electronics Division, Bangalore

# **BHEL - EDN**

## **TENDER DOCUMENTS**

**COVERING, COMMERCIAL TERMS  
& CONDITIONS & ANNEXURES**

**FOR RFQ. NO...DKMM900373 DTD 13.08.2013**

**DUE DATE: 13.09.13**

**PROJECT: KBUNL MUZAFFERPUR (2X195 MW) TPP**

**ITEM: AMBIENT AIR QUALITY MONITORING SYSTEM**



**Bharat Heavy Electricals Ltd.,**  
(A Government of India undertaking)  
**Electronics Division**

PB No. 2606 , Mysore Road Bangalore , 560026 INDIA

Fax : +91 80 26989227  
+91 80 26989218  
☎ : +91 80 26989191  
+91 80 26989142  
+91 80 26998. . . .

Date: 14.08.13

M/s.

Attn. Mr/Ms.

**Sub: Receipt of Tender Enquiry (RFQ) No...DKMM900373.... dtd ...13.08.2013.**  
**with tender specifications for...AMBIENT AIR QUALITY MONITORING SYSTEM**  
**Project/Destination :...NTPC MUZAFFERPUR (2X195 MW) TPP.....**  
**Due Date for submission of Offer... 13.09.2013.....**

We are forwarding herewith our Enquiry (Request for Quotation) referred above along with following tender documents:

- 1 Enquiry header complete with item description, quantity and delivery schedule.
- 2 Purchase specifications.
- 3 Instructions to bidders (3 pages).
- 4 BHEL standard terms & conditions ( Imported-7 pages) along with
  - a) Loading factors for non-compliance of Commercial Terms & Conditions (8 Pages) Annexure - I
  - b) Relevant Proforma for performance bank guarantee (2 pages) Annexure- II
  - c) Instruction for PBG submission alongwith list of BHEL consortium Banks (Annexure-III 'A' & III 'B')
  - d) Guidelines for Reverse Auction procedure (wherever applicable)- 2 Pages. Annexure - IV
  - e) List of International Airport. Annexure-V.

Please acknowledge receipt and confirm submission of complete offer within tender due date.

PURCHASE EXECUTIVE

Tender Enquiry (RFQ) No:...DKMM900373.... dtd ...13.08.2013.....

Project:NTPC MUZAFFERPUR(2X195 MW) TPP Item:AMBIENT AIR QUALITY MONITORING SYSTEM

( for bidder use only)

**Acknowledgement of this Enquiry is mandatory.**

We thankfully acknowledge receipt of above and we confirm as follows:

- ( ) Our quotation will be Submitted on or before due date.
- ( ) Our Enquiry has been forwarded to our authorised representative  
M/s..... who will quote on behalf of us.
- ( ) We regret to quote for the said tender due to.....

VENDOR'S AUTHORISED SIGNATORY WITH SEAL

**PS: PL FAX THIS SHEET IMMEDIATELY AFTER RECEIPT OF THE RFQ TO OUR FAX NOS. 0091 80 26989227/26989218 WITHOUT FAIL. THIS IS A MANDATORY REQUIREMENT.**



# Bharat Heavy Electricals Ltd.,

(A Government of India undertaking)

## Electronics Division

PB No. 2606 , Mysore Road, Bangalore , 560026 INDIA

Fax : +91 80 26989227  
+91 80 26989218  
☎ : +91 80 26989191  
+91 80 26989142  
+91 80 26998. . . .

## INSTRUCTIONS TO BIDDERS

BHEL RFQ No.& Date.. DKMM900373.... dtd ...13.08.2013.....

Due date...13.09.2013..... Project:...NTPC MUZAFFERPUR (2X195 MW) TPP

Item:...AMBIENT AIR QUALITY MONITORING SYSTEM.....

**BIDDER is requested to read the instructions marked as (✓) carefully and submit their quotation covering all the points:**

- ✓ In case of any deviation to this specification / item description, then it shall be brought out clearly indicating "DEVIATION TO BHEL SPECIFICATION" without fail.
- ✓ **Quotation shall be submitted in :**
- ~~SINGLE PART BID (Techno-commercial offer with prices along with price summary in a sealed envelope).~~
- OR
- **TWO PART BID** (Techno-commercial i.e. UN-PRICED offer in a sealed envelope and Price offer in a separate sealed envelope along with Price Summary). Both these envelopes shall be again kept in a single sealed envelope.

**Note : BIDDER shall ensure to superscribe the envelope with RFQ number, RFQ Date, RFQ Due date, Item Description and Project clearly & boldly. The filled-in Commercial Terms and conditions must accompany techno-commercial offer without fail. BHEL filledup commercial terms only to be sent. Your standard printed commercial terms not needed and will not be accepted by BHEL.**

- ✓ **In case of two part bids, filled in commercial terms & conditions must accompany unpriced techno-commercial offer. Priced offer shall be complete in all respects indicating basic prices, FOB charges if applicable and compulsarily sent along with techno-commercial offer.**
- ✓ **In addition Bidder shall also quote for Erection & Commissioning Charges (E&C Charges), Documentation charges, Service Charges, Testing Charges (Type and Routine), Training Charges, Service tax etc. wherever applicable. The price summary must indicate all the elements clearly, which will be referred for arriving at "Total cost to BHEL".**
- ✓ **In case of quotes submitted in multiple currencies, Bidder shall ensure submission of relevant filled-in Indigenous/Imported BHEL standard commercial terms & conditions without fail.**
- ✓ **Tender (quotation) to be dropped in the Tender Box with 3 compartments (Monday / Wednesday/ Friday) kept in our reception area with caption "CE, SC&PV, DEFENCE," before 13.00 Hrs. on due date mentioned in the RFQ (Request for quotation) which falls on Monday, Wednesday, Friday. Tenders will be opened on due date and time mentioned on the RFQ.**

**Please quote your best, lowest, competitive, reasonable offer. Pl. indicate the prices in both figures and words.**



**DETERMINATION OF THE "TOTAL COST TO BHEL":**

***Total basic value in foreign currency+FOB Charges if any + cost insurance freight (CIF)+Customs duty+freight from Indian port to project destination + loading factor value on total basic FOB value (for deviation to commercial terms & conditions) ="TOTAL COST OF BHEL".***

***Note : Exchange Rate ruling on the date of tender opening ( unpriced/technical bid/part -1) will be considered for converting foreign currency to Indian currency. Exchange rates , which is received from Bank and updated in SAP system of BHEL - EDN will be considered.***

In case PBG, Exchange rate on the date of tender opening (unpriced/technical/part-1) only will be considered for converting foreign currency to Indian currency and vice versa. Exchange rate received from Bank and updated in SAP system of BHEL - EDN will be considered.

