NOTICE INVITING EXPRESSION OF INTEREST (EOI)

for Business tie-up

in

COAL WASHERY

Powering Progress... Brightening Lives Touching Every Indian Home

BHARAT HEAVY ELECTRICALS LIMITED
Industrial Systems Group
Marketing (Industry)
Prof C.N.R Rao Circle,
IISC Post, Malleswaram
Bangalore, India – 560 012

Sub: Invitation for Expression of Interest (EOI) from reputed Companies for joining BHEL to address the Coal Washery Business in India.

1. Bharat Heavy Electricals Limited (BHEL)

BHEL is a premier Government of India owned engineering and manufacturing enterprise catering to the requirements of the core infra structure sectors of the Indian economy viz. energy (generation of fossil, gas and hydro, transmission and distribution) transportation and industry. Incorporated in 1964, BHEL has entered the Golden Jubilee (50th) year of its illustrious past. BHEL has emerged as Inida's largest engineering enterprise and attained the coveted '**Maharatna**' status. BHEL supplied equipments account for nearly 61% of the total thermal generating capacity installed in the country. The company has 17 manufacturing units, 4 power sector regions, 8 service centers, 10 overseas offices and 15 regional offices, besides host of project sites spread all over India and abroad. BHEL today is amongst world's rarest few who have the capability to manufacture the entire range/type of power equipments. BHEL has also established its presence in 76 countries across the world, emerging as India's industrial ambassador to the world. The annual turnover of BHEL for the year 2012-13 was US $ 9.22 Billion* (INR 501.57 Billion), with Net Profit of US $ 1.22 Billion* (INR 66.15 Billion). BHEL's highly skilled and committed manpower of approximately 48000 employees, the best of manufacturing facilities and practices together with the latest technologies, has helped BHEL to deliver a consistent track record of performance. With the current order book (as on 31.3.2013) exceeding US $ 21.16 Billion* (INR 1,151 Billion), BHEL is poised for excellent future growth. To provide its customers with the state-of-the-art products, BHEL has over the years entered into several technical collaboration agreements with leading manufacturers. Our ongoing major technology tie-ups include agreements with GE, USA (for gas turbines); Siemens, Germany (for steam turbines, generators and condensers); Metso Automation Inc., Finland (for control &instrumentation); Alstom, France (for Super-Critical Boilers & pulveriser); MHI, Japan (for pumps & FGD); Vogt Power International, USA (for HRSG); GENP, Italy (for compressors); Turbo Lufttechnik, Germany (for fans) and Sheffield Forge masters International, UK (for forgings). More details about the entire range of BHEL's products and operations are available at the web site www.bhel.com

***1 US$ = INR 54.39 as on 31.3.2013 considered.**

2. Industrial Systems Group (ISG)

For over three decades Industrial Systems Group (ISG), a Unit of BHEL at Bangalore, India, has been providing turnkey solutions in the areas of Metallurgical & Non-Metallurgical industries, Mining & Bulk Material Handling, Water Management Systems, and Power Distribution.

ISG has been in the fore front in providing Total Business Solutions to Customers through its system integration capability by offering complete turnkey (EPC) project execution of civil & structural works, mechanical equipment, electrical equipment, instrumentation, automation systems and auxiliary systems from 'Concept to Commissioning and beyond' including Design, Engineering, Procurement, Supply, Erection, Commissioning and Services after Sales.

For the **Bulk Material Handling area** ISG offers system integration of:

- Complete **Coal Handling Plant** in Thermal Power Plant and **Raw Material Handling system** in Steel Plant consisting of Conveyor Systems, Stacker Reclaimer, Wagon Tippler/Paddle Feeder, Apron Feeder, Primary & Secondary Crushers, Travelling Trippers, Auxiliary Systems etc. on turnkey basis including Civil & Structural, Mechanical, Electrical works, Instrumentation and

Automation systems. BHEL-ISG has already completed 13 projects successfully and 7 projects are under execution.

