


## REQUEST FOR QUOTATION

	<b>BHARAT HEAVY ELECTRICALS LIMITED</b> Electronics Division PB No. 2606, Mysore Road Bangalore - 560026 INDIA	RFQ NUMBER: KGB0003797  RFQ DATE : 01.10.2013	Due Date : 23.10.2013 Time : 13:00 HRS  VENUE : SUB ASSLY PUR
MMI:PU:RF:003			

(address for communication) :	(for all correspondence) Purchase Executive : KUMAR GBJ Phone : 26998986 Fax : 00918026989215 E-mail: kumargbj@bheledn.co.in
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Please submit your lowest quotation subject to our terms and conditions attached for the materials mentioned below. The quotation must be enclosed in a sealed envelope / Fax 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 at 13.30 hours at the venue mentioned above. **PLEASE DROP THE OFFER IN THE BOX MARKED KGB PROVIDED AT RECEPTION**

SI No.	Description	Qty	Unit	Delivery qty	Delivery Date
1	DV0692222430 IC-EPROMD28F010-120P1C4TP28F010-120 Mfr Part No.- CAT28F010PI-12 Vendor - CATALYST SEMICONDUCTOR, INC. Doc No.- PROP_REF:INT.17-11/30/05 Rev - 00  IC-EPROM D28F010-120P1C4 TP28F010-120 DRG:HETN400920P0005 IC-EPROM D28F010-120P1C4 TP28F010-120 DRG:HETN400920P0005	1,300	NO	1,300	04.12.2013

Total Number of Items - 1

- 1.
- 2.

General T & C is as follows. Since there are Fake components in the market, please submit five nos samples along with the Technical Bid. PI ensure the offered item is genuine. Quotes without sample will not be considered for further evaluation. Bidder whose samples get approved has to confirm that the bulk lot will be of same batch / date code of Samples. PI submit the quote in two parts viz Techno-commercial Bid and Price Bid separately.

Please note 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.

Preference will be given to vendors who accepts our standard payment terms i.e.100% payment within 30 days of receipt of material at our works. 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 rejectedThe list of banned

- 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 / Fax not superscribed with RFQ No. and due date is liable for rejection.
- v). Quotation should remain valid for a minimum period of 90 days from due date.

For and On behalf of BHEL.

KUMAR GBJ  
Sub-Assembly

1 OF 1



# **Bharat Heavy Electricals Ltd.,**

*(A Government of India undertaking)*

## **Electronics Division**

PB 2606 , Mysore Road Bangalore , 560026 INDIA

### **Additional terms and conditions (Foreign Purchase)**

Bidders are required to read the terms & conditions carefully and submit their quotation covering all the points.

- 1) **TWO PART BID:** Quotation shall be submitted in two parts a) Techno-commercial bid  
b) Price bid.

- a) **Techno-commercial i.e., unpriced Bid:** Techno-commercial bid shall be submitted with complete description of the component and specification. All the techno commercial terms & conditions indicated in the **QUOTATION FORMAT** (Annexure B ) shall be submitted preferably in the same format, in a sealed envelope super scribed clearly as **“TECHNO-COMMERCIAL BID”** with **RFQ No. and DUE DATE.**

Unpriced copy of price bid shall also be enclosed with the techno-commercial bid. Deviations to the specification / item description, if any, shall be brought out clearly indicating **“DEVIATION TO BHEL SPECIFICATION”** without fail as a part of techno- commercial bid.

- b) **Price Bid:** Price bid shall be submitted in the Quotation format (Annexure-C) which shall contain only the basic price, FOB charges if any, in a sealed envelope super scribed clearly as **“PRICE BID”** with RFQ No. and DUE DATE.

Both these sealed envelopes [(a) Techno-commercial i.e., un-priced BID as per format Annexure-B plus Un priced copy of price bid (b) Price Bid as per format indicated in Annexure-C ] shall be kept in a single sealed envelope and super scribed clearly with RFQ No. and DUE DATE.

- 2) After evaluation of techno-commercial bids, price bids of only those vendors whose offers are technically and commercially accepted will be opened on a subsequent date, which will be intimated to the concerned in advance for witnessing price bid opening.
- 3) **TOTAL COST TO BHEL:** Total cost to BHEL = Total basic value in foreign currency (unit rate X quantity offered) + FCA charges if any + Cost Insurance Freight + Custom Duty (CD) + freight from Indian port to BHEL-EDN, Bangalore + Loading factor value (for deviations to commercial terms & conditions).

Note: Exchange rate ruling (TT selling rate of SBI) on the date of Tender opening (Techno-commercial / un-priced Bid) will be considered for converting foreign currency to Indian currency. If the relevant day happens to be a bank holiday, then the exchange rate as on the previous bank (SBI) working day shall be taken.

