



भारत हेवी इलेक्ट्रिकल्स लिमिटेड
(भारत सरकार का उपक्रम)

BHARAT HEAVY ELECTRICALS LIMITED
(A Govt. of India Undertaking)

Ref: T7B1M71770

Date: 24.06.2013

NOTICE INVITING TENDER

**NOTE: INTENDING BIDDER TO PARTICIPATE MAY DOWNLOAD FROM WEB SITE
OR
PURCHASE TENDERS FROM THIS OFFICE**

Sealed offers are invited from reputed & experienced bidders (meeting PRE QUALIFICATION CRITERIA as mentioned in Annexure-I) for the subject job by the undersigned on the behalf of BHARAT HEAVY ELECTRICALS LIMITED as per the tender document. Issue of tender to any bidder shall not construe that the bidder is considered to be qualified. Consideration of their offer is subject to meeting PRE QUALIFICATION CRITERIA as mentioned in Annexure-I of NIT. Following points relevant to the tender may please be noted and complied with:

SALIENT DETAILS OF NIT		
SL NO	ISSUE	DESCRIPTION
1.0	SUBJECT	Design, Engineering, Procurement, Manufacturing, Supply/ Delivery, Supervision of Erection, Site Inspection, Testing, Commissioning & Handing Over etc of 2 NOS OF 2000 M3 FIRE WATER TANKS for 2x250 MW Barauni Extension Project at Begusarai, Bihar
2.0	ENQUIRY NO.	T7B1M71770
3.0	DETAILS OF TENDER DOCUMENT	
3.1	Volume-IA	<i>General conditions of contract (supply, supervision of E&C)</i>
3.2	Volume-IB	<i>VOID</i>
3.3	Volume-IC	<i>Special conditions of contract (supply, supervision of E&C)</i>
3.4	Volume-ID	<i>VOID</i>
3.5	Volume-IE	<i>Annexure, formats etc.</i>
3.6	Volume-II	<i>Scope of work, technical specification, drawings etc.</i>
3.7	Volume-IIIA	<i>Price Bid Format Annexure-IX of Technical Specification PY51009 Rev 00</i>
3.8	Volume-IIIB	<i>Split values of quoted prices for 2 NOS OF 2000 M3 FIRE WATER TANKS for 2x250 MW BSEB, Barauni project at Barauni, Bihar</i>
4.0	TENDER START (ZERO) DATE	26/06/2013 <i>Sale from Purchase / PE&SD, BHEL Hyderabad office</i> <i>Start: 26/06/2013</i> <i>Close: 16/07/2013</i> <i>From BHEL website (www.bhel.com)</i> <i>Tender documents can however be downloaded from website till due date of submission.</i>
5.0	OFFER SUBMISSION PROCEDURE	<i>Date : 17/07/2013</i> <i>Time : 11:00 Hrs</i> <i>Offers shall be addressed to :</i> Purchase Officer / PE & SD, Vendor complex BHEL, Hyderabad – 502 032 <i>And must be sent in a sealed cover on which tender enquiry number and the due date shall be superscribed and sent by appropriate mode to above address or dropped in tender box located at vendor complex on or before the specified time of submission of offers, preferably in the bidder's envelope.</i> <i>(Bidders are requested to visit website to view corrigendum/ extension/ modification to NIT before submitting offer).</i>

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6.0	DUE DATE & TIME OF OPENING OF TECHNO-COMMERCIAL OFFER.	After 14.00 hrs on latest due date of offer submission. Notes: (1) In case the due date of opening of tender becomes a non-working day, tenders shall be opened on next working day at the same time. (2) Bidder may depute representative to witness the opening of tender
7.0	EMD AMOUNT	<i>Not Applicable</i>
8.0	COST OF TENDER	<i>Rs 5,000/-</i>
9.0	SCHEDULE OF PBD	To be held at Purchase / PE&SD, BHEL, Ramachandrapuram, Hyderabad – Date : <i>10/07/2013</i>
10.0	LAST DATE OF SEEKING CLARIFICATION	<i>10/07/2013</i> (Along with soft version also, addressing to undersigned & to others as per contact address given below)
11.0	INTEGRITY PACT	<i>Not Applicable</i>
12.0	DETAILS OF INDEPENDENT EXTERNAL MONITOR (IEM)	<i>Not Applicable</i>
13.0	LATEST UPDATES	Latest updates on the important dates, Amendments, Correspondences, Corrigenda, Clarifications, Changes, Errata, Modifications, Revisions, etc to Tender Specifications will be hosted in BHEL webpage (www.bhel.com →Tender Notifications →View Corrigendum) and not in the newspapers. Bidders to keep themselves updated with all such information.