- Complete **Ash Handling Plant** comprising mainly Bottom Ash System, Dry Fly Ash Transportation & Storage System, Ash Slurry Disposal System, Ash Water Recovery System etc. on turnkey basis including Civil & Structural, Mechanical, Electrical works, Instrumentation and Automation systems. BHEL-ISG has already completed 12 such projects successfully and 8 projects are under execution.

Further, ISG has been providing Design, Engineering, Supply and Installation of Electrics, Drives, Control, Instrumentation, Automation & Auxiliary Systems, since its inception in 1977 for all plants / mills / process lines in steel plant complex and has been providing integrated systems with Turnkey Solutions to almost all Steel Plants in India in association with Major International Mill builders.

BHEL-ISG have been accredited to Quality Management Systems (ISO 9001:2008), Environmental Management Systems (ISO 14001:2004), Occupational Health & Safety Management Systems (OHSAS 18001:2007) and Information Security Management System (ISO/IEC 27001:2005). Further, towards business excellence, ISG is practicing TQM philosophy – EFQM model.

More details about BHEL-ISG operations are available at the web site www.bhelisg.com.

3. Indian Coal Scenario

Due to its inherent nature, domestic coal contains high ash percentage and therefore, its up-gradation through beneficiation and processing has become an important sub set of India's production-supply chain. Coal producers and major coal users in India have already taken initiatives to set up number of new coal washeries to extract coal with lesser ash percentage, generating good business opportunities.

4. Intent of EOI

Considering the future demand of washed coal and proper utilization of washery rejects, BHEL, with its rich experience in Material Handling Plant, intends to diversify and expand its activity in Coal Washery business.

BHEL invites proposals from reputed companies interested to explore Indian opportunities and have established Technical knowledge & experience and excellent track record in the relevant field across the globe to join hands with BHEL as a Business partner to address the future tenders in the field of Coal Washery Projects in India (both Coking and Non-Coking) on EPC / Turnkey / BOM basis. The purpose of this Expression of Interest is to identify reputed willing partners to form suitable Consortium with BHEL to address upcoming Coal Washery Projects in India.

5. Scope of Co-operation

The scope of co-operation should enable Consortium to qualify & to bid on EPC / Turnkey / BOM basis, to design, supply, installation, commissioning, and performance guarantee of the plant. The details of Scope Divisions / Responsibility Matrix, Terms & Conditions for such agreement can be mutually agreed upon on case to case basis according to tender conditions.

Interested companies are requested to submit their proposal along with duly filled in formats enclosed as Annexure - A and Annexure – B to the below mentioned address on or before due date of submission of EOI.

The key qualifying requirements that willing partner should fulfill are given below.

6. Qualifying Criteria

The bidders should qualify the following:

The Company must have experience in Setting up of Coal Washery/ Ore Beneficiation Plant of at least 2.5 MTPA capacity (during last seven years ending last day of month previous to the one in which EOI is invited) based on Jig/ Heavy Media Separation (Bath/ Drum/ Cyclone or combination thereof)/ Teetered Bed Separator/Reflux Classifier/ Flotation or Spiral (for fine coal recovery) technology or any other latest state-of-art technology suitable for Indian coal.

Documentary evidence (copy of Contract, Commissioning & performance report from Client) supporting above must be submitted along with the proposal.

7. Critical Information regarding EOI

#	Information	Details
1	EOI No.	IS – 1- EOI – CW
2	Last date for submission of EOI proposal	28th April 2014
3	Contact Details	
	Name: Designation: Mobile No.: Landline No.: Fax No.:	B K GANGOPADHYAY Deputy General Manager (BG-II) +91 9449821342 +91 8022184264 +91 8023562713
4	Postal Address for Communication	Bharat Heavy Electricals Limited, Industrial Systems Group Prof C N R Rao Circle Malleswaram Bangalore, India – 560 012
5	Email address for Communication	bkg@bhelisg.com mktg.washery@bhelisg.com gs@bhelisg.com
6	Working Hours	
	Monday to Friday Saturday	08:00 AM to 05:06 PM (IST) 08:00 AM to 01:00 PM (IST)
7	Mode of Submission of Bid	Post / Email

8. Language of EOI and Correspondences

The language of Offer and communication shall be English. Copies of all authenticated original document need be submitted as per requirement and if the document/s is/are not in English language, self-attested authenticated English translation of the original shall be enclosed along with copy of original document.

