



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
Bharat Heavy Electricals Limited

कापरेट प्रशासन  
Corporate Administration  
BHEL House, Siri Fort, New Delhi-110049

Tender No. AA: GAX: 14: LV: 102  
Dated: 28/01/2014  
Due Date: 11/02/2014 by 14:00 Hrs.

**Sub: Tender For Hiring of Cars on Lease Basis for a period of four years.**

Dear Sirs,

BHEL intends to hire "Toyota Corolla Altis GL", "Hyundai Verna 1.4 CRDi" and "Swift Dzire VDI" vehicles on "Lease Basis" for a period of 48 months with usage of 80000 Kilometers for its various offices spread all over the country as per details given Annexure-VII. Type of cars to be hired on lease basis and other relevant details are given below:

| Make / Model            | Variant | Duration / usage / RV(Residual Value on expiry of lease period) |
|-------------------------|---------|---|
| Toyota Corolla Altis GL | Petrol  | 4 years /80,000 km / 20%  |
| Hyundai Verna 1.4 CRDi  | Diesel  | 4 Years /80,000 km / 30%  |
| Swift Dzire VDI         | Diesel  | 4 Years /80,000 km / 30%  |

The tentative requirement of cars during the contract period of three year is as follows:

| Type of Car              | Nos. Required |
|--------------------------|---------------|
| Toyota Corolla Altis GL  | 11            |
| Hyundai Verna 1.4 CRDi   | 39            |
| Swift Dzire VDI          | 14            |
| <b>Total No. of Cars</b> | <b>64</b>     |

However, the total projected requirement of vehicles of all types during the contract period of 3 years is likely to be 64 Nos. Further, BHEL also reserves the right to revise requirements up to  $\pm 30\%$ . All the vehicles shall be procured on operating lease basis for a period of 48 months with RV on expiry of lease as 20% for "Toyota Corolla Altis GL (Petrol car)" and 30 % for "Hyundai Verna 1.4 CRDi" & "Swift Dzire VDI" (Diesel car) usage of 80,000 KMs.

Experienced and resourceful operating lease providers (with complete maintenance and comprehensive insurance) are invited to participate in the tender. The hire cars will be driven by BHEL Driver(s) and the fuel shall be provided by BHEL. The Registration Certificate should bear the name of Service Provider hypothecation



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Bharat Heavy Electricals Limited

shall be in the name of Lessor & BHEL should be indicated as Registered owner / user, with "white plate registration number", conforming to the Rules & Regulations of respective Transport Authorities. The vehicles so provided by the successful bidder on operating lease basis to BHEL, should not be sub-leased to any third party.

The parties are requested to submit their offer in 2 parts consisting of the following:

**Part-I:** Technical Bid (Techno-Commercial) including Un-priced (Blank) copy of Part II.

**Part-II:** Price Bid: Strictly as per details / instructions given in the Price Bid Format. Price bids not accordance with our format / incomplete price bids shall be liable for rejection.

**Submission of Bids**

Both the bids are to be put in separate sealed envelopes, super scribing "**Technical Bid**" & "**Price Bid**" respectively on the top of the cover, and then only these two covers are to be put in one common cover, duly sealed. These bids should reach the undersigned by **14:00 hrs. on or before 10/02/2014**. Initially, the Technical Bid cover shall be opened on the same day at **3.00 PM** in the presence of the bidders who may like to present. The Price Bid of the successful technical bidders only shall be opened subsequently. The date of opening of the Price Bid shall be intimated later.

In order to evaluate the Techno-Commercial part of the bid, the bidders are requested to confirm clearly the acceptance of Special Terms & Conditions. Offers of the bidders who do not accept the Special Terms & Conditions are liable to be rejected. As a token of acceptance, the bidders are requested to sign each page of the Special Terms & Conditions in the tender documents and forward the same to us.

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.

BHEL reserves the right to accept / reject any / all offers without assigning any reason.

For any clarification on our requirements and special conditions stipulated herein, the undersigned may be contacted.