- 1.0 The offer shall be submitted as per the instructions of tender document and as detailed in this NIT. Price shall not be mentioned by them anywhere in the techno-commercial offer. Price shall be furnished in the relevant price schedule only and submitted in separate sealed envelope. In case of any clarification, bidder may contact this office.
- 2.0 Unless specifically stated otherwise, bidder shall remit cost of tender (non-refundable) in the form of demand draft, drawn in favour of Bharat Heavy Electricals Ltd. payable at Hyderabad along with techno-commercial offer.
- 3.0 Unless specifically stated otherwise, bidder shall deposit EMD demand draft/ pay order in favour of Bharat Heavy Electricals Ltd, payable at Hyderabad. EMD in the form of Bank Guarantee is not acceptable.
- 4.0 The offers shall be sent as per following details in separate sealed envelopes to BHEL, Ramachandrapuram, Hyderabad as per address given below (refer salient details of NIT, pre-page, for applicability of various issues/ documents).

Sl no	Description	No of copy
I	COVER-I (TECHNO-COMMERCIAL BID)	
I.a	Offer forwarding/ covering letter.	Original & 2 copies.
I.b	Duly filled-in 'No deviation certificate' as per prescribed format to be placed after document under sl no I.a above. In case of any deviation, the same should be submitted separately for technical & commercial parts, indicating respective clauses of tender against which deviation is taken by bidder. The list of such deviations shall be placed after document under sl no I.a above.	Original & 2 copies.
I.c	Techno-commercial offer enclosing supporting document/ annexure/ schedules/ drawing etc as required in line with pre-qualification criteria/ prescribed format. Bidder shall mark/ index relevant document in support of corresponding pre-qualification criteria. It shall be specifically noted that all documents as per above shall be indexed properly and credential certificates issued by clients shall distinctly bear the name of organization, contact ph no, FAX no, e-mail etc.	Original & 2 copies.

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I.d	Duly filled-in annexures, formats etc of Volume-IE.	Original & 2 copies.
I.e	All volumes of tender document pertinent for the subject job along with this NIT together with subsequent changes to tender in the form of TCN (Tender Change Notice), correspondences etc, signed & stamped on all pages.	Original.
I.f	Volume-IIIA – Un-priced without disclosing rates/ price, but mentioning only 'quoted/unquoted' against each item of schedules.	Original & 2 copies.
I.g	Volume-IIIB – Un-priced without disclosing rates/price, but mentioning only 'quoted/unquoted' and indicating % against each item of schedules.	Original & 2 copies
I.h	Integrity Pact Agreement (Duly signed by the authorized signatory)(if applicable)	Not Applicable
I.i	Any other details preferred by bidder with proper indexing.	Original & 2 copies
II	COVER-II (PRICE BID – ABSOLUTE VALUE)	
II.a	Copy of offer forwarding/ covering letter (as referred in I.a).	Original & 2 copies.
II.b	Duly filled-in Volume-IIIA / IIIB (Price formats) together with signed preamble in separate sealed envelope.	Original & 2 copies
III	COVER-III (COST OF TENDER)	
IV	COVER-IV (EMD)	
		Not Applicable
V	COVER-V	
All aforesaid sealed covers shall be enclosed in this cover & sealed. This cover shall be super-scribed with (i) Cover no. (ii) Details of covers inside this cover and (ii) Name of the job, tender document no. & due date of submission.		