- 4) **FIRM PRICE:** Rates quoted should be firm and no enhancement in the rates and changes in the techno-commercial terms will be allowed once the quotation is accepted and order

placed. PVC clause is not acceptable. Preferably price to be indicated in figures and words.

- 5) **TERMS OF PAYMENT:** Payment will be made against “**SIGHT DRAFT**” on presentation of documents to our bankers. Payment through LC with bank charges to respective account is also made subject to a loading factor of 10 % on basic value for evaluation of L1.
- 6) **ADVANCE PAYMENT:** Quotations with payment terms of “**Advance Payment** are liable for rejection.
- 7) **REVERSE AUCTION:** BHEL reserves the right to adopt Reverse auction for the enquiry sent, at its discretion.
- 8) **PENALTY:** Failure to supply the item within the delivery date specified in the purchase order will make the supplier liable to an unconditional penalty of ½% ( half percent) of the value (basic material cost) of the goods in arrears per week subject to a maximum of 10%. Date of receipt of material with freight forwarder/ Date of issue of AWB, whichever is earlier will be treated as date of dispatch for FCA terms. Invoice date will be considered for EX-work terms. If penalty is applicable for less than one week, one week will be considered for calculation of penalty .For non acceptance to Penalty clause loading factor will be 10% on basic value for evaluation of L1. **Delivery date in the purchase order will be in line with the delivery offered in the quotation.**
- 9) **TERMS OF DELIVERY:** Price offered shall be for goods packed and delivered F.C.A (name international Airport) including packing, forwarding, handling, etc  
**Note:** Name of Airport to be selected from any one of the ports indicated in Annexure-A
- 10) **VALIDITY:** Quotation should remain valid for a period of **90 days** from the due date.
- 11) **Confirmation of Technical Specification :**
  - a) Technical specification as per NIT

12) **LOADING FACTORS:**

Loading factors as detailed below will be added to the quoted price (basic) to evaluate the lowest quote for non compliance of BHEL standard commercial terms.

**A. For non compliance of BHEL standard Terms of payment:**

<b>Sl. No.</b>	<b>Payment term</b>	<b>Loading factor in %</b>
1	100% against “SIGHT DRAFT” on presentation of dispatch documents to our Banker	NIL
2	100% Through Letter of Credit with bank charges to respective account.	10 % on basic price.

**B. For non compliance of Penalty clause:**

<b>Sl. No.</b>	<b>BHEL standard term</b>	<b>Quoted Term</b>	<b>Loading factor in %</b>
1	Penalty of 0.5% per week subject to max. of 10% on the value of the items not supplied with-in delivery date specified in purchase order.	Agreed Not agreed	Nil 10 % on basic price

## ANNEXURE-A

### LIST OF INTERNATIONAL AIRPORTS

Sl. No	Country	Air Ports
1	Austria	Vienna, Linz, Graz
2	Australia	Sydney, Melbourne, Perth
3	Belgium	Brussels
4	Brazil	Sao Paulo, RioDe Janeiro
5	Canada	Toronto, Montreal
6	China	Shangai, Shenzhen
7	Cyprus	Larnaca
8	Czech Republic	Prague (Via Frankfurt)
9	Denmark	Copenhagen
10	Egypt	Cairo
11	Finland	Helsinki
12	France	Paris (Roissy), Lyon
13	Germany	Nurumnberg, Hamburg, Stuttgart, Dusseldorf Frankfurt, Berlin
14	Hongkong	Hongkong
15	Italy	Rome, Milan, Turin, Bologna, Florence
16	Ireland	Dublin
17	Israel	Telaviv
18	Japan	Tokyo, Osaka
19	Malaysia	Kaulalampur, Penang
20	Netherlands	Amsterdam, Rotterdam
21	New Zealand	Auckland
22	Norway	Oslo
23	Oman	Muscat
24	Philiphines	Manila
25	Romania	Bucharest
26	Russia	Moscow
27	Saudi Arabia	Riyad
28	Singapore	Singapore
29	Slovakia	Bartslowa
30	South Africa	Johannesburg, Durban
31	South korea	Incheon, Seoul
32	Spain	Barcelona
33	Sweden	Stockholm, Gothenburg, Malmo
34	Switzerland	Basle, Zurich, Geneva
35	Taiwan	Taipei
36	Thailand	Bangkok
37	Turkey	Istanbul

38	U.A.E.	Dubai
39	U.K.	London (Heathrow), Newcastle, Oxford, Cheltham, Bristol, Wellingborough, Birmingham, East Midland, Manchester, Leeds, Glasgow.
40	U.S.A.	New York, Chicago, San Francisco, Los Angeles, Atlanta, Boston, Houston
41	Ukraine	Kiev