9. Application / Selection Process

The interested companies meeting the pre-qualifications shall submit all the required details as per Annexure-A and Annexure – B with supporting documents. Consortium Partner shall be selected based on their experiences, credentials and suitability for the tender.

NOTES:

a. Please intimate your willingness immediately, if you are interested in the EOI.

b. The company has to bear all expenses incurred in connection with participation in this EOI process.

c. All enquiries / clarifications, related to this EOI, must be directed to the contact person notified in this EOI document.

d. Further Corrigendum/Addendum to this EOI will be hosted on the websites www.bhelisg.com, www.bhel.com and http://tenders.gov.in. Bidders should regularly visit these websites to keep themselves updated.

e. This EOI does not constitute an offer by BHEL. Without being liable for damages or obligations or assigning any reasons whatsoever, BHEL reserves the right to accept / reject any offer from companies.

ANNEXURE - A

BASIC DATA					
Sl. No.	**Description**			**Details**	**Enclosure**
1	**Organization Details**				
	1.1	Name of the Company			
	1.2	Address			
	1.3	Company website			
	1.4	Ownership Information & Hierarchy			
	1.5	Type of Company (Govt/Public/ Limited/ Private / Partnership)			
	1.6	Year of Establishment of the present Company			
	1.7	Registration Particulars			
	1.8	Whether this company is formed from any parent company? If yes, give full details with supporting documents.			
	1.9	Location of Business Units			
	1.10	Subsidiary Details			
	1.11	No of Manpower			
	1.12	Quality Certifications, if any			
2	**Contact Person Details**				
	2.1	Name & Designation			
	2.2	Email Id			
	2.3	Contact No.	Landline:		
			Fax:		
			Mobile No. :		
3	**Financial parameter**				
	3.1	Turnover in Last Three Years in USD	2012- 13 :	XXXX USD	Copy of original Audited balance sheet of company must be enclosed.
			2011- 12 :	XXXX USD	
			2010- 11 :	XXXX USD	
	3.2	Financial details (Annual Reports etc.)			
4	**Technical competency**				
	4.1	Maximum Capacity Installed on EPC basis	Coking Coal	XX Million TPA	
			Non-Coking Coal	XX Million TPA	
5	**In-house facility / capability**				
	5.1	Design & Engineering			
	5.2	Manufacturing (please indicate equipments manufactured)			
	5.3	Details of Patents & Copyrights, if any			
	5.4	Project Execution			
	5.5	Operation & Maintenance Services			If Yes, please mention about experience for Operating the washery (enclose supporting document)
6	**Establishment in India**				
7	**Existing tie-up in India, if any**				
8	**Please indicate the speciality / superiority of the equipment / process, if any, offered to clients.**				System description explaining the features and benefits may be enclosed.
9	**Willing to form consortium with following preference**				
	9.1	as lead member of consortium team, BHEL as partner		YES / NO	
	9.2	as supporting member of consortium, BHEL as Leader		YES / NO	
10	**Other Relevant Salient Features, if any**				
Note :	**Language of communication shall be English, in case any document submitted is in other language, self-attested authenticated English translation of the same shall be enclosed along with copy of original document.**				

Place : **[Signature of Party]**

Date : **Name in Full**

[Company Seal] **Designation / Status**

Ref: IS-1-EOI-CW

EOI for Business tie-up in COAL WASHERY

ANNEXURE - B

Please indicate the Orders which were awarded to and executed/ under execution by your Company only

LIST OF CONTRACTS/ORDER EXECUTED/UNDER EXECUTION BY THE COMPANY									
Sl. No.	Name of the Coal Washery	Executed/ Under Execution	Coking/ Non-Coking	Capacity of Coal Washery in MTPA	Client's Name	Company's Role and responsibility involved in this contract	Date of receipt of Order	Date/ Probable date of Completion of Order	Main Process involved in the washery

Place :

[Signature of Party]

Date :

[Company Seal]

Name in full :

Designation / Status :