As far as possible, the quotations shall be free from corrections/overwriting. Corrections if any should be initialed with your signature. Any typographical error, totaling mistakes, currency mistake, multiplication mistake, summing mistakes observed in your priced bids, BHEL may consider whichever is beneficial to them for evaluation of the lowest quote. BIDDER shall honour the same in case Order is awarded for the said TENDER ENQUIRY / RFQ.

- ✓ The purchaser at his discretion may also make purchase of the materials **NOT** supplied in time at the **RISK & COST** of the supplier. In this event it will be obligatory on the part of the supplier who fails to supply the goods in time to make good to BHEL any loss due to such risk purchase.
- ✓ This item is enquired for ...**NTPC MUZAFFERPUR (2X195 MW)** TPP... project, which qualifies for following benefits :
  - a) ~~Deemed Export project eligible for "NIL" customs duty.~~
  - b) ~~Physical export project eligible for complete exemption of Customs duty.~~
  - c) ~~Project Imports project eligible for concessional customs duty.~~
  - d) ~~Captive Power plant eligible for Concessional Customs Duty.~~
  - e) ~~R & M project eligible for Concessional Customs duty.~~
  - f) **Merit duty applicable.**
- ✓ If an indian representative/associate/liaison office quotes on behalf of a foreign based BIDDER, such representative shall furnish compulsorily the following documents :
  - i) Authorization letter to quote and negotiate on behalf of such foreign-based BIDDER.
  - ii) Undertaking from such foreign based BIDDER that such contract will be honoured and executed according to agreed scope of supply and commercial terms and conditions.
  - iii) Undertaking shall be furnished by the Indian representative stating that the co-ordination and smooth execution of the contract and settlement of shortages/damages/replacement/repair of imported scope till system is commissioned and handedover to customer will be the sole responsibility of the Indian representative/associates/agent/liaison office.



*Note : Either the Indian agent on behalf of the foreign principal or the foreign principal directly could bid in a tender but not both. Further in cases where an agent participants in a tender on behalf of one manufacturer, he will not be allowed to quote on behalf of other manufacturer alongwith first in a subsequent / parallel tender for the same item.*

- ✓ On award of contract if BIDDER seeks dilution of the ordered specification and if such deviation is acceptable to BHEL, BIDDER shall pass on mutually agreed price reduction to BHEL.
- ✓ Quotations with, payment term of "Advance" will not be considered. It may lead to rejection of your offer on commercial grounds, i.e., offer may be commercially rejected.
- ✓ As per our recent purchase policy, any offer received after due date and time will be treated as "Late offer" and will be rejected. Hence pl. submit offer within due date and time to avoid rejection due to late submission. It is the responsibility of vendor to submit offer in tender box within due date and time. Offer sent by fax/e-mail/courier/post etc. Which is received late will be treated as late offer and BHEL will not be responsible for late offer. In case of the "Regret to Quote" , it should be submitted in tender box within due date and time. Late offer will be returned to vendors in sealed condition.
- ✓ Forward quotation / offer for this tender within due date and time. In case of 'not quoting' you should send 'regret letter' which is a mandatory requirement. In case we do not receive offer / regret letter from you, we treat as 'Regret to quote' for this tender by you. In case of non receipt of "Regret Letter or Offer" it will be treated as "Regret to Quote" for this enquiry.
- ✓ In case of rejection of offer due to (a) commercial grounds or (b) technical grounds, the sealed price bids will be returned back to respective vendors after release of PO and receipt of order Acknowledgement from the successful bidder.
- ✓ Any dispute arising out of this, shall be referred to the sole arbitration of Head of Dept. (Materials Management-CE), EDN, Bangalore or any other officer nominated by him and his decision shall be final and binding on the parties. The venue of the arbitration in all cases shall be Bangalore.
- ✓ All suits in respect of this lie in the court of Bangalore only.
- ✓ BHEL reserves the right to RE-FLOAT / REJECT / CANCEL this TENDER ENQUIRY (RFQ) without assigning any reason or cause thereof. Quotes received against this TENDER ENQUIRY are subject to and governed by all these terms and conditions. BHEL's decision will be final in awarding of the contract and binding.
- ✓ Packing list should be provided inside each box.
- ✓ All bank charges (inside and outside of India) are to vendors account only.
- ✓ Please sign the offers. Unsigned bids may not be considered and the offer is liable for rejection.
- ✓ Customs clearance, customs duty payment will be to BHEL account after the consignment is received at Indian Airport / Seaport.
- ✓ PBG to be send by banker directly to BHEL, Purchase Department.
- ✓ Please quote your best, lowest, competitive, reasonable offer. Please indicate the prices in both figures and words.

**PURCHASE EXECUTIVE**


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
01	COUNTRY OF ORIGIN & PLACE OF MANUFACTURING - RING	PL INDICATE FOR THE TOTAL SCOPE OF SUPPLY <b>COUNTRY OF ORIGIN</b>  <b>PLACE OF MANUFACTURING (TOTAL PACKAGES)</b>	FURNISHED	
02	NAME & ADDRESS OF THE BIDDER : A) IN PURCHASE ORDER B) IN LETTER OF CREDIT		FURNISHED	
03	NAME ADDRESS OF FOREIGN BANK ACCOUNT NO. & SWIFT CODE		FURNISHED	
04	PRICE BASIS & CURRENCY	Firm i.e., from the PO date to completion of supply <b>(Price variation Clause not acceptable).</b> Currency :	AGREE	
05	VALIDITY	Valid up to 8 weeks from the date of opening of price Bid <b>(not technical bid).</b>	AGREE	
06.	TERMS OF DELIVERY	Price offered shall be for goods packed and delivered F.O.B. (named International Airport/ Seaport) including Packing, Forwarding, Handling, Ancillary charges like processing of Sight Draft / Letter of Credit (L/C), negotiation of Bank Documents, Export declaration, Certificate of Origin, etc. Packing shall be <del>Seaworthy</del> /Airworthy, best suited for transshipment and to take care of transit damages.  Indicate Name of International Airport/seaport: Indicate method of packing done:	AGREE	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL



Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
		<p><i>Note : Name of Airport to be selected from any one of the ports indicated in Annexure-V which are acceptable BHEL ports.</i></p> <p><i>BHEL will do Customs Clearance after payment of Customs Duty as applicable at the time of customs clearance.</i></p>		
07	<p><b>DOCUMENTS</b> (Pl. see loading Factor)</p>	<p><b>ALONG WITH QUOTATION :</b> As called in Purchase specification shall be furnished alongwith un-price bid.</p> <p>If not called in Purchase Specification then vendor shall submit 2 sets of Original catalogues, Data sheets, Bill of materials, Dimensional drawings, mounting details and any other relevant documents with un-priced bid.</p> <p><b>After issue of PO :</b> As called in Purchase specification. For the complete scope of supply within 2 weeks from receipt of PO for BHEL/ customer/consultant approval.</p> <p>If not called in Purchase Specification then vendor shall submit 2 sets of Drawings, Bill of materials data sheets, Catalogues, Quality Plan, Test procedure and Type Test report for the complete scope of supply within <b>two weeks</b> on receipt of PO for BHEL/ Customer/ Consultant approval.</p>	<b>AGREE</b>	
08.	<p><b>PENALTY (FOR DELAY IN SUBMISSION OF DOCUMENTS FOR BHEL/ CUSTOMER APPROVAL) :</b> (Pl. see loading Factor)</p>	<p>In the event of delay in submission of complete set of documents (including soft copy) in required sets beyond 2 weeks from receipt of Purchase order, (vendor to confirm date of receipt of PO in Writing) Penalty @ 2% (Two Percent) per week but limited to a max of 10% (Ten percent) value of the basic material cost will be applicable.</p> <p>Penalty if applicable shall be deducted at the time of settlement of <b>75/90%</b> payment.</p> <p>If penalty is applicable for duration of less than a week, penalty @ 2% (Two percent) of the basic material value will be charged.</p>	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL



Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
09	<b>TRANSIT INSURANCE</b>	By BHEL. Insurance Agency Name, Policy No. will be indicated in PO. Vendor to send despatch details by fax to Insurance Agency after items are despatched without fail and copy of same to be submitted along with negotiable documents.	AGREE	
10	<b>DELIVERY PERIOD</b> (Pl. see loading Factor)	<b>Within 16 weeks</b> from document approval or manufacturing clearance by BHEL. whichever is earlier. (or) <del>within _____ weeks from the date of issue of PO</del> (In case document approval is not applicable).	AGREE	
11	<b>WARRANTY(*)</b> (Pl. see loading Factor)	<del>24 months from the date of despatch or 18 months from the date of commissioning whichever is earlier.</del> <del>Please indicate charges if any, in percentage of PO FOB value for additional warranty per annum, if BHEL decides to have at a later stage.</del> <b>Please note, additional warranty charges will not be considered for evaluation of Lowest bidder.</b>	<del>AGREE</del>  <del>_____ %</del>	
12	<b>TERMS OF PAYMENT (FOR MATERIAL SUPPLY)</b> (Pl. see loading Factor)	Against " <b>SIGHT DRAFT</b> " on presentation of documents to our Bankers.  The payment terms are as follows :  a) <b>75/90% is</b> payable on negotiation of complete set of original documents including original performance Bank Guarantee (if applicable), b) Balance 10% on 60th day from the date of Air Way Bill / Bill of Lading & against specific authorisation by BHEL. <del>c) Balance 15% with 30 days credit on completion of Erection &amp; commissioning work on pro-rata basis against submission of "Proof of completion of E&amp;C" (like MOM, Site protocol, Job completion certificate), signed by BHEL site office or Customer and your Indian representative.</del> <b>Note : No advance payment will be made. Seperate invoices to be submitted.</b>	AGREE	
13	<b>SHORTAGES/DAMAGES AT CUSTOMER SITE</b>	In the event of shortage / damage on receipt of goods and on opening of packages at site all such shortages / damages shall be made good within reasonable time of such intimation and cost of such material will be reimbursed only on settlement of Insurance claim limited to insurance settled amount.	AGREE	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
14	<b>PENALTY</b> (Pl. see loading Factor)	<p>In the event of delay in agreed contractual delivery, penalty @ 2 % ( two percent ) per week but limited to a max of 10% (Ten percent) value of undelivered basic material (excluding packing) portion will be applicable. Date of issue of test certificates / Test Reports / Certificate of Conformance / Calibration reports, as proof of completion of manufacturing will be treated as date of despatch for penalty calculation. Penalty will be applicable after <b>16 weeks</b> from the date of document approval or manufacturing clearance, whichever is earlier.</p> <p>(or)</p> <p><del>Penalty will be applicable after _____ weeks from the date of issue of PO (in case document approval is not applicable)</del></p> <p>Penalty if applicable shall be deducted at the time of settlement of <b>75/90%</b> payment. Penalty if any will be indicated in Despatch Clearance letter.</p> <p>If penalty is applicable for duration of less than a week, penalty @2 % ( two percent ) of the basic material value will be charged.</p>	<b>AGREE</b>	
15	<b>PERFORMANCE BANK GURANTEE (PBG)</b> (Pl. see loading Factor)	<p>PBG for 10% of the basic material cost shall be furnished strictly in the BHEL prescribed format only (Annexure-II), along with the negotiating documents for payment as part of Despatch documents. Copy of PBG shall be furnished to BHEL by Fax.</p> <p>PBG shall be valid for 24 months + 6 months claim period (totally 30 months) from the date of despatch PBG proforma enclosed herewith (Annexure-II).</p> <p>If PBG is not submitted as per enclosed BHEL standard proforma, i.e., PBG is submitted in Vendor's format (other than BHEL proforma), it will be treated as Vendor has not agreed for PBG clause (non submission of PBG only) and price will be loaded as per the loading factors enclosed (Annexure - I) to arrive at " total cost to BHEL".</p>	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
16	<b>TEST REPORTS / CALIBRATION REPORTS</b>	<p>Shall be furnished / faxed immediately on completion of testing to BHEL for verification</p> <p>All tests have to be conducted as applicable in line with approved Quality plan or QA Checklist or Purchase specification and original reports shall be furnished to BHEL-EDN, Bangalore for verification / acceptance and issue of despatch clearance.</p>	<b>AGREE</b>	
17	<b>MODE OF DESPATCH</b>	BY <b>Air/Sea</b> freight on receipt of despatch clearance from BHEL and through BHEL approved Consolidator / freight Forwarder.	<b>AGREE</b>	
18	<b>DOCUMENTS DESPATCH</b>	<p>Complete set of despatch documents shall be forwarded to BHEL directly. Despatch documents include AWB, Invoice, Packing list, Country of origin certificate, Original performance Bank Guarantee, Warranty certificate, O &amp; M manuals and Insurance intimation letter.</p> <p>One copy of Invoice, Packing list and Air Way Bill shall be faxed immediately after despatch. Also one copy of packing list to be kept inside each box for easy identification of material at site.</p> <p><b>Note : The Invoice shall be complete with item Nomenclature, Description, Unit, Quantity as per Purchase Order. Deviation to these will lead to financial losses to BHEL during Custom Clearance, which will have to be borne by Vendor only.</b></p>	<b>AGREE</b>	
19	<b>WEIGHT &amp; VOLUME</b>	<p>Please indicate following for calculating Freight charges <b>(approximate)</b> :</p> <p>a) <b>Total Net Weight of the package/s.</b></p> <p>b) <b>Total Gross weight of the package/s.</b></p> <p>c) <b>VOLUME : Length (L) X Breadth (B) X Height (H) in feet X No. of packages. Please keep one copy of packing slip inside box.</b></p>	<b>FURNISHED</b>	
20	<b>O &amp; M MANUALS</b>	<p>As built Drawings, O&amp;M Manuals and other approved documents in 2 sets shall be furnished immediately after despatch to BHEL directly.</p> <p>1 set of above also shall be sent in soft media (CD ROM) wherever called in specification</p> <p>Two sets of hard copies shall be directly despatched to site alongwith the material.</p> <p>Refer Specification for details.</p>	<b>AGREE</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL


**Electronics Division, Bangalore RFQ.NO. DKMM900373 DTD 13.08.2013**
**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
		Note : Supply of above documents (O&M) in required No. of sets along with Despatch documents and material shall be indicated in packing slip. If not metioned, BHEL may insist above in required No. of sets.		
21	<b>SPLIT ORDERING</b>	<del>BHEL reserves the right to split the Purchase based on the itemwise lowest offer.</del>  (OR)  Item will not be split on Itemwise lowest bidder hence all items will be ordered as a package on a single technically acceptable lowest bidder.	<b>AGREE</b>	
22	<b>QUANTITY TOLERANCE</b>	Wherever Purchase specification indicate quantity tolerance, it is to be confirmed. It may be confirmed as per Vendor's company norms. This is applicable for items having running length like Impluse Pipes, Cables, etc.For Impluse/ seamless pipes one random length of (+) plus 6 metres applicable for each variety.	<b>CONFIRMED</b>	<b>QUANTITY TOLERANCE .....% PER ITEM</b>
23	<b>SLAB RATE</b>	If the price quoted varies based on the quantity ordered, then slab rates may be quoted.	<b>AGREE</b>	
24	<b>PARTIAL SHIPMENT</b>	<b>NOT ALLOWED / ALLOWED</b>	<b>NOTED</b>	
25	<b>TRANSHIPMENT</b>	ALLOWED	<b>NOTED</b>	
26	<b>DESPATCH CLEARANCE</b>	BHEL will issue despatch clearance on receipt Test Certificates/calibration reports/ Certificates of Conformance and review / verification of the same.  Goods shall not be despatched without obtaining despatch clearance from BHEL.	<b>AGREE</b>	
27	<b>REPAIR OF COMPONENTS</b>	For imported items, during commissioning/ warranty period, repair of failed components will be undertaken by your Indian representative M/s. _____ and if repair is not possible in India, then free replacement of components will be made by Foreign vendor without any commercial implications to BHEL.	<b>AGREE</b>  <b>INDIAN REPRESENTATIVE NAME INDICATED</b>	

BHEL-EDN

VENDOR'S SIGNATURE WITH SEAL



Electronics Division, Bangalore **RFQ.NO. DKMM900373 DTD 13.08.2013**

**BHEL STANDARD COMMERCIAL TERMS AND CONDITIONS FOR IMPORTED SCOPE OF SUPPLY**

SL. NO.	TERMS	BHEL ACCEPTABLE TERM	BIDDER'S CONFIRMATION	DEVIATION IF ANY
28	REMARKS	<p>Please note all the above will form part of Purchase Order and in case Vendor asks for payments, through letter of credit, all the above agreed terms will form part of letter of credit.</p> <p>In case Indian representative quotes on behalf of their Foreign counterpart, acceptance to the above terms are to be confirmed in writing by foreign vendor without fail and such confirmation shall be furnished as part of the un-priced bid.</p>	AGREE	
29	REVERSE AUCTION	<p>Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specification, BHEL EDN may resort to REVERSE AUCTION PROCEDURE i.e. ON LINE BIDDING ON NETWORK, before finalising the Purchase order on technically competent and lowest bidder, as per the guidelines given in Annexure-VI.</p> <p>Reverse Auction procedure to decide the lowest bidder. In case BHEL does not resort to Reverse Auction, the Price bids and price impacts (if any) already submitted and available with BHEL shall only be opened as per BHEL's standard practice without seeking anymore price Impacts on account of BHEL not going for Reverse Auction.</p>	AGREE	
30	SPECIAL CLAUSE	Articles packed with raw/solid wood packing material should be treated as per ISPM-15 and accomplished by a phytosanitary Certificate.	AGREE	

**THE ABOVE FILLED-IN AND SIGNED DOCUMENT SHALL BE FURNISHED AS PART OF UN-PRICED CUM-TECHNICAL BID WITHOUT FAIL.**

**NOTE : LOWEST BIDDER WILL BE DECIDED BASED ON THE "TOTAL COST TO BHEL" BASIS INCLUDING LOADING FACTORS (FOR DEVIATIONS TO BHEL STANDARD COMMERCIAL TERMS & CONDITIONS).**