Thanking you,

Yours faithfully,

Sunil Pratap Singh  
Manager (HR-GAX)

BHEL Corporate Office,  
BHEL House 2<sup>nd</sup> Floor, Siri Fort  
New Delhi 110 049  
Telephone No. 66337406



Tender No. AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

Annexure-I  
List of Annexure and other instructions

| SN | Description / Instructions   |
|----|--|
| 1. | <p>a) List of Annexure and other instruction/documents (Annexure-"I")<br/>b) PRE-QUALIFYING REQUIREMENTS (Annexure-"II")<br/>c) Special Terms and Conditions (Annexure-"III")<br/>d) Commercial Terms &amp; Conditions (Annexure-"IV")<br/>e) General Terms &amp; Conditions (Annexure-"V")<br/>f) Composition of Bids (Annexure – "VI")<br/>g) LIST OF BHEL MANUFACTURING UNITS / OFFICE LOCATIONS (Annexure-"VII")<br/>h) DETAILS OF BUSINESS (Annexure-"VIII")<br/>i) Certificate for Repair / Maintenance of Vehicles (Annexure-"IX")<br/>j) ACCEPTANCE LETTER / NO DEVIATION CERTIFICATE (Annexure-"XI")<br/>k) Declaration (Annexure-"XII")<br/>l) NEFT Format (Annexure-"XIII")<br/>m) Checklist (Annexure – "XIV")<br/>n) Earnest Money Deposit (EMD) of Rs. 2.0 lakhs (Rupees two lakhs) is to be submitted by the bidders participating/bidding against this tender by DD/Pay order drawn in favor of 'Bharat Heavy Electricals Ltd.', payable at Delhi along-with Part-I bid.</p> |
| 2. | <p><b>IMPORTANT INSTRUCTIONS:</b></p> <ol style="list-style-type: none"><li>1. Vendors must go through all these Annexures carefully before submitting the bid.</li><li>2. Offers should be submitted in Two Parts as described in Annexure-"VI".</li><li>3. The prices must be <b>Quoted in the enclosed Price Format only.</b></li><li>4. Quoted Rates shall remain <b>FIRM</b> during the entire period of contract duration.</li><li>5. Price Bids of the technically &amp; commercially acceptable parties <b>ONLY</b> shall be opened.</li><li>6. 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.</li></ol>   |

*(Handwritten Signature)*



**PRE-QUALIFYING REQUIREMENTS**

**A. PRE QUALIFYING REQUIREMENTS (PQR) :**

- 1) The bidder's average annual financial turnover from the operating lease business during the last three financial years ending 31st March'13 should be at least Rs. 73.0 Lakhs and should have a Similar Job/service with minimum of 30 vehicles with their clients (Government/ PSU/Corporates) currently running on operating lease business. "Similar Job/service" refers to "Providing Vehicles on Lease Basis". (Copy of Work Orders with details of Clients, contact number & types of vehicles provided should be attached with Part-I bid.)
- 2) The bidder should have PAN (Permanent Account number) and Service Tax Registration No.
- 3) Earnest Money Deposit (EMD) of Rs. 2.0 lakhs (Rupees two lakhs) is to be submitted by the bidders participating/bidding against this tender. EMD is to be submitted by way of either banker's cheque or demand draft drawn in favour of "BHEL", payable at New Delhi. Tender not accompanied with EMD will not be accepted and shall not be considered for further evaluation. **No interest shall be payable by BHEL on EMD amount.**

**B. DOCUMENTS REQUIRED IN SUPPORT OF PRE-QUALIFYING REQUIREMENT:**

- a) Certified copy of Balance Sheet and profits & loss Account statements of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13.
- b) Copy of acknowledgements of IT return of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13 (AY 2011-2012, 2012-13 & 2013-14).
- c) Copies of Work Orders/ award letters indicating the duration of contract, Quantum of business done along with certificates of successful completion in support of proof of experience for the jobs/ services executed by the bidders during last 7 years ending on 20.1.2014 as against SNo.1 of Pre-Qualifying Criteria.
- d) Copy of PAN Card & Service Tax Registration Certificate Form duly signed and stamped by the bidder.
- e) Earnest Money Deposit (EMD) of Rs. 2.0 lakhs (Rupees two lakhs) is to be submitted by the bidders participating/bidding against this tender.

