

Bharat Heavy Electricals Limited

(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA

Enquiry no -: PE/PG/YEM/E-4413/2014 dated 15-May-2014

Subject: Tender Enquiry for “VACUUM TRUCKING SYSTEM” as per Technical Specifications PE-TS-372-174-15000-A-A001 for 400 MW MARIB GTPP Phase-II YEMEN.

**CONDITIONAL ENQUIRY	
Due Date of submission of Bid Part-I (Techno-commercial) & Part-II (Price Bid).	23.06.14 (09:00 hrs)
Date of opening of Bids (Part-I)	23.06.14 (10:00 hrs)

We are pleased to invite your offer in two parts strictly as per Clause--2.0 of the "Instruction to Bidders" of GCC, Rev 06 in quintuplicate (5 sets), in sealed covers for the under mentioned package:-

SL Spec	Description	Quantity	Completion of Delivery(Supply) required
1.	VACUUM TRUCKING SYSTEM	As per tech. spec. & BOQ/ price schedule given in Annexure-I	(i)Delivery shall be Six (6) months from the date of purchase order. This is subject to first submission of drgs. /docs. by vendor as per Annexure - II . BHEL shall approve/comment drgs. / docs. within fifteen (15) days of each first submission. Vendor to resubmit drgs. /docs within seven 07 days, taking care of all the comments of BHEL/Customer and BHEL/Customer shall approve/comments the same within fifteen (15) days. (ii) Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions."

Brief Scope:-

Design, Engineering, Manufacturing, Inspection & Testing ,at manufacturer's works, proper packing, and supply/delivery at FOR CHA Godown Mumbai or Mumbai Port for " **VACUUM TRUCKING SYSTEM** " as per Technical Specification PE-TS-372-174-15000-A-A001 for 400 MW MARIB GTPP Phase-II YEMEN.

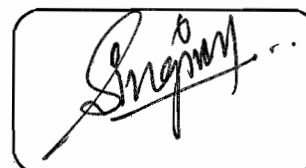
Detailed scope as per Technical Specifications PE-TS-372-174-15000-A-A001 for 400 MW MARIB GTPP Phase-II YEMEN.

****Conditional Enquiry: - Subjected to “make of item & vendor approval “ by BHEL and Customer**

Bidders should submit credentials in quadruplicate (Experience List, End User certificate, Financial Data etc.) for supplier registration at BHEL-PEM/customer approval. After reviewing the credentials BHEL will approve the vendor and take up with customer for vendor approval. Price Bid of only those bidders shall be opened,

- (i)who are approved by BHEL as well as customer, and
- (ii)whose make of item are approved by BHEL as well as customer

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhelpem.co.in; ph: 0120-4213628



Bharat Heavy Electricals Limited

(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA

For registration detail/requirements at BHEL-PEM, please visit our website www.bhel.com. Link Supplier Registration and sub-link New Suppliers.

Pre-Qualification Requirement:-

Please find the Technical & Financial Pre-Qualification Requirement Criteria as Annexure- III & IV respectively and vendors to submit their credentials.

The bidders, who are already registered with BHEL PEM without any ordering/financial limit, need not submit the financial PQR. They will consider qualified on financial PQR based on their registration with BHEL PEM.

Bids of only those bidders shall be evaluated who meet the Technical as well as Financial pre-qualifying requirements. Credentials of the bidders meeting the prequalifying and technical requirements shall be taken up with customer for approval. Price Bid of only those bidders, who are approved by BHEL as well as customer, shall be opened.

Only those vendors, who fulfill these Pre-Qualification Requirement requirements, are eligible to participate in this tender.

Issue of Tender Documents:-

Tender documents comprising of below mentioned documents have been hosted on www.bhelpem.com and www.bhel.com under the heading of “**Tender for VACUUM TRUCKING SYSTEM for 400 MW MARIB GTPP Phase-II YEMEN.**” You may download the documents from this website and send your sealed bids accordingly.