**BHEL-EDN**

**VENDOR'S SIGNATURE WITH SEAL**



Electronics Division, Bangalore

**ANNEXURE-I**  
**LOADING FACTORS SHEET (8 pages)**BHEL RFQ NO. & DATE: **DKMM900373 DTD 13.08.2013**

**DEVIATIONS ARE LIMITED TO FOLLOWING ONLY, FURTHER DEVIATION ON ANY OF THE FOLLOWING MAY LEAD BHEL TO REJECT THE OFFER UNILATERALLY ON COMMERCIAL GROUNDS.**

**NOTE: THIS LOADING FACTOR INDICATED BELOW WILL BE ADDED ON QUOTED PRICE TO EVALUATE THE LOWEST QUOTE (IN CASE OF DEVIATION TO BHEL'S TENDER SPECIFIED TERMS AGAINST EACH TENDER).**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
A.	FOR INDIGENOUS SCOPE OF SUPPLY.			
1	TERMS OF PAYMENT (WHERE SCOPE INCLUDES E&C):	a) 75% basic + 100% taxes, duties & freight charges with 45 days credit from the date of receipt of complete set of original despatch documents including Original Performance Bank Guarantee for 10% of the basic material value. (If applicable) to BHEL. b) Balance 10% with 30 days of receipt of materials at site and proof of supply of O&M manuals in required sets, against a supplementary Invoice and c) Balance 15% with 30 days credit from the date of completion of Erection & commissioning work on pro-rata basis against supplementary Invoice with "Proof of completion of E&C" (like MOM, Site protocol, Job completion certificate, signed by BHEL site office or Customer and your representative.	90% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG FOR 15% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	NIL
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG. FOR 25% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE	NIL



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	90% - WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	15% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG	17% OF THE 100% BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	75% WITH LESS THAN 45 DAYS CREDIT. BALACE 10% OF MATL COST WITH CREDIT 30DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE BAL. 15% WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF COMMISSIONING COMPLETION CERTIFICATE	1.5% OF THE 75% BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	90% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL BG. BALANCE 10% OF MATL. COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGEE RECEIPT CERTIFICATE	16.35% OF THE BASIC MATERIAL VALUE (I.E. 15% +1.5% OF THE 90% BASIC MATERIAL VALUE)



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	100% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL. BG.	26.5% OF THE BASIC MATERIAL VALUE (I.E. 25% +1.5% OF THE 100% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	75% THROUGH BANK. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE BAL 15% WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF COMMISSIONING COMPLETION CERTIFICATE	10% OF THE 75% BASIC MATREIAL VALUE
		-SAME AS ABOVE-	90% THROUGH BANK. ALONGWITH BG FOR 15% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE. BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	10% OF THE 90% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK. ALONGWITH BG FOR 25% OF THE BASIC MATERIAL VALUE VALID TILL COMPLETION OF COMMISSIONING APART FROM PBG 10% OF THE BASIC MATERIAL VALUE.	10% OF THE 100% BASIC MATERIAL VALUE



**Electronics Division, Bangalore**

SL NO	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE OF BHEL STANDARD TERM
		-SAME AS ABOVE-	90% THROUGH BANK WITHOUT ADDITIONAL BG BALANCE 10% OF THE MATL COST WITH CREDIT 30 DAYS FROM THE DATE OF RECEIPT OF CONSIGNEE RECEIPT CERTIFICATE	24% OF THE BASIC MATERIAL VALUE (I.E. 15% + 10% OF THE 90% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	100% THROUGH BANK WITHOUT ADDITIONAL BG	35% OF THE BASIC MATERIAL VALUE (I.E. 25% +10% OF THE 100% BASIC MATERIAL VALUE)
2.	<b>TERMS OF PAYMENT (WHERE SCOPE DOES NOT INCLUDE E&amp;C)</b>	a) 90% with 45 days credit from the date of receipt of complete set of original dispatch documents including Original Performance Bank Guarantee for 10% of the basic material value (If applicable) toBHEL. b) Balance 10% with 30 days credit from the date of receipt of materials at site and prof of supply of O&M manuals in required sets, against a supplementary Invoice.	100% WITH 45 DAYS CREDIT ALONGWITH ADDITIONAL BG FOR 10% OF THE BASIC MATERIAL VALUE VALID TILL RECEIPT OF MATERIAL AT SITE APRT FROM PBG 10% OF THE BASIC MATERIAL VALUE.	NIL



**Electronics Division, Bangalore**

SL. NO.	COMMERCIAL TERMS	BHEL STANDARD TERM	IF YOU QUOTE	LOADING FACTOR FOR NON-COMPLIANCE TO BHEL STANDARD TERM
		-SAME AS ABOVE-	100% WITH 45 DAYS CREDIT WITHOUT ADDITIONAL BG.	10% OF THE 100% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% WITH LESS THAN 45 DAYS CREDIT WITHOUT ADDITIONAL BG.	11.5% OF THE BASIC MATERIAL VALUE (I.E. 10% + 1.5% OF THE 100% BASIC MATERIAL VALUE)
		-SAME AS ABOVE-	90% THROUGH BANK BALANCE 10% OF MATL COST WITH CREDIT 30 DAYS OF CONSIGNEE RECEIPT CERTIFICATE	10% OF THE 90% BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK ALONGWITH ADDITIONAL BG FOR 10% OF THE BASIC MATERIAL VALUE VALID TILL RECEIPT OF MATERIAL AT SITE APRT FROM PBG 10% OF THE BASIC MATERIAL VALUE	10% OF THE 100% OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	100% THROUGH BANK WITHOUT ADDITIONAL BG.	20% OF THE BASIC MATERIAL VALUE (I.E. 10% + 10% OF THE 100% BASIC MATERIAL VALUE)
<p>Note : Payment terms like (a) Advance (b) Inland L/C (c) Proforma Invoice (d) Against Exchange of dispatch documents (e) CAD i.e. Cash against documents and (f) High sea sales will not be accepted. It may lead to commercial rejection of your offer.</p>				
B.	FOR IMPORTED SCOPE OF SUPPLY :			
	TERMS OF PAYMENT (WHERE SCOPE DOES NOT INCLUDE E&C)	Against "SIGHT DAAFT" on presentation of dispatch documents to our Bankers. The payment terms are as follows; a) 90% of the FOB value is payable on negotiation of	100% AGAINST SIGHT DARFT	10% OF THE FOB VALUE.