*The EMD shall be forfeited in case of:*

- i) *Withdrawal of bid or increase in rates (except for changes in on road price of the Car) or change in bid conditions after opening of the tender.*
- ii) *Refusal to enter into a contract after the award of contract.*
- iii) *If operations of the contract are not commenced from the date indicated in the award of contract.*
- iv) *If found any Information furnished by the bidder is incorrect and not authentic.*

*The EMD will be refunded to the unsuccessful bidders within fifteen days of acceptance of award of work by the successful bidder(s) / expiry of the validity of the bid, whichever is earlier.*

**BHEL reserves the right to verify the correctness of the certificates / documents submitted by the bidders.**



Tender NO.AA: GAX: 17: LV: 102

Dated: 28/01/2014

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**Special Terms and Conditions for providing the vehicles on Operating Lease Basis.**

1. **Requirement:** brand new "Toyota Corolla Altis GL", "Hyundai Verna 1.4 CRDi" and "Swift Dzire VDI" cars shall be supplied to BHEL at its various locations, as may be required from time to time, on operating lease basis for a period of 48 months with usage of 80000 Kilometers. Car colour shall be indicated by BHEL at the time of placement of order / or entering into Lease Agreement. The vehicles will be required to be equipped with the genuine accessories as are fitted / provided by the OEMs if the same are not provided / equipped by the car manufacturers like GPS Navigation, fog lights, central locking, mats, music system etc. The progressive requirement of cars during the proposed contract period of three years is as follows:

| Type of Car             | Anticipated Requirement in 2014 | Anticipated Requirement in 2015 | Anticipated Requirement in 2016 | Total (during the contract period) |
|-------------------------|---------------------------------|---------------------------------|---------------------------------|------------------------------------|
| Toyota Corolla Altis GL | 7                               | 2                               | 2                               | 11                                 |
| Hyundai Verna 1.4 CRDi  | 22                              | 9                               | 8                               | 39                                 |
| Swift Dzire VDI         | 11                              | 2                               | 1                               | 14                                 |

However, the total projected requirement of vehicles is tentative and nos required for all types vehicles during the contract period of 3 years is likely to be 64 Nos. Further, BHEL also reserves the right to revise requirements up to  $\pm 30\%$ . All the vehicles shall be procured on operating lease basis for a period of 48 months with RV on expiry of lease as **20% for "Toyota Corolla Altis GL (Petrol car)" and 30 % for "Hyundai Verna 1.4 CRDi" & "Swift Dzire VDI" (Diesel car)** a usage of 80,000 KMs. Moreover, bidders shall also note that the requirement in 2<sup>nd</sup> and 3<sup>rd</sup> year comprises of both fresh as well as against short closure of lease vehicle hired in previous years.

For the purpose of releasing any requirement of Vehicle, its deployment, payment of monthly lease rentals, change of users during the lease period, foreclosure of any vehicle, etc., **Corporate Administration, BHEL, BHEL House, Siri Fort, New Delhi – 110049**, shall be the Nodal Agency.