1. Enquiry letter
2. Technical Specifications (PE-TS-372-174-15000-A-A001)
3. GCC- General Conditions of Contract (Rev-06),
4. SCC-Special Conditions of Contract (Rev-02)
5. BOQ-cum-price format (Annexure – I)
6. Pre-qualifying requirement (PQR) (Technical, Annex - III and Financial, Annex - IV)
7. Terms and conditions of Reverse Auction (Annexure – V)
8. Schedule for Technical and commercial deviation (Annexure – VI)
9. Schedule of drg/doc submission (Annexure-II)

Your best quotation/offer (Two-part Offer, Techno-CommI. & Price Bid) for the above requirement, in line with our terms and conditions, should either be delivered in person or sent by COURIER / REGISTERED Post, to the following address:-

Tender Box, Tender Room, Ground Floor, PPEI Building

(Behind Reception Desk)

C/o S.E. Kandulna, SR. ENGR, PG-I-2,

M/s. Bharat Heavy Electricals Ltd.,

Project Engineering Management,

Power Project Engineering Institute,


HRD & ESI Complex,

Plot No 25, Sector-16 A, Noida-201301,U.P.,INDIA

E-MAIL: sekandulna@bhelpem.co.in

Ph. No. +91-120-4213628/9999283011

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhelpem.co.in; ph: 0120-4213628



Bharat Heavy Electricals Limited

(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA

It shall be the responsibility of the bidder to ensure that the tender is delivered on or before the due date by 09.00 a.m. Part-I bids shall be opened at 10:00 a.m. on the opening date in the presence of authorized representatives of the bidders, who may like to be present.

GENERAL TERMS AND CONDITIONS: -

1. In covering letter of offer bidder to clearly confirm the following: -

- i) Acceptance of GCC (General Conditions of Contract), Rev. 06 without any deviation.
- ii) Acceptance of SCC Rev.-02
- iii) Acceptance of all Technical Terms & Conditions of Tech. Spec PE-TS-372-174-15000-A-A001.

2. Enquiry No., due date etc. must be legibly super scribed on the sealed envelopes as per clause no. 2.0 of "Instructions to Bidders" of GCC REV 06.

3. Offers should be submitted in **two parts in two separate sealed covers** as follows:

Part-I: **TECHNO-COMMERCIAL BID**

Part-II: **PRICE BID.**

For detailed instructions, please see clause no. 2.0 of "Instructions to Bidders of GCC Rev06".


4. Bidders shall submit their offers meeting the requirements of the following tender documents (enclosed) and other Terms and Conditions included in this Enquiry Letter

- **ANNEXURE-I:** Letter to be furnished by the Bidders.
 - **ANNEXURE-II:** Agreed Terms & Conditions (confirmation to be given by Bidder in Part-I bid).
 - **DEFINITION OF TERMS.**
 - **Volume-I:** Comprising i) **Part-A:** Instructions to Bidders, ii) **Part-B:** General Commercial Terms & Conditions and iii) Special Conditions of Contract enclosed.
 - **Volume-II:** Comprising i) **Part-A:** General Technical Conditions and ii) **Part-B:** Technical Specifications.
 - **Volume-III:** Schedules and Data Sheets.
5. Tenders shall be submitted in accordance with the requirements mentioned in the tender documents. In case of deviations (Technical/ Commercial), the same shall be highlighted separately giving Clause references along with the Cost of withdrawal of Deviations as per enclosed format (Annexure – VI) of "TECHNO-COMMERCIAL DEVIATION SHEET" along with reasons for taking such deviations.

Both Un-priced & Priced Schedules of the same shall be submitted with the offer (strictly as per format enclosed at Annexure – I).

Bidders to note that any deviation (technical/commercial) not listed in above and asked after Price Bid opening shall not be considered.

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhpepem.co.in; ph: 0120-4213628



Bharat Heavy Electricals Limited

(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA

Any deviation mentioned in priced schedule of Techno-Commercial Deviation Sheet but not mentioned in un-price schedule of Techno-Commercial Deviation Sheet, shall not at all be accepted

Bidders will also be informed that any deviation mentioned in un-priced schedule of Techno-Commercial Deviation Sheet (as per format enclosed at Annexure-VI) but not mentioned in price schedule of the same Techno-Commercial Deviation Sheet, the cost of with drawl of deviation shall be taken as NIL.


6. Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
7. Unsolicited fresh/revised Price Bids shall not be entertained.
8. Part supplies offered for project shall disqualify the bidders offer for this project.
9. Evaluation shall be done on overall L1 basis.
10. Late tenders are liable to be rejected.
11. Base rate of SBI (as applicable on the date of bid opening, Techno-commercial bid, in case of 2 part bids) + 6% for the period of relaxation sought by the bidders will be the interest rate of loading in case vendor asks for any relaxation in payment terms.

12. INSTRUCTIONS REGARDING CENTRALISED TENDER ROOM:-

- a) Vendors are advised to submit the tenders in the tender box, containing Part-I & II offers in separate covers, preferably cloth lined envelopes should be used, properly marked before due date and time.
 - b) The dispatch department shall not accept any tender in torn condition and shall return the same to the courier immediately with the Stamping "Returned to Sender-Package Damaged". Offers in damaged condition will not be considered and no request for extension on this account will be considered.
 - c) Bidder's representative shall deposit the offer in tender box only.
 - d) Bidders shall be allowed in the tender room in area identified for bidders and only one authorized representative from each bidder shall be allowed.
 - e) Bidder shall not be allowed to carry mobile/camera/ laptop in the tender room. The same shall have to be deposited at security in advance and taken back after tender opening.
 - f) Details of offers shall be read out to bidders and in no case the offers shall be handed over to any of the bidders for noting down.
 - g) Please ensure tender submission, minimum 1 hour before scheduled tender opening time. Late tenders shall not be accepted.
13. Tenders and all correspondence thereof shall be addressed to the undersigned by name & designation and sent at the following address:

S.E. KANDULNA / DEEPAK GUPTA
(SR. ENGINEER/PG1-2) / AGM/PG1-2
M/s Bharat Heavy Electricals Ltd.,
Project Engineering Management,
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhelpem.co.in; ph: 0120-4213628



Bharat Heavy Electricals Limited

(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA


14. **Reverse Auction** : - “BHEL reserves the right to go for Reverse Auction (RA) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA.

In case BHEL decides to go for Reverse Auction, only those bidders who have given their unconditional acceptance to participate in RA will be allowed to participate in the Reverse Auction. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit “online sealed bid” in the Reverse Auction. Non-submission of “online sealed bid” by the bidder will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.”

Terms and conditions for Reverse auction are attached herewith as Annexure – V.

15. In the event of any contradiction in the terms and conditions mentioned in the Special Conditions of the Contract and those mentioned elsewhere, stipulations mentioned in the Special Conditions of the Contract shall prevail.
16. **Prices are to be submitted in enclosed price format only.** Un-Priced price schedule shall also be submitted along with offer.
17. Please note that for technical bid, detailed offers are to be submitted including the following along with the Price schedule as per BHEL format enclosed with NIT:-
- Acceptance of GCC Rev-06.
 - Acceptance of Special Conditions of Contract, SCC, REV 02.
 - Duly filled, signed & stamped Annexure-I & II of GCC Rev-06
 - GA Drawings, if any.
 - Pre-qualifying Requirement (PQRs) - a) TECHNICAL PQR b) FINANCIAL PQR.
 - Technical Deviations and Commercial Deviation, if any as per format enclosed at Annexure-VI of this Enquiry.
 - Along with your offer, please submit a copy of this enquiry letter duly signed & stamped on each page as token of acceptance of terms & instructions conveyed.
 - Un-Priced price format duly filled in ‘Quoted’ or ‘Q’ in each column/row.
 - Separate sealed price-bid envelope mentioning name of the project/package in **BOLD LETTER** on the top of each envelope.
18. The offer of bidders who are on the banned list as also the offer of the bidders, who engage the service of banned firms, shall be restricted. The list of banned firms is available on BHEL web site www.bhel.com.
19. Inspection shall be done by **BHEL/Customer/TPI** agency finalised by **BHEL**.
20. Freight charges are to be quoted as a percentage of ex-works and the percentage should also be mentioned in the un-priced bid.
21. Guarantee period shall be as per clause no. 12.0 of GCC Rev.-06.