		complete set of original documents including original Performance Bank Guarantee for 10% of the FOB value (if applicable), b)Balance 10% of the FOB value on 60th day from the date of Air Way Bill or Bill of Lading & against specific authorization by BHEL.		
		-SAME AS ABOVE-	90% THROUGH LETTER OF CREDIT. BALANCE 10% FOR THE FOB VALUE ON 60 <sup>TH</sup> DAY FROM THE DATE OF AIR WAY BILL OR BILL OF LADING & AGAINST SPECIFIC AUTHORISATION BY BHEL. ALL BANK CHARGES OUTSIDE INDIA TO BENEFICIARY'S A/C.	2.5% OF THE 100% FOB VALUE
	Note : Payment terms like (a)Advance (b) Telegraphic transfer (T/T) (c) Confirmed L/C (d) CAD i.e. Cash against documents and (e) High sea sales will not be considered. It may lead to commercial rejection of your offer.			
C	PENALTY FOR DELAY IN SUBMISSION OF DOCUMENTS FOR BHEL / CUSTOMER'S APPROVAL (COMMON FOR INDIGENOUS / IMPORTED)	In the event of delay in submission of complete Set of documents (including soft copy) in required sets beyond 2 week from receipt of Purchase Order (supplier to confirm date of PO in writing), penalty @ 2% (two percent) per week but limited to a max. of 10% (Ten percent) value of PO will be applicable.	If not agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If max. 5% is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 10% (Ten percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 5% (Five percent) is agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 10% (Ten percent) is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 5% (Five percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE.
D	PENALTY FOR DELAY IN DELIVERY (COMMON FOR	In the event of delay in agreed contractual delivery, penalty @ 2% (two percent) per week	IF NOT AGREED	10% OF THE BASIC MATERIAL VALUE.

	INDIGENOUS / IMPORTED)	but limited to a max of 10% (Ten percent ) value of undelivered portion will be applicable.		
		-SAME AS ABOVE-	If max. 5% is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 10% (Ten percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE
		-SAME AS ABOVE-	If @ ½% (half percent) per week but limited to a max. of 5% (Five percent) is agreed.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 10% (Ten percent) is agreed.	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	If @ 1% (one percent) per week but limited to a max. of 5% (Five percent) is agreed.	7.5 % OF THE BASIC MATERIAL VALUE.
E	DELIVERY & PENALTY (COMMON FOR INDIGENOUS/IMPORTED)	Within.....weeks from the date of issue of document approval or manufacturing clearance by BHEL. (or) Within.....weeks from the date of issue of po (in case document approval is not applicable).	IF NOT AGREED FOR THE STIPULATED DELIVERY IN THE ENQUIRY (RFQ) BUT AGREED FOR PENALTY CLAUSE AS PER BHEL RFQ.	2% PER WEEK UPTO MAX OF 10% OF THE BASIC MATERIAL VALUE FOR THE QUOTED DELIVERY BEYOND THE STIPULATED DELIVERY IN THE ENQUIRY.
		-SAME AS ABOVE-	IF SPECIFIED DELIVERY IN ENQUIRY (RFQ) IS AGREED BUT PENALTY CLAUSE IS NOT AGREED.	10% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	IF SPECIFIED DELIVERY IN ENQUIRY (RFQ) IS AGREED & PENALTY CLAUSE IS AGREED BUT GRACE PERIOD IS SOUGHT.	2% PER WEEK UPTO MAX OF 10% OF THE BASIC MATERIAL VALUE FOR THE QUOTED GRACE PERIOD BEYOND THE STIPULATED DELIVERY IN THE ENQUIRY.
		-SAME AS ABOVE-	IF BOTH DELIVERY & PENALTY NOT AGREED, AS PER BHEL TERMS.	10% OF THE BASIC MATERIAL VALUE PLUS 2% PER WEEK DELIVERY QUOTED BEYOND STIPULATED DELIVERY PERIOD
Note : Any delivery quoted beyond 5 weeks from the stipulated delivery, offer is liable for rejection.				
F	PERFROMANCE BANK GUARANTEE ( COMMON FOR INDIGENOUS / IMPORTED )	PBG for 10% of the basic material cost shall be furnished in the BHEL prescribed format only, along with 75 / 90% Invoice directly to the purchase dept. from the Bank.	IF NOT AGREED	10% OF THE BASIC MATERIAL VALUE.

		-SAME AS ABOVE-	IF 5% IS AGREED	5% OF THE BASIC MATERIAL VALUE.
		-SAME AS ABOVE-	OTHER THAN THE ABOVE	(10% MINUS THE AGREED MAX. %) OF THE BASIC MATERIAL VALUE WILL BE LOADED
		-SAME AS ABOVE-	PBG for 10% of the basic material cost furnished in Supplier's standard format, alongwith 75 / 90% Invoice directly to Purchase dept.	10% OF THE BASIC MATERIAL VALUE
G	WARRANTY	<del>24 months from the date of despatch or 18 months from the date of commissioning whichever is earlier.</del> (AS PER SPECIFICATION)	IF NOT AGREED FOR THE STIPULATED WARRANTY PERIOD IN THE ENQUIRY.	0.5% OF THE BASIC MATERIAL VALUE PER MONTH FOR THE DIFFERENCE IN PERIOD.



Electronics Division, Bangalore

**PROFORMA OF PERFORMANCE BANK GUARANTEE**  
**(FOR FOREIGN PURCHASE ORDERS)**

**ANNEXURE-II**

---

**BANK NAME AND ADDRESS**

Electronic Division  
Bharat Heavy Electricals Limited, (B.H.E.L.)  
Mysore Road, P.B. No. 2606  
BANGALORE - 560 026

Dear Sir,

Ref : CONTRACT PERFORMANCE GUARANTEE.