SPECIAL NOTE

- A) Your offer & documents submitted along with offer shall be signed & stamped in each page by your authorized representative. No overwriting/ correction in tender documents by bidders shall be allowed. However, if correction is unavoidable, the same may be signed by authorized signatory.
- B) All documents / annexure submitted with the offer shall be properly annexed and placed in respective places of the offer as per enclosure list mentioned in the covering letter. BHEL shall not be responsible for any missing documents.
- C) Vendors who are not executing any jobs presently with BHEL, Ramachandrapuram, Hyderabad and first timers to BHEL, Ramachandrapuram, Hyderabad, may be considered subject to satisfying all other tender conditions.
- 5.0** No Deviation with respect to tender clauses and no additional clauses/ suggestions/ clarification in Techno-commercial bid/ Price bid shall normally be considered by BHEL. Bidders are requested to positively comply with the same. Offers with deviation are liable for rejection.
- 6.0** BHEL reserve the right to accept or reject any or all offer without assigning any reasons thereof. BHEL also reserve the right to cancel the tender wholly or partly without assigning any reason thereof. Also BHEL shall not entertain any correspondence from bidders in this matter (except for the refund of EMD, if applicable). However, BHEL may communicate rejection to the unsuccessful bidder after award of work and acceptance by the successful bidder.
- 7.0** Bidders must visit site/ work area and study the job content, facilities available, availability of materials, prevailing site conditions including law & order situation etc before quoting for this tender. They may also consult this office before submitting their offers, for any clarifications regarding scope of work, facilities available at sites or on terms and conditions. No additional claim shall be entertained by BHEL in future, on account of non-acquaintance of above.
- 8.0** For any clarification on the tender document, you may seek the same in writing (2 copies) together with soft version (thru e-mail) as per **Annexure-VI of technical specification PY51009 Rev 00** before scheduled date, from the office of the undersigned for clarification. BHEL shall not be responsible for receipt of queries after

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due date of seeking clarification due to postal delay. Any clarification/ query received after pre bid conference date shall not be entertained.

- 9.0** BHEL may decide holding pre-bid discussion [PBD] with any/ all intending bidders. On such communication from BHEL, the bidder shall ensure participation for the same at the appointed time, date and place as may be decided by BHEL. Bidders shall plan their visit accordingly. The outcome of pre-bid discussion (PBD) shall also form part of tender.
- 10.0** In the event of any conflict between requirement of any clause of this specification/ documents/ drawings/ data sheets etc or requirements of different codes/ standards specified, the same to be brought to the knowledge of BHEL in writing for clarification before due date of seeking clarification (as applicable), otherwise, more stringent requirement as may be interpreted by BHEL shall prevail and shall be binding on you. Any typing error/ missing pages/ other clerical errors in the tender documents, noticed by you must be pointed out before pre-bid meeting/ submission of offer, or else, BHEL's interpretation shall prevail & binding on you.
- 11.0** Unless specifically mentioned otherwise, bidder's quoted price shall deemed to be in compliance with tender along with TCNs including PBD, if any.
- 12.0** Bidders shall submit Integrity Pact Agreement (Duly signed by authorized signatory who signs in the offer), if applicable, along with techno-commercial bid. This pact shall be considered as a preliminary qualification for further participation. Detail of Independent External Monitor (IEM) for the subject tender is furnished above.
- 13.0** The Price Bids of only those bidders will be opened who will be qualified for the subject job on the basis of evaluation on pre-qualification criteria/ techno-commercial bids, approval/ acceptance of customer (as applicable), etc. BHEL's decision in this regard shall be final & binding. BHEL also reserve the right to reject bidder with unsatisfactory past performance in execution of a contract. BHEL's decision in this regard shall be final & binding.
- 14.0** While BHEL reserve the right to open the price bid (Cover-II) of the offers in camera, the date & time to open the Cover-II (PRICE BID) tender opening shall be intimated to the bidders, in case BHEL decides it to be 'Public opening' and in such a case, one authorized representative of the bidder shall be allowed to attend.
- 15.0** **REVERSE AUCTION** : BHEL reserves the right to go for Reverse Auction instead of Opening the sealed price bid, to be submitted. This will be decided after techno-commercial evaluation and the same shall be informed to the acceptable bidders
- 16.0** Tenderers must adhere to all volumes of tender and quote accordingly. Any terms & conditions not covered in SCC will be governed by GCC.
- 17.0** **Validity of offer:**
- Supply:** Validity of the offer for supply part shall be for six months from the latest due date of offer submission or specified otherwise in SCC of tender.
- Supervision:** Validity of the offer for supervision part shall be for twelve months from the latest due date of offer submission or specified otherwise in SCC of tender.
- 18.0** BHEL reserves the right to decide the successful bidder on the basis of reverse auction process (RA). In such case all qualified bidders will be intimated regarding procedure/ modality of process prior to RA and price will be decided through RA process only.
- However, if reverse auction process is not adopted or is unsuccessful for whatsoever reason, Price bid contained in sealed envelope will be opened for deciding the successful bidder. BHEL's decision in this regard will be final & binding on bidder.
- 19.0** Corrigendum / extension / addendum, if any, pertaining to this tender will be published in the web site www.bhel.com or will be issued directly to you, as applicable.

