

**ANNEXURE-A : TECHNO COMMERCIAL FORMAT FOR ENQUIRY NO. 4601200031 DT. 21-11-12, DUE ON 05-12-12**

TECHNO COMMERCIAL OFFER

SL NO	DESCRIPTION	ACCEPTANCE [YES / NO]
1	MEETING OF QP:73 REV 03 REQUIREMENTS, ENGG. DRAWINGS AND SPECIFICATION	
2	DESPATCH TO RESPECTIVE PROJECT SITE WITH IN 4 MONTHS FROM THE DATE OF MATERIAL ISSUE BY BHEL	
3	MATERIAL TO BE COLLECTED FROM BHEL, TRICHY STORES BY THE VENDOR AT HIS COST	
4	FINISHED GOODS TO BE DESPATCHED TO ANY PROJECT SITE IN INDIA BY THE VENDOR AT HIS COST [FREIGHT AND INSURANCE, SERVICE TAX ETC. AS APPLICABLE IN VENDOR'S SCOPE].	
5	OFFCUTS [AS PER STANDARD NORMS OF BHEL ] ARE TO BE RETURNED TO BHEL, TRICHY STORES BY THE VENDOR AT HIS COST.	
6	<b>PAYMENT TERMS : 85 % AGAINST PROOF OF DELIVERY OF MATERIAL AT SITE AND 15% AFTER SUBMISSION OF IIR CERTIFICATES AND MATERIAL ACCOUNTING.</b>	
7	VALIDITY OF THE OFFER : 12 MONTHS FOR ORDERING FROM THE DATE OF PRICE APPROVAL BY BHEL.	
8	MEETING THE PACKING CONDITIONS : AS PER QP.	
9	LD : 0.5% PER WEEK SUBJECT TO A MAXIMUM OF 5% FOR THE UNDELIVERED PORTION.	
10	CUTTING PLAN SHOULD BE SUBMITTED TO BHEL FOR APPROVAL. CUTTING / MACHINING ALLOWANCE WILL BE AS PER BHEL STANDARD PRACTICE.	
11	PRICES WILL BE FINALISED THROUGH ONLINE REVERSE AUCTION	
12	THE QUANTITY INDICATED IS TENTATIVE. ACTUAL ORDER QUANTITY WILL DEPEND ON BHEL'S PLAN AND REQUIREMENTS. PLS TAKE NOTE AND CONFIRM	
13	THIS BEING A CONVERSION JOB, NO ED , ST, VAT ETC WILL BE PAID. BHEL WILL PROVIDE EXCISE INVOICE FOR FINISHED GOODS TO DESPATCH TO SITE.	
14	BHEL RESERVES THE RIGHT TO COUNTER OFFER THE L1 RATE TO THE OTHER VENDORS FOR ACCEPTANCE. 60% QUANTITY WILL BE LOADED ON L1 VENDOR AND BALANCE 40% WILL BE DIVIDED EQUALLY BETWEEN ALL THE COUNTER OFFER ACCEPTED VENDORS. IF NO VENDOR ACCEPTS THE COUNTER OFFER THEN 100 % QTY WILL BE LOADED ON THE L1 VENDOR. NOTE : INITIAL ORDER WILL BE FOR A SMALL QUANTITY ON THE L1 VENDOR AND COUNTER OFFER ACCEPTED VENDOR IF APPLICABLE. DEPENDING UPON THE PERFORMANCE ONLY FURTHER LOADING WILL BE CONSIDERED. IN CASE OF PERFORMANCE BEING NOT SATISFACTORY [PERFORMANCE WILL BE REVIEWD BY A COMMITTEE IN BHEL ] THEN BHEL RESERVES THE RIGHT TO ALTER THE LOADING PERCENTAGE INDICATED ABOVE IN ANY MANNER DEEMED FIT CONSIDERING THE ULTIMATE OBJECTIVE OF TIMELY SUPPLIES TO THE CUSTOMER. ESSENCE OF THE CONTRACT IS IN-TIME DELIVERY MEETING VARIOUS PROJECT / PLAN REQUIREMENT. MAIN PARAMETER FOR LOADING IS THE DESIRED OUTPUT WITH IN THE TIME FRAME SUITABLE FOR PROJECT / PLAN REQUIREMENTS AND TO THAT EXTENT FURTHER LOADING WILL BE DONE.	
15	A SET OF INDICATIVE LINE DRGS ARE ENCLOSED. FABRICATION OF ORDERED BENDS TO BE DONE AS PER APPLICABLE DRAWING / ENGG DOCUMENTS [GMS]. PLS CONFIRM	
16	BANK GUARANTEE FOR AN AMOUNT OF RS. 10.00 LAKHS [RUPEES TEN LAKHS] TO BE SUBMITTED VALID FOR THE DURATION OF THE EXECUTION OF THE ORDER(S) PLACED AGAINST THIS ENQUIRY. PLS CONFIRM.	
17	DETAILS OF ISSUE OF ATTACHMENTS [IN FINISHED CONDITION / RAW MATERIAL TO BE MACHINED BY VENDOR] IS GIVEN IN ANNEXURE - C. PLS TAKE NOTE OF THE SAME.	

SIGNATURE

DATE

STAMP