WHEREAS you have entered into a contract reference No & PO NO. \_\_\_\_\_  
Date \_\_\_\_\_ with M/s \_\_\_\_\_ having its registered office  
at \_\_\_\_\_ for the supply of \_\_\_\_\_ as detailed in your  
purchase order No. \_\_\_\_\_ which is hereinafter referred to as "the said contract"  
and WHEREAS M/s \_\_\_\_\_ has undertaken to produce a Bank  
Guarantee for 10% (Tern Percent) of the contract price amounting to \_\_\_\_\_  
( \_\_\_\_\_ ) to secure its obligatios to Electronics Division,  
BHEL having its registered office at New Delhi for the performance of the contract including  
the warranty of the equipment supplied, We \_\_\_\_\_  
Bank, \_\_\_\_\_ hereby expressly, irrevocably and unreservedly  
undertake and guarantee as principal obligors on behalf of M/s \_\_\_\_\_  
that in the even Bharat Heavy Electricals Ltd. (B.H.E.L.) declares to us in writing that  
M/s \_\_\_\_\_ has not fulfilled any obligation according to the  
contractual obligation of the said contract, to pay you on demand and without demur to Bharat  
Heavy Electricals Ltd., Electronics Division, Mysore Road, P.B.No. 2606, Bangalore - 560 026.,  
India an amount of \_\_\_\_\_  
(in words \_\_\_\_\_ )  
subject to as may be determined below :



Electronics Division, Bangalore

**PROFORMA OF PERFORMANCE BANK GUARANTEE**  
**(FOR FOREIGN PURCHASE ORDERS)**

- 
- 1) Notwithstanding any right M/s. \_\_\_\_\_ may have directly against you or any disputes raised by M/s \_\_\_\_\_  
\_\_\_\_\_, Your written demand shall be conclusive evidence to us that repayment is due under the terms of the said contract and shall be binding on us.
- 2) We shall not be discharged or released from this undertaking and Guarantee by any arrangements, variations made between you and M/s. \_\_\_\_\_ with or without our consent and Knowledge or by any alteration in the obligations of M/s. \_\_\_\_\_ by any forbearance whether as to payment, time, performance or otherwise.
- 3) This guarantee shall remain valid until the end of six months after the close of the warranty period or until the same is reported by BHEL to us whichever is earlier.
- 4) We agree and undertake not to revoke this guarantee during its validity unless discharged in writing by you subject to the provision of clause (7) below :
- 5) This guarantee shall be a continuing guarantee subject to the foregoing and shall not be discharged by any change in the constitution of the Bank or M/s. \_\_\_\_\_.
- 6) This guarantee shall be governed by and constructed in accordance with the Laws of India.
- 7) At any time \_\_\_\_\_ Bank may render this guarantee null and void by paying to Bharat Heavy Electricals Ltd. the full amount being \_\_\_\_\_ ( in words \_\_\_\_\_ )  
\_\_\_\_\_ )

For and on behalf of Bank  
by its Authorised Signatory

**ANNEXURE - III(a)**

**INSTRUCTIONS FOR PBG SUBMISSION**

**SUB : POINTS TO BE COMPILED FOR THE SUBMISSION OF BANK GUARANTEES /  
PERFORMANCE BANK GUARANTEES**

Pursuant to the guidelines issued by BHEL corporate office and CVC the following points are to be taken care of during submission of BGs/PBGs. These conditions will be incorporated in the purchase orders :

- \* BGs/PBGs of PSU banks in addition to BHEL consortium banks are only acceptable. List of BHEL Consortium Banks Enclosed.
- \* In case of BGs/PBGs issued by non consortium PSU banks the same are to be enforceable in Bangalore.
- \* In case of BGs/PBGs issued by Foreign banks the same to be confirmed by BHEL consortium bank in India.
- \* It is insisted upon that BGs/PBGs issued by issuing bank on behalf of your company should be sent to BHEL EDN directly by the issuing bank under Registered Post (AD) with a covering letter of bank indicating contact no., fax no., E-mail ID, issuing officer name, address of the issuing bank etc.
- \* Please ask the banker to post original PBG directly to : (Executive referred in PO)  
  
DGM/Purchase, Purchase Dept., NEB IInd (second) Floor, BHEL, Electronics Division,  
Mysore Road, Bangalore - 560 026, Ph : 080 26989191
- \* We will not accept any BGs/PBGs from your office directly. In case you collect BGs/PBGs from issuing bank and send to us, the same will be returned back to your office.
- \* Expired BGs/PBGs will be returned after the expiry of the guarantee period including claim period or upon fulfillment of the relevant contract whichever is earlier.
- \* Please give Purchase dealing Executive name, postal address, P.O. No., tel ph no. to bank and insist bank to write these details on the envelope.

**Electronics Division, Bangalore****Annexure-III (b)****BHEL MEMBER BANKS (LIST OF CONSORTIUM BANKS)****PBG SHALL BE ISSUED FROM THE FOLLOWING 22 BANKS ONLY:**

1	State Bank of India
2	Deutsche Bank AG
3	Canara Bank
4	HDFC Bank Ltd.,
5	Punjab National Bank
6	CITI Bank NA,
7	Bank of Baroda
8	Standard Chartered Bank,
9	State Bank of Hyderabad
10	ICICI Bank Ltd.
11	The Hongkong and Shanghai Banking Corporation Ltd.
12	IDBI Bank Ltd.
13	State Bank of Tranvancore
14	Corporation Bank
15	Kotak Mahindra Bank Ltd.
16	ABN AMRO Bank N.V.
17	Syndicate Bank
18	Indian Bank
19	Oriental Bank Of Commerce
20	UCO Bank
21	Central Bank of India
22	The Federal Bank Ltd.

**Please Note :** It is preferable if PBG is obtained from BHEL consortium Banks listed above. BHEL may accept PBG from other Nationalised Banks also which are not listed above. PBG will not be accepted from scheduled Banks and Co-operarive Banks.