## Annexure B

**QUOTATION FORMAT PART – A TECHNO COMMERCIAL BID (IMPORTED)**

Sl. No.	Particulars	Bidder's confirmation
	<b>I - TECHNICAL</b>	
1	a) Vendor to submit as per RFQ Spec only .  b) Deviation if any Please specify	
	<b>II - COMMERCIAL</b>	
1.	Price basis and currency: Firm i.e., from the date of PO to completion of supply	a) Acceptable / Not acceptable
2.	Terms of Payment: Against “ <b>SIGHT DRAFT</b> ” on presentation of documents to our bankers.	a) Acceptable / Not acceptable b) Deviation if any Please specify
3.	BHEL's penalty clause: (a) Penalty of <b>1/2</b> % per week subject to maximum of <b>10%</b> on the value of the items not supplied with-in the delivery date specified in purchase order.	(a) Acceptable / Not acceptable
4.	Terms of delivery: Price offered shall be for goods packed and delivered F.C.A (Airport from list) (a) If the terms of delivery is EX works, indicate the place	For FCA- indicate Airport  For Ex-works-indicate place
5	Validity: (a) Quotation should remain valid for a period of <b>90</b> days from the date of tender opening. (b) Deviation if any Please specify	(a) Acceptable / Not acceptable (b)

Signature of Bidder /  
with stamp

**Annexure – C**

**PRICE BID FORMAT PART – B (IMPORTED)**

Following is the format for Price schedule:

SL No.	Description of Item	Qty. (A)	Details of cost	Unit Price		Value (A) X (B)
				In Figures (B)	In words	
1			Basic value in foreign currency			
A	Name of currency					