- 20.0** On submission of offer, further consideration will be subject to compliance to tender & qualifying requirement and customer's acceptance, as applicable.
- 21.0** Unsolicited discounts received after opening of techno commercial bid shall not be considered for evaluation. However, if the party who has submitted the unsolicited discount/rebate becomes the L-1 party, then the awarded price shall be after considering the discount.
- 22.0** In case the bidder is an "Indian Agent of Foreign Principals", Agency agreement has to be submitted along with Bid failing which offer from Bidder may not be considered.
- 23.0** Standalone bidder can neither again be a prime bidder in a consortium bid nor be a consortium partner to any other bidder. Similarly, prime bidder shall neither be a consortium partner to other prime bidder nor submit any other bid with other consortium partners. However, consortium partner may enter into consortium agreement with other prime bidder(s).
- 24.0** 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 Website (www.bhel.com)
- 25.0** The bidder may have to produce original document for verification if so decided by BHEL.
- 26.0** Offer shall be submitted directly by vendor or his authorized representative / agent only and the offer should be in line with regulatory guidelines (i.e., Agency agreement between principal vendor and agent / representative shall be attached which shall be a valid one and cover the scope of services rendered by Agent, Agency commission etc.). OEM/ Mill details shall be provided if supplier is not a manufacturer.
- Bid envelope shall bear name of the supplier. In case of submission through authorized representative / agent, the name of representative / agent should be mentioned additionally apart from the supplier name.
- 27.0** Bidder can also submit offer through e-mail at his own risk. However, such email offers shall be sent only to tenderbox@bhelhyd.co.in Supplier shall have no claim on e-mail offers sent on any other e-mail ID. BHEL is no way responsible for non receipt of offers sent thru email due to server break down / Internet failure / transmission error etc. In case of e-mail offers, vendor name, address including contact details shall be mentioned.
- 28.0** Offer received after the specified time of submission will be rejected. No further correspondence shall be entertained.

for BHARAT HEAVY ELECTRICALS LTD
Purchase Officer (PE&SD), Hyderabad

Agency	Contact details	
BHEL, PE&SD, Ramachandrapuram, Hyderabad	Address	Purchase / PE&SD, BHEL, Ramachandrapuram, Hyderabad – 502032
	Phone no	040 2318 2454, 2318 3351
	E-mail	vara@bhelhyd.co.in , kknai@bhelhyd.co.in , smkalkar@bhelhyd.co.in

Enclosures

01. Annexure-1- Format for Pre-qualification criteria.
02. Annexure-2- Format for No-deviation certificate.
03. Integrity Pact Agreement format - **Not Applicable**
04. Tender document as per above details.



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(भारत सरकार का उपक्रम)

BHARAT HEAVY ELECTRICALS LIMITED
(A Govt. of India Undertaking)

ANNEXURE-1

PRE-QUALIFICATION CRITERIA

JOB	(A) DESIGN, (B) ENGINEERING, (C)PROCUREMENT, (D) MANUFACTURING, (E) SUPPLY, (F) SUPERVISION OF (i) ERECTION, (ii) SITE INSPECTION, (iii) TESTING, (iv) COMMISSIONING & HANDING OVER ETC., OF 2 NOS OF 2000 M3 FIRE WATER TANKS FOR 2x250 MW BARAUNI EXTENSION PROJECT AT BEGUSARAI, BIHAR
CONTRACT DURATION	SUPPLY : 8 MONTHS SUPERVISION SERVICES : DURING E&C AS SPECIFIED IN PRICE FORMATS

BIDDER SHALL NOTE & COMPLY WITH THE POINTS REFERRED UNDER 'CRITERIA' BELOW.