**Electronics Division, Bangalore**

## **ANNEXURE - IV**

### **GUIDELINES FOR REVERSE AUCTION PROCEDURE**

Against this enquiry for the subject item/system with detailed scope of supply as per enquiry specifications, BHEL-EDN proposes to resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE BIDDING ON NETWORK, before finalizing the purchase order on technically competent and lowest bidder as per the guidelines given below:

1. Reverse Auction procedure shall be applicable for 2 Part bid tenders only.
2. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate, BHEL will engage the services of a service provider, having network all over the world. The online bidding can be done from the vendors respective offices on their computers with Internet facility or at any of the cybercafe for which service provider's representative will provide all necessary training and assistance before commencement of on line bidding. Training is free of cost.
3. Vendors have to fax the Compliance form in the prescribed format (provided by Service provider) before start of Reverse auction. Without this, Reverse auction will not be started. Delay in faxing the above will lead to disqualification.
4. BHEL will send the auto formulated EXCEL sheet which will help to arrive at "Total Cost to BHEL" like Basic Material cost, Packing & forwarding charges, Excise duty, Sales Tax/VAT, Freight charges Insurance, (By BHEL) Service Tax for Services (-) ED Disclaimer if any 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.
5. Reverse auction will be conducted on a mutually agreed schedule and time.
6. After Reverse auction is conducted, successful bidder has to Fax the Filled-in Excel sheet shown in the final value accepted in reverse auction with break-up of each element as indicated in SI No. 4 above to the service provider within 48 hours of Auction without fail.

**Note: No changes are allowed in Rate of Excise Duty, Sales Tax, Freight, Insurance, Service Tax and Loading factors after auction is completed.**

7. After the reverse auction is conducted, the bidder whose price is lowest ( total cost to BHEL, after considering all factors as per enquiry including Loading factors for deviations to BHEL standard Commercial Terms & conditions), BHEL will process the tender as per BHEL purchase norms. Purchase order will be issued without loading factors for deviations.

**Note: BHEL will also reserve the right to open the sealed price offer submitted by the vendors for comparison purpose, if deemed necessary, without any intimation to the technically and commercially accepted bidders.**

8. 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 only be opened as per BHEL's standard practice without seeking anymore price Impacts on account of BHEL not going for Reverse Auction. Hence please quote your best lowest price in first instant itself.



## Electronics Division, Bangalore

### GUIDELINES FOR REVERSE AUCTION PROCEDURE

9. Training for service provider will be given only once. For the subsequent Reverse Auction training will not be given for a company which has already taken training for the FIRST REVERSE AUCTION conducted by BHEL - EDN - Bangalore.
10. **Activities involved in Reverse Auction :**
- a) BHEL will inform the vendor in writing, the Service provider's information to enable them to contact & get trained. Alongwith the above information Business rules/policy also will be sent.
  - b) Vendors have to contact Service provider and send Compliance form for having understood Reverse Auction procedure and ready for Auction.
  - c) BHEL will send the auto formulated Excel sheet (blank format without prices) as mentioned in SI No.4 above to the respective vendors.
  - d) Vendors have to fill-in the Excel sheet (provided by BHEL) including Loading factors and get ready for Reverse Auction.
  - e) Date & Time of Reverse Auction and Website address will be intimated by service provider.
  - f) Bid decrement will be indicated in the Website. After the sealedbid is over and befor start of Reverse Auction
  - g) Vendors will have to key-in the "Total cost to BHEL" (as worked out in the Excel sheet mentioned in SI No.4 above) in the " Sealed Bid " of the Reverse Auction within specified time duration of 20 to 30 minutes. after " Sealed Bid " the lowest bidder's (or) BHEL start bid price will be the starting bid value for the commencement of Reverse Auction (English Reverse).
  - h) At the end of Reverse Auction time (English Reverse), the lowest bidder value will be known on the network.
  - i) Successful bidder has to fax the filled-in EXCEL sheet within 48 hours of completion of the Reverse Auction without altering any of the terms to the service Provider. Any alterations will be taken as sabotaging the tender process and will invite disqualification of vendor to conduct business with BHEL for the period of 2 years.
  - j) The loading factors for non-conformance to BHEL standard commercial terms are only for arriving at lowest Bidder. In the event of Purchase order, same will be issued without loading factor values indicated in EXCEL Sheet. We repeat PO will be issued for scope of supply+ Packing & Forwarding charges if any, Excise duty, Sales Tax, Service Tax for services and Freight & Insurance at actuals to BHEL account. Insurance will be to BHEL Account.

**Electronics Division, Bangalore****ANNEXURE- V****LIST OF INTERNATIONAL AIRPORTS.**

<b>SNo</b>	<b>Country</b>	<b>Air Ports</b>
1	Austria	Vienna, Linz, Graz.
2	Australia	Sydney, Melbourne, Perth
3	Belgium	Antwerp, Brussels
4	Canada	Toronto, Montreal
5	China	Shangai.
6	Cyprus	Larnaca.
7	Czech Republic	Prague (Via Frankfurt)
8	Denmark	Copenhagen
9	Egypt	Cairo
10	Finland	Helsinki
11	France	Paris (Roissy), Lyon
12	Germany	Darmstadt, Manihiem, Nurnberg, Hamburg, Stuttgart, Munich, Koln, Dusseldorf & Hannover, Frankfurt, Berlin.
13	Hongkong	Hongkong
14	Italy	Rome, Milan, Turin, Bologna, Florence
15	Ireland	Dublin
16	Isrel	Telaviv.
17	Japan	Tokyo, Osaka
18	Malaysia	Kaulalampur, Penang
19	Netherlands	Amsterdam, Rotterdam
20	Newzealand	Auckland
21	Norway	Oslo
22	Oman	Muscat
23	Philiphines	Manila
24	Romania	Bucharest
25	Russia	Moscow
26	Saudi Arabia	Riyad.
27	Singapore	Singapore
28	Slovakia	Bartislowa.

**Electronics Division, Bangalore****LIST OF INTERNATIONAL AIRPORTS.**

<b>SNo</b>	<b>Country</b>	<b>Air Ports</b>
29	South Africa	Johannesburg, Durban.
30	South Korea	Kimpo
31	Spain	Barcelona
32	Sweden	Stockholm, Gothenburg, Milano
33	Switzerland	Basle, Zurich, Geneva
34	Taiwan	Taipei
35	U.A.E	Dubai
36	U.K	London (Heathrow), Newcastle, Oxford, Cheltham, Bristol, Wellingborough, Birmingham, East Midland, Manchester, Leeds, Glasgow.
37	U.S.A	Newyork, Chicago, Sanfrancisco, Los Angeles, Atlanta
38	Ukraine	Kiev