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhelpem.co.in; ph: 0120-4213628



Bharat Heavy Electricals Limited

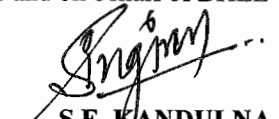
(A Govt. Of India Undertaking)

PEM – POWER PROJECT ENGG. INSTITUTE, NOIDA

22. “For evaluation of bids in foreign currency, exchange rate (TT selling rate of State Bank of India) as on scheduled date of tender opening (Part-I bid in case of two part bid) shall be considered.” If the relevant day happens to be a bank holiday, then the forex rate as on the previous bank (SBI) working day shall be taken.
23. This is a conditional enquiry, the price bid (Part-II) opening/RA is subjected following both conditions:-
- Approval of bidder & make of item by the BHEL and
 - Approval of bidder by & make of item by Customer. Same shall be taken up by us with customer based on the credentials/reference list.
24. Bidder to sign and stamp copy of this enquiry letter and submit along with offer.
25. The vendors who are not registered with BHEL-PEM have to download the Supplier Registration Form (SRF) from www.bhel.com after viewing PQR requirement on www.bhelpem.com and submit the same duly filled in along with credentials – experience list, performance certificates and other statutory data with their bids for vendor registration.
26. All corrigenda, addenda, amendments, time extensions clarifications etc. to the tender will be hosted on BHEL website (www.bhel.com) only. Bidders should regularly visit website(s) to keep themselves updated.
27. Please send us Acknowledgment for the receipt of Enquiry by mail or Letter. In case you are not interested to quote please send us regret by mail or letter.
28. All other terms and conditions shall be as per GCC Rev 06 & SCC Rev 02 for 400 MW MARIB GTPP Phase-II YEMEN .

Thanking you,

Yours faithfully,
for and on behalf of BHEL


S.E. KANDULNA
SR. ENGR/PG1-2

1. Enquiry letter
2. Technical Specifications (PE-TS-372-174-15000-A-A001)
3. SCC-Special Conditions of Contract (Rev-02)
4. BOQ-cum-price format (Annexure – I)
5. Schedule of drg/doc submission (Annexure-II)
5. Technical PQR, (Annexure - III)
6. Financial PQR, (Annexure – IV)
7. Terms and conditions of Reverse Auction (Annexure – V)
8. Schedule for Technical and commercial deviation (Annexure – VI)
9. GCC- General Conditions of Contract (Rev-06), which is available on www.bhelpem.com. You are requested to kindly download the same.

S.E. Kandulna,
Sr.Engr./PG-1-2, PEM, BHEL
POWER PROJECT ENGINEERING INSTITUTE,
PLOT NO. 25, SECTOR - 16A, NOIDA -201301 (UP)
Email: sekandulna@bhelpem.co.in; ph: 0120-4213628