SL NO	CRITERIA
1.0	<p>BIDDER SHOULD HAVE AVERAGE MINIMUM ANNUAL TURNOVER OF Rs. 145.00 LAC DURING THE LAST 3 (THREE) YEARS, ENDING ON 31-03-2013. AUDITED BALANCE SHEET AND PROFIT & LOSS ACCOUNT FOR THE LAST 3 YEARS, ENDING ON 31-03-2013 SHALL BE SUBMITTED IN SUPPORT OF ABOVE.</p> <p>IN CASE AUDITED FINANCIAL STATEMENTS HAVE NOT BEEN SUBMITTED FOR ALL THE 3 YEARS AS INDICATED ABOVE, THEN THE APPLICABLE AUDITED STATEMENTS SUBMITTED BY THE BIDDERS AGAINST THE REQUISITE 3 (THREE) YEARS, WILL BE AVERAGED FOR 3 (THREE) YEARS.</p>
2.0	<p>VENDOR SHOULD HAVE EXECUTED FOLLOWING WORK OF TANKS IN POWER PLANT / PROCESS INDUSTRIES/ REFINERIES/STEEL PLANTS, DURING LAST 7 (SEVEN) YEARS, ENDING ON LATEST DUE DATE OF OFFER SUBMISSION.</p>
2.1	<p>DESIGN, ENGINEERING, MANUFACTURING, PROCUREMENT, SUPPLY OF MATERIAL FOR OIL OR WATER TANKS WITH DIAMETERS MORE THAN 17 M AND HEIGHTS MORE THAN 11 M IN 2 (TWO) OR MORE INSTALLATIONS (BOTH DIAMETER AND HEIGHT SHALL BE MORE THAN 17 M AND 11 M RESPECTIVELY). THE SYSTEM AT EACH INSTALLATION MUST HAVE BEEN DESIGNED AS PER API-650 OR IS-803. THE SYSTEM MUST BE IN OPERATION IN SATISFACTORY MANNER FOR AT LEAST 2 (TWO) YEARS.</p> <p>RELEVANT DOCUMENTS, INCLUDING ORDER COPY, JOB COMPLETION CERTIFICATE, PERFORMANCE CERTIFICATE FROM END CUSTOMER SHALL BE SUBMITTED IN SUPPORT OF THIS REQUIREMENT.</p>
2.2	<p>FABRICATION, ERECTION, SITE INSPECTION, TESTING, COMMISSIONING & HANDING OVER OF OIL OR WATER TANKS OF DIAMETERS MORE THAN 17 M AND HEIGHTS MORE THAN 11 M IN 2 (TWO) OR MORE INSTALLATIONS(BOTH DIAMETER AND HEIGHT SHALL BE MORE THAN 17 M AND 11 M RESPECTIVELY). THE SYSTEM MUST BE IN OPERATION IN SATISFACTORY MANNER FOR AT LEAST 2 (TWO) YEARS.</p> <p>RELEVANT DOCUMENTS, INCLUDING ORDER COPY, JOB COMPLETION CERTIFICATE, PERFORMANCE CERTIFICATE FROM END CUSTOMER SHALL BE SUBMITTED IN SUPPORT OF THIS REQUIREMENT.</p>

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3.0	BIDDER SHOULD HAVE VALID PAN. RELEVANT SUPPORTING DOCUMENT SHALL BE SUBMITTED.
4.0	IN CASE OF BIDDING WITH CONSORTIUM/ TIE-UP/ LICENCE AGREEMENT, FOLLOWING POINTS SHALL BE COMPLIED. RELEVANT SUPPORTING DOCUMENT SHALL BE SUBMITTED.
4.1	NO. OF PARTNERS INCLUDING PRIME BIDDER SHALL NOT BE MORE THAN 2.
4.2	PRIME BIDDER ALONG WITH CONSORTIUM/ TIE-UP/ LICENCE AGREEMENT PARTNER SHALL ENTER INTO AGREEMENT, WHICH SHALL BE VALID TILL HANDING OVER OF FIRE WATER TANKS SYSTEM PACKAGE TO OWNER.
4.3	PRIME BIDDER SHOULD COMPLY WITH CRITERIA UNDER SL NO 1.0.
4.4	PRIME BIDDER SHALL COMPLY WITH MINIMUM ONE OF THE CRITERIA AT 2.1 & 2.2, CONSORTIUM/ TIE-UP/ LICENCE AGREEMENT PARTNER SHALL COMPLY WITH BALANCE CRITERIA AT SL NO 2.1 & 2.2.
4.5	PRIME BIDDER AND CONSORTIUM/ TIE-UP/ LICENCE AGREEMENT PARTNER EACH SHALL COMPLY WITH CRITERIA UNDER SL NO 3.0.
5.0	FOR FOREIGN VENDORS
	<u>CREDIT RATING REPORT</u>
	THE SUPPLIER TO PROVIDE BUSINESS INFORMATION REPORT INCORPORATING THE RATING OF THE COMPANY BY INTERNATIONAL CREDIT RATING AGENCIES VIZ. DUNS MEMBER OF M/S DUN & BRADSTREET (D&B) ETC. ALONG WITH TECHNICAL OFFER SUCH RATINGS REPORTS SHALL BE OLDER THAN 1 YEAR FROM THE DATE OF SUBMISSION OF OFFER.