2. **Documentation:** Registration, Comprehensive Insurance and other relevant documents required for running the vehicles should bear names of Vendor and BHEL both. The "white plate registration number", conforming to the specified norms of the respective Transport Authorities, shall be provided by the successful Service Provider
- 2.1 The Vendor shall submit Service Agreement, RC, Invoice for purchase of the car, Lease Rental Payment Schedule duly signed by the Vendor and BHEL, separate Book Value charts for the Car, considering **Residual Value** at the end of the 4 years lease as specified elsewhere and also for Road Tax & Registration charges with cent percent liquidation during the lease period of 48 months along with Repayment Schedules as early as possible, after effecting the delivery of the vehicle. Release of rentals shall commence only after delivery of the vehicle with permanent registration number and all documents required driving the car on road. Apart from these, the other documents should be Book Value Chart, Payment Schedule, Original Purchase invoice of the car, directly to the concerned with a copy to the Nodal Agency notified for the Tender.
- 2.2 After releasing the booking of a vehicle by BHEL, the Service Provider shall have to obtain acceptance of monthly rentals that would be payable on the basis of the cost of the vehicle (capitalized amount inclusive of Road Tax & Registration Charges) depending upon the location. Subsequently, this should be duly supported by the invoices related to the vehicle delivered.
- 2.3 After delivering the Original RC post delivery of the vehicle at the specified location, the Service Provider shall ensure submission of 4 sets of separate Book Value Charts for Car and Road Tax & Registration charges for the entire period of lease of 48 months along with a copy of Dealer's Invoice, Supplementary Schedule of monthly rentals, Registration Slip, to the BHEL Nodal Agency at Corporate Office.
- 2.4 After effecting the delivery of the vehicle at a specified location, all vehicle related documents (RC, Insurance Certificates, etc.) and periodic services incl. repairs and maintenance, etc. shall be made available directly to various BHEL Users by the Service Provider at those locations .
- 2.5 BHEL deserves the right to change the user during the course of lease period with intimation to the service provider.
3. **Driver & Fuel:** These cars shall be driven by BHEL Driver(s) and / or drivers outsourced by BHEL and shall be in our possession during lease period and shall be maintained in good running condition by Vendor. The fuel shall be provided by BHEL.
4. **Delivery:** Successful Service Provider shall ensure safe delivery of the vehicle, at the earliest possible time after release of the booking, at various specified locations.
- 4.1 BHEL's use of the cars shall not be interfered with in any manner whatsoever by the Vendor or any person claiming directly or indirectly to be the Vendor.



5. **Break-down services:** In case the car is immobilized on road due to malfunction / accident, the Vendor shall arrange for its service / repair as the case may be so that it does not cause any inconvenience to its user.
6. **Repair and Maintenance:** All running repairs and maintenance (other than major accident) will be rectified immediately by the Vendor at the sole risk, responsibility and cost of the Vendor. Regarding major accident it will be repaired by the Vendor in car manufacturer's authorized workshop at the cost and risk of the Vendor subject to insurance claim being admissible by the insurer as per IRDA norms. Settling claims with insurance company will be the sole responsibility of Vendor and BHEL will have no liability in this regard. However, BHEL shall provide all necessary documentation as the beneficiary of the Insurance Policy. A copy of the Maintenance Schedule will be furnished along with the Techno-Commercial Bid.
7. **Firm Lease rentals:** Lease rentals will remain fixed during the entire lease period for each vehicle, except for changes in the statutory taxes and levies. However, while finalizing the agreement for each vehicle, the prevailing rate of interest will be considered for arriving at the lease rental amount which will remain fixed during the lease period for that particular car. BHEL will benchmark the SBI Base rate prevalent on the date of opening of the Price Bid (s) as the prevailing rate of interest for the purpose of arriving at lease rental amounts by vendors.
8. The successful bidder shall have to provide the break-up of various components involved while computing monthly rentals along with the applicability of taxes (Service Tax / VAT, as the case may be) while raising the 1<sup>st</sup> invoice. Subsequently, in the event of any statutory variation in applicable taxes during the contract period the same shall also be admissible subject to furnishing of necessary details to BHEL by the Service Provider.
9. **Deviations:** Deviations, if any, may be indicated in format enclosed. Deviation mentioned elsewhere in the offer shall not be considered. BHEL reserves the right to accept or reject the deviation sought.
10. **Evaluation criteria for determination of tender:** (Bidders have to essentially quote for all the types of vehicles indicated in the Price Bid. Incomplete Part-II bid shall be liable for rejection). Evaluation will be done on the basis of following parameters:
  - i) **Total rentals** will comprise of Basic Lease Rentals (BLR = Cost of asset x PTPM/1000, i.e., rentals per thousand per month) and Executory Cost. For arriving at the net cost of asset to BHEL, bidders shall indicate the discount offered by the dealer on the Ex-showroom price of the vehicle. **This discount quoted in the price bid shall have to be given on the respective vehicle provided to BHEL during the entire contract period OR the actual discount availed at the time delivery whichever is higher shall be accounted for calculating the cost of asset subsequently the lease rental.**