SIGN. OF AUTHORISED PERSON / DATE

# LOADING FACTORS

Annexure - 3

COUNTRY	RANGE OF VALUES IN USD FOR FOREIGN SHIPMENTS									
	0-5000		5001-10000		10001-15000		15001-20000		20001-25000	
	EXW	FCA	EXW	FCA	EXW	FCA	EXW	FCA	EXW	FCA
SINGAPORE-	3.43%	3.27%	1.71%	1.63%	1.14%	1.09%	0.86%	0.82%	0.69%	0.65%
USA-	4.58%	4.22%	2.29%	2.11%	1.53%	1.41%	1.15%	1.06%	0.92%	0.84%
GERMANY-FRANKFURT	3.61%	3.35%	1.81%	1.68%	1.20%	1.12%	0.90%	0.84%	0.72%	0.67%
GERMANY-OTHER	3.75%	3.49%	1.88%	1.75%	1.25%	1.16%	0.94%	0.87%	0.75%	0.70%
UNITED KINGDOM-	4.98%	4.43%	2.49%	2.22%	1.66%	1.48%	1.24%	1.11%	1.00%	0.89%
CANADA-	5.85%	5.43%	2.93%	2.71%	1.95%	1.81%	1.46%	1.36%	1.17%	1.09%
ITALY-ROME, MILAN	6.99%	6.48%	3.50%	3.24%	2.33%	2.16%	1.75%	1.62%	1.40%	1.30%
ITALY-TURIN, BOLOGNA, FLORENCE	6.99%	6.48%	3.50%	3.24%	2.33%	2.16%	1.75%	1.62%	1.40%	1.30%
FINLAND-	5.71%	5.32%	2.86%	2.66%	1.90%	1.77%	1.43%	1.33%	1.14%	1.06%
JAPAN-	6.08%	5.49%	3.04%	2.74%	2.03%	1.83%	1.52%	1.37%	1.22%	1.10%
SWEDEN-	6.36%	6.00%	3.18%	3.00%	2.12%	2.00%	1.59%	1.50%	1.27%	1.20%
SWITZERLAND-	8.45%	7.79%	4.23%	3.89%	2.82%	2.60%	2.11%	1.95%	1.69%	1.56%
FRANCE-	6.29%	5.36%	3.15%	2.68%	2.10%	1.79%	1.57%	1.34%	1.26%	1.07%
NETHERLANDS-	6.36%	6.00%	3.18%	3.00%	2.12%	2.00%	1.59%	1.50%	1.27%	1.20%
MALAYSIA-	4.50%	4.22%	2.25%	2.11%	1.50%	1.41%	1.13%	1.06%	0.90%	0.84%
CHINA-	4.90%	4.50%	2.45%	2.25%	1.63%	1.50%	1.23%	1.13%	0.98%	0.90%
BRAZIL-	5.32%	4.92%	2.66%	2.46%	1.77%	1.64%	1.33%	1.23%	1.06%	0.98%
BELGIUM-	5.06%	4.80%	2.53%	2.40%	1.69%	1.60%	1.27%	1.20%	1.01%	0.96%
AUSTRIA-	5.37%	4.91%	2.69%	2.45%	1.79%	1.64%	1.34%	1.23%	1.07%	0.98%
AUSTRALIA-SYDNEY	6.75%	6.16%	3.37%	3.08%	2.25%	2.05%	1.69%	1.54%	1.35%	1.23%
AUSTRALIA-PERTH	6.75%	6.16%	3.37%	3.08%	2.25%	2.05%	1.69%	1.54%	1.35%	1.23%
AUSTRALIA-MELBOURNE	6.75%	6.16%	3.37%	3.08%	2.25%	2.05%	1.69%	1.54%	1.35%	1.23%
UKRAINE-	5.83%	5.47%	2.91%	2.73%	1.94%	1.82%	1.46%	1.37%	1.17%	1.09%
UAE-	4.70%	4.42%	2.35%	2.21%	1.57%	1.47%	1.18%	1.11%	0.94%	0.88%
TURKEY-	6.12%	5.76%	3.06%	2.88%	2.04%	1.92%	1.53%	1.44%	1.22%	1.15%
THAILAND-	4.50%	4.22%	2.25%	2.11%	1.50%	1.41%	1.13%	1.06%	0.90%	0.84%
TAIWAN-	4.61%	4.33%	2.31%	2.17%	1.54%	1.44%	1.15%	1.08%	0.92%	0.87%
SPAIN-	6.24%	5.77%	3.12%	2.89%	2.08%	1.92%	1.56%	1.44%	1.25%	1.15%
SOUTH KOREA-	5.72%	5.08%	2.86%	2.54%	1.91%	1.69%	1.43%	1.27%	1.14%	1.02%
SOUTH AFRICA-	5.62%	5.22%	2.81%	2.61%	1.87%	1.74%	1.40%	1.30%	1.12%	1.04%
SLOVAKIA-	5.86%	5.44%	2.93%	2.72%	1.95%	1.81%	1.46%	1.36%	1.17%	1.09%
SAUDI ARABIA-	3.03%	2.89%	1.51%	1.45%	1.01%	0.96%	0.76%	0.72%	0.61%	0.58%
RUSSIA-	6.03%	5.67%	3.01%	2.83%	2.01%	1.89%	1.51%	1.42%	1.21%	1.13%
ROMANIA-	6.90%	6.49%	3.45%	3.24%	2.30%	2.16%	1.73%	1.62%	1.38%	1.30%
PHILIPPINES-	4.61%	4.33%	2.30%	2.16%	1.54%	1.44%	1.15%	1.08%	0.92%	0.87%
OMAN-	4.80%	4.52%	2.40%	2.26%	1.60%	1.51%	1.20%	1.13%	0.96%	0.90%
NORWAY-	8.58%	7.86%	4.29%	3.93%	2.86%	2.62%	2.15%	1.96%	1.72%	1.57%
NEW ZEALAND-	5.28%	5.05%	2.64%	2.53%	1.76%	1.68%	1.32%	1.26%	1.06%	1.01%
ISRAEL-	6.12%	5.44%	3.06%	2.72%	2.04%	1.81%	1.53%	1.36%	1.22%	1.09%
IRELAND-	5.71%	5.14%	2.85%	2.57%	1.90%	1.71%	1.43%	1.28%	1.14%	1.03%
HONGKONG-	3.68%	3.37%	1.84%	1.69%	1.23%	1.12%	0.92%	0.84%	0.74%	0.67%
EGYPT-	5.12%	4.80%	2.56%	2.40%	1.71%	1.60%	1.28%	1.20%	1.02%	0.96%
DENMARK-	5.60%	5.32%	2.80%	2.66%	1.87%	1.77%	1.40%	1.33%	1.12%	1.06%
CZECH REPUBLIC-	5.85%	5.49%	2.93%	2.74%	1.95%	1.83%	1.46%	1.37%	1.17%	1.10%
CYPRUS-	5.62%	5.30%	2.81%	2.65%	1.87%	1.77%	1.40%	1.32%	1.12%	1.06%
CIF-BANGALORE	0.53%		0.27%		0.18%		0.13%		0.11%	

Note : For any value slab the following formula can be used to find the loading factor in percentage.

Formula :  $(P*5000)/Q$  where,

P is the loading factor in the 0 to 5000 value slab and Q is the highest value in the value slab being used.

\*For value slabs upwards of US \$ 20001-25000, the formula can be used for successive value slabs of US \$ 5000, to arrive at the appropriate loading factor in percentage