NOTE

A	BIDDER SHOULD BE AN ENGINEERING ORGANIZATION/ MANUFACTURER/ DESIGNER FOR THE OIL OR WATER TANKS AND SHALL BE DEALING WITH OIL OR WATER TANKS REGULARLY.						
B	BIDDER SHALL SUBMIT REQUISITE DOCUMENTS, TO COMPLY WITH AFORESAID CRITERIA, PROPERLY INDEXED, ALONG WITH OFFER.						
C	AFTER SATISFACTORY FULFILLMENT OF ALL THE ABOVE CRITERIA/ REQUIREMENT, OFFER SHALL BE CONSIDERED FOR FURTHER EVALUATION AS PER NIT AND ALL OTHER TERMS OF THE TENDER.						
D	BIDDER(S) ALREADY REGISTERED WITH ANY BHEL UNITS FOR SUBJECT PACKAGE, ALSO NEED TO SUBMIT CREDENTIALS FOR CRITERIA INDICATED IN SL. NO. '2.0' ABOVE. ALSO, THEY MUST SUBMIT THE RELEVANT DOCUMENTS AS THE PROOF OF THEIR REGISTRATION WITH BHEL UNITS FOR SUBJECT PACKAGE.						
E	CONSIDERATION OF OFFER WILL BE SUBJECT TO CUSTOMER'S APPROVAL OF BIDDER.						
F	BIDDER SHALL SUBMIT DETAILS OF EXPERIENCE, I.E., JOBS EXECUTED, JOBS IN PROGRESS IN THE FOLLOWING FORMAT.						
	SL NO	NAME OF PROJECT	BRIEF SCOPE OF WORK	ORDER REF NO & DATE	DATE OF COMPLETION AS PER ORDER	PERFORMANCE CERTIFICATE ENCLOSED (Y/N)	REMARKS

ANNEXURE - 2**FORMAT FOR NO DEVIATION CERTIFICATE**
(To be submitted in the bidder's letter head)

Purchase / PE&SD
 BHARAT HEAVY ELECTRICALS LIMITED,
 Ramachandrapuram
 Hyderabad-502032

Sub	No Deviation Certificate.	
Job	Design, Engineering, Procurement, Manufacturing, Supply/ Delivery, Supervision of Erection, Commissioning & Performance Testing etc of 2 NOS OF 2000 M3 FIRE WATER TANKS for 2x250 MW Barauni Extension Project at Begusarai, Bihar	
Ref	01	ENQUIRY No. T7B1M71770
	02	BHEL's NIT, vide reference no PY 51009 Rev 00
	03	All other pertinent issues till date.

Dear Sirs,

With reference to above, this is to confirm that as per tender conditions, we have visited site before submission of our offer and noted the job content & site conditions etc. We also confirm that we have not changed/ modified the tender documents as appeared in the website/ issued by you and in case of such observance at any stage, it shall be treated as null and void.

We hereby confirm that we have not taken any deviation from tender clauses together with other references as enumerated in the above referred NIT. We hereby confirm our unqualified acceptance to all terms & conditions, unqualified compliance to technical specification, integrity pact (if applicable) and acceptance to reverse auctioning process.

In the event of observance of any deviation in any part of our offer at a later date whether implicit or explicit, the deviations shall stand null & void.

We confirm to have submitted offer in accordance with tender instructions and as per aforesaid references.

Thanking you,

Yours faithfully,

(Signature, date & seal of authorized
 representative of the bidder)