400 MW, MARIB GTPS, PHASE-II (INDIAN BIDDER)

ANNEXURE -I

SR.NO.	ITEM DESCRIPTION	QTY	UNIT EXW PRICES (INCL. PACKING)	TOTAL EXW PRICES	EXCISE DUTY	CST	FREIGHT AS % OF EXW PRICES	PRICE FOR PERFORMANCE DEMONSTRATION AND HANDING OVER	SERVICE TAX ON COL (8)	TOTAL FOR CHA GODOWN MUMBAI/MUMBAI PORT PRICE	
		2	3	4	5	6	7	8	9	10=4+7+8+9	
			ALL PRICES IN INR								
1.0	Total lump-sum firm price on "FOR" site basis for design, engineering, manufacturing, assembly, painting, inspection & testing at manufacturer's works, complete with all accessories including start up and erection & commissioning spares, consumables, packing, shipment and delivery to Power Station Site, site testing, pre commissioning, commissioning, trial run, preparation & submission of "As Built" drawings, performance demonstration handing over to customer, inclusive of all prevailing taxes, duties and other levies as required of VACUUM TRUCKING SYSTEM and as defined in the technical specification (PE-TS-372-174-15000-A-A001) for 400 MW, MARIB GTPS, PHASE-II and subsequent clarifications confirmatin, correspondences with the bidders till date.	1 No.			NIL AGAINST CT-1/ARE-1 FORMS	NIL AGAINST H-FORM					
NOTES:-											
A	Bidder to note that total price indicated above at 1.0 shall be considered for evaluation and hence, should be complete in all respect for the full scope defined and considering all terms and conditions agreed.										
B	In case, price indicated above does not match with item wise break-up given at 2.0, the highest price so calculated shall be considered for evaluation but in case of order, the same shall be placed at the lowest price.										
2.0	BREAK-UP OF PRICES GIVEN IN 1.0 ABOVE										
2.1	Total lump sum firm price for EQUIPMENT (SUPPLY) i.e. design, engineering, manufacturing, assembly, painting, inspection & testing at vendor / sub vendor works, with all accessories including start up and erection & commissioning spares, consumables, packing, forwarding etc. but exclusive of all taxes & duties for the complete scope of supply of VACUUM TRUCKING SYSTEM defined in the BHEL tender specification (PE-TS-372-174-15000-A-A001) for delivery up to site basis.	1 No.			NIL AGAINST CT-1/ARE-1 FORMS	NIL AGAINST H-FORM			
2.2	Price for Performance Demonstration at site and handing over the plant to customer.in the BHEL tender specification (PE-TS-372-174-15000-A-A001)									
	TOTAL										

Bidder shall furnish this price Schedule in his price offer only



400 MW, MARIB GTPS, PHASE-II - (FOREIGN BIDDER)

SR.NO.	ITEM DESCRIPTION	QTY	Unit Ex-works price incl. Seaworthy packing charges/ packaging charges (as applicable) (US Dollar)	Total Ex-works price (US Dollar)	Freight as % of Ex-works (US Dollar)	PRICE FOR PERFORMANCE DEMONSTRATION AND HANDING OVER	SERVICE TAX ON COL (6)	TOTAL FOB PRICE (Sana'a International Airport / Yemeni port (hodaidah Port)/ basis) 'or' TOTAL FOB Price (Custom land point in Yemen / Marib site basis) (US Dollar)
			3	4	5	6	7	8=4+5+6+7
1.0	<p>1</p> <p>Total lump-sum firm price on "FOR" site basis for design, engineering, manufacturing assembly, painting, inspection & testing at manufacturer's works, complete with all accessories including start up and erection & commissioning spares, consumables, packing, shipment and delivery to Power Station Site, site testing, pre commissioning, commissioning, trial run, preparation & submission of "As Built" drawings, performance demonstration handing over to customer, inclusive of all prevailing taxes, duties and other levies as required of VACUUM TRUCKING SYSTEM and as defined in the technical specification (PE-TS-372-174-15000-A-A001) for 400 MW, MARIB GTPS, PHASE-II and subsequent clarifications confirmatin, correspondences with the bidders till date.</p>	2						
		1 No.						
A	NOTE							
B	Bidder to note that total price indicated above at 1.0 shall be considered for evaluation and hence, should be complete in all respect for the full scope defined and considering all terms and conditions agreed.							
	In case, price indicated above does not match with item wise break-up given at 2.0, the highest price so calculated shall be considered for evaluation but in case of order, the same shall be placed at the lowest price.							
2.0	BREAK-UP OF PRICES GIVEN IN 1.0 ABOVE							
2.1	Total lump sum firm price for EQUIPMENT (SUPPLY) i.e. design, engineering, manufacturing, assembly, painting, inspection & testing at vendor/ sub vendor works, with all accessories including start up and erection & commissioning spares, consumables, packing, forwarding etc. but exclusive of all taxes & duties for the complete scope of supply of VACUUM TRUCKING SYSTEM defined in the BHEL tender specification (PE-TS-372-174-15000-A-A001) for delivery up to site basis.	1 No.						
2.2	Price for Performance Demonstration at site and handing over the plant to customer.in the BHEL tender specification (PE-TS-372-174-15000-A-A001).							
	TOTAL							


Bidder shall furnish this price Schedule in his price offer only

400 MW MARIB GTPP PHASE-II YEMEN

ANNEXURE-II : VACCUUM TRUCKING ARRANGEMENT - DRG/DOC. SUBMISSION SCHEDULE
(PART OF DETAILED TECH. SPECIFICATION)

S. NO.	DOCUMENT NO.	DOCUMENT TITLE	NO. OF WEEKS FOR SUBMISSION AFTER PLACING OF LOI/PO
1	PE-V6-372-174-15000-A-A001	GA of Vacuum Trucking System	4 Weeks
2	PE-V6-372-174-15000-A-A002	Operation & control philosophy of Vacuum Trucking System	6 Weeks
3	PE-V6-372-174-15000-A-A003	Technical data sheet Vacuum Trucking System including all pumps and	6 Weeks
4	PE-V6-372-174-15000-A-A004	QAP / ICL for Vacuum Trucking System	5 Weeks
5	PE-V6-372-174-15000-A-A005	O&M manual for Vacuum Trucking System along with Catalogue	8 Weeks
6	PE-V6-372-174-15000-A-A006	Safety Manual	8 Weeks

PRE-QUALIFYING REQUIREMENTS

	POWER SECTOR – PEM NOIDA TECHNICAL PRE - QUALIFICATION REQUIREMENTS (FOR GLOBAL TENDER)	PROJECT : 400 MW, MARIB GTPS, PHASE-II
		PACKAGE: VACUUM TRUCKING SYSTEM
		DEPARTMENT: MECHANICAL AUXILIARY
	PAGE 1 OF 1	DATE: 13.05.2014 REV 00

- A) Supplier should have designing/manufacturing capability and having testing facility (in house or outsourced).
- B) Vacuum Trucking System with a minimum tank capacity of 3m³ should have been successfully in use for at least one year in power plant or other industries/application e.g. refinery/steel/process/commercial/municipality etc. For this the supplier has to submit either of following supporting documents meeting below mentioned conditions.

Copy of minimum Two Performance Certificate from the end-user along with copy of related purchase order specifying that the Vacuum Trucking System of specified capacity is running successfully for one (1) year from date of commissioning.

OR

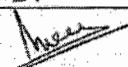
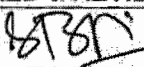
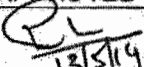
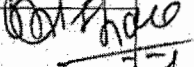
Minimum three customer's/ third party inspection reports along with purchase order copy meeting the minimum pre-qualifying requirement

OR

Minimum three purchase orders (placed with minimum gap of 6 months from previous purchase order) from same purchaser meeting the minimum pre-qualifying requirement

Notes:

- Vendor shall submit documents to substantiate technical parameters specified in PQR, if the same is not mentioned in performance certificate/purchase order.
- Minimum two (2) nos. Purchase orders shall be submitted which should not be more than ten (10) years old as on date of application for registration/bid submission, for establishing continuity in business.
- Vendor may also qualify based on the credential of principal meeting package specific pre-qualifying requirements having technical valid collaboration/licensing agreement.
- In case documents submitted for meeting PQR are in language other than English, notarized English translation shall also be submitted.

PREPARED BY			CHECKED & REVIEWED BY			APPROVED BY		
K Meera/SK		13/5/14	SB		13/5/14	KK		
NAME	SIGNATURE	DATE	NAME	SIGNATURE	DATE	NAME	SIGNATURE	DATE 13/05/2014

**FINANCIAL PQR
PROJECT
PACKAGE**

**400 MW MARIB GTPP Phase-II Yemen
VACUUM TRUCKING SYSTEM**

A) The bidder needs to score minimum qualifying marks of 15 (total of all the parameters) based on the financial data as per the below Table :