Executory Cost will include maintenance cost per KM, comprehensive insurance for which EMIs for 4 years to be separately submitted as "Insurance Charts" as per price bid for a month / car, road side assistance, fleet management fees, accident depreciation waiver, road tax rental, cost of any other services, etc. provided by the Vendor, payable on monthly basis. **(The value of contract for 80000 KM/ 48 months for attached vehicles (as indicated in Price Bid) is say 'X').**

- ii) **Excess mileage charges in Rupees per KM** : For evaluation purpose the upper limit of excess KM will be **10000 KM** during the period of contract (4 years). However, the payment for excess KM will be made on actual KM run at the end of the contract. **(The value of contract after consideration of excess KM charges is say 'Y').**
- iii) **Less mileage discount in Rs. per KM**: Evaluation will be done on the basis of extent of less mileage quoted (in K.M) will be 10000 KMs and discount rate quoted for the same. Extent of less mileage will represent the limit of discount permissible at the end of the contract either due to foreclosure or due to termination of lease. **(The value of contract after consideration of less mileage discount KM charges is say 'Z').**  
For the purpose of working out the total rentals, the average of rentals computed as per (i), (ii) & (iii) above will be taken, i.e., total rentals to be considered for price evaluation will be  $(X + Y + Z)/3$ .
- iv) Overall L1 bidder will be determined on the basis of **Z1** ranking in the Price Bid format. The overall L1 bidder will be required to match the lowest rates for I, II, III as per Price Bid format in case they are not the lowest. Further, BHEL reserves the right to award the contract for individual variants, i.e., separately for I, II, III in case the overall L1 bidder fails to match the lowest rates.

**Other essential conditions will be as under:**

- i) As per the defined scope, the PTPM charges applicable on the capitalized amount. Executory /fleet management cost shall be inclusive of Repaired and maintenance, Batteries, Damage waiver, 24 Hr Breakdown Assistance, Road Tax & Registration, Comprehensive Insurance and Management fees.
- ii) On receiving the Schedule of Lease Rentals for the vehicles delivered / to be delivered, BHEL reserves right to verify the quantum of Corporate Discounts, offered by Manufacturer / authorized Dealer from time to time. Any discrepancy observed during such exercise, the higher value of discount to be considered while arriving at Net Capitalized amount for the purpose of issuing Book Value Charts for the vehicle.
- iii) % base rate of interest – the reference interest rate (SBI Base rate) on date of price bid opening shall be considered as base rate for calculating the % variation in rentals due to 0.5% variation in the said reference interest rate. The increase in rentals on account variation in the reference interest rate shall be applicable on the component of capitalized amount only. This



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
Bharat Heavy Electricals Limited

shall be applicable for the vehicles delivered after revision of said reference rate (SBI base rate). **In view of this, there shall not be any change in lease rentals in respect of the vehicles delivered prior to the said revision in SBI base rate.**

- iv) Arrangement with maintenance service providers for **cash less** transaction for repair and maintenance of the cars provided at various locations of BHEL.
  - v) Replacement of tyres, tubes and battery, as and when required during the entire lease period of 4 years and in exceptional cases, during the extended period of lease by another 1 year, subject to acceptance by both the parties, as contained in Sl. No. 6 of Annexure-IV (Commercial Terms and Conditions) of this tender.
11. All the terms & conditions mentioned herein in the aforesaid "Special Terms & Conditions of the Contract" shall form a part of the Agreement, which shall be executed between the Successful Service Provider and BHEL before commencement of the contract. Any other requirement of successful service provider for execution of the contract shall be subject to mutual agreement in writing prior to award of the contract.
  12. **Agreement tenure & Contract period:** The Agreement for hiring the **vehicles on operating lease basis from the successful vendor** will be valid for a period of **36 months from the date of award**. This can be further extended for a period of one year on the rate, terms & conditions of this tender, if mutually agreed. However, all the vehicles so procured during the entire contract period, including the extended period, if any, shall be provided on operating lease basis for a period of 48 months from the respective date of their delivery. Vehicles booked for delivery prior to contract end date shall have to delivered as per terms & conditions of this tender.
  13. BHEL reserve right to accept/reject any/all offer(s) without assigning reason to bidders.



Annexure-IV

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

COMMERCIAL TERMS & CONDITIONS

- 1 **Payment Terms:** Best efforts shall be made by BHEL to pay succeeding monthly lease amount, including taxes as applicable, in advance (within 7 working days of presentation of invoice during 1<sup>st</sup> week of the month) for each car for the specified period(s) from the date of delivery of car by **Corporate Administration, BHEL, BHEL House, Siri Fort, New Delhi – 110049**. However, no interest shall be payable on account of delay in making the payments.  
In the event, in respect of any of the Vehicles, the actual kilometers covered by the BHEL exceed/decreased the contracted kilometers either at the end of the Lease Period OR the foreclosure, BHEL shall pay/discount the excess/decreased kilometers charge at the rates which will be finalized in this tender.
- 2 **Insurance:** BHEL will have no liability on insurance related claims on account of damage to the cars during use subject to insurance claim being admissible by the insurer as per IRDA norms. The Vendor will take only Comprehensive Insurance Policy for the vehicles to be provided to the BHEL.
- 3 **Liabilities:** Liability that may arise on account of certain events / conditions on BHEL:
  - 3.1 **BHEL liability on Theft or Total Loss of vehicle:** In the event a vehicle is stolen or damaged beyond repair, in such an event, the schedule pertaining to the stolen vehicle or a vehicle damaged beyond repair shall be considered automatically terminated. BHEL shall pay to the Vendor deficit, if any, in foreclosure amount and the excess mileage charges after receipt of insurance claim from the insurance company for such theft. However, if the stolen vehicle is recovered prior to the insurance company processing the Vendor's insurance claim, the Vendor shall sell the said vehicle to the highest bidder. The deficit or the surplus amount in such case(s) would be made good by / to BHEL.

BHEL liability in the above events will be the difference between the foreclosure value\* as on that date + Applicable Taxes, Outstanding Insurance and the unsettled insurance claim if any, from the insurance company which will be settled after receipt of insurance claim.

\*Definition of Foreclosure Value : (Primarily it shall be Outstanding Book Value on the date of Foreclosure + Applicable Taxes, Outstanding Insurance, Outstanding Road tax & Registration.)



- 3.2 BHEL liability on account of Third Party Claims: Handling of all legal liabilities / claims arising out of third party claims shall be the responsibility of BHEL.
- 4 **Foreclosure / Termination:** BHEL reserves the right to terminate the Lease any time prior to the expiry of lease period at its sole discretion. In the event of termination / foreclosure of contract in respect of car(s), BHEL shall pay to the Vendor foreclosure value as per the FV which is the book value chart submitted by them.
- 4.1 **Activities on Expiry / Termination / Cessation of lease period:** The Service Provider shall, at least two months before the scheduled expiry of the lease period, inform the concerned user & also the BHEL Nodal Agency about the expiry of the lease period. Immediately after the expiry / termination / cessation of the lease period, BHEL shall return to Vendor the following:
- 4.1.1 **Delivery:** The vehicle at the place where it was originally delivered in good order and condition, except for normal wear and tear. Upon termination of the contract for a vehicle, it shall be the responsibility of the Vendor to repossess physical delivery of that particular vehicle from the place where it was delivered.
- 4.1.2 **Documents:** Relevant documents with respect to the vehicle, including registration certificate in original and the original insurance policy.