SL NO.	PARAMETER	CRITERIA	MARKS	Maximum Marks	MARKS AWARDED
1	Growth of Net Worth over previous year (%) Average of three years to be worked out	>20% 10-20% 5-10% >0 & < 5% 0 or below	5 4 3 2 0	5	
2	Debt Equity Ratio Long term Debt / (share capital+free reserves)	1:1 1.1 upto 1.5:1 1.6 upto 2.0:1 2.0 & above	5 4 3 2	5	
3	Quick Ratio (Current Assets-Inventories) /Current Liabilities	1:1 1:1 upto 1.5 1:1.5 upto 1.75 1:1.75 upto 2.5 1:>2.5	5 4 3 2 0	5	
4	Growth in Sales over previous year % Average of three years to be worked out	More than 35% 20-35% 10-20% 5-10% >0 & < 5% <0 (negative)	5 4 3 2 1 0	5	
5	PROFIT BEFORE TAX Growth over previous year	More than 20% 10-20% 5-10% >0 & < 5% 0 or below	5 4 3 2 0	5	
6	Whether the bidder has been referred to BIFR/NCLT/any other similar Govt. Agency	Yes No	-5 0	0	
7	Whether the bidder is a potentially sick company	Yes No	-3 0	0	
TOTAL SCORE				25	

a) The bidder has to submit financial accounts (audited, if applicable), for last four years (or from the date of incorporation whichever is less) as on tender due date to review the above data. In case the incorporation of vendor is less than 4 years, the evaluation of Sl N. 1 ,4 and 5 of above will be done based on available information.

b) Net worth means the sum total of the paid up share capital and Free Reserves. Free reserve means all reserves credited out of the profits and share premium account but *does not include reserves credited out of the revaluation of the assets, write back of depreciation provision and amalgamation* . Further any debit balance of Profit and Loss account and miscellaneous expenses to the extent not adjusted or written off, if any, shall be reduced from reserves and surplus.

c) Other Income shall not be considered for arriving at Annual Turnover/Sales.

**FINANCIAL PQR
PROJECT
PACKAGE**

400 MW MARIB GTPP Phase-II Yemen
VACUUM TRUCKING SYSTEM

B) The bidder also needs to qualify the following criteria:

Average annual financial turnover during the last 3 years, ending 31st
March of the previous financial year, should not be less than **Rs.21,00,000.00**
Rupees Twenty One Lakh(s) Only

NOTES:

1.The Part A of financial pre-qualification of the foreign bidder (other than Indian Bidders) may also be evaluated on the basis of the report from a reputed third party business rating agency like Dun & Bradstreet, Credit reform etc. The foreign bidder is to submit the report from reputed third party.

2.The bidders, who are already registered with BHEL PEM, without any financial limit, need not submit Financial PQR. In case of limit, the registered bidder may submit the documents required for review of limit alone, if the bidder wants re-assessment of the limit.

3.For evaluation of foreign bidder, exchange rate (TT selling rate of SBI) as on scheduled date of tender opening (Part-I bid in case of two part bid) shall be considered.

Terms & Conditions of Reverse Auction

Against this enquiry for the subject item/ system with detailed scope of supply as per enquiry specifications, BHEL may resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE BIDDING (THROUGH A SERVICE PROVIDER). The philosophy followed for reverse auction shall be English Reverse (No ties).

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. Those bidders who have given their acceptance for Reverse Auction (quoted against this tender enquiry) will have to necessarily submit 'online sealed bid' in the Reverse Auction. Non-submission of 'online sealed bid' by the bidder for any of the eligible items for which techno-commercially qualified, will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.
3. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
4. In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.
5. Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.
6. Bidders have to fax the Compliance form (annexure IV) before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.
7. In line with the NIT terms, BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at "Total Cost to BHEL" like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the bidder to enable them to fill-in the price and keep it ready for keying in during the Auction.
8. Reverse auction will be conducted on scheduled date & time.
9. At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.

10. The lowest bidder has to fax/e-mail the duly signed and filled-in prescribed format for price breakup including that of line items, if required, (Annexure VII) as provided on case-to-case basis to Service provider within two working days of Auction without fail.
11. 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 be opened as per BHEL's standard practice.
12. Bidders shall be required to read the "Terms and Conditions" section of the auctions site of Service provider, using the Login IDs and passwords given to them by the service provider before reverse auction event. Bidders should acquaint themselves of the 'Business Rules of Reverse Auction', which will be communicated before the Reverse Auction.
13. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action as *per extant BHEL guidelines*, shall be initiated by BHEL and the results of the RA scrapped/ aborted.
14. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
15. In case BHEL decides to go for reverse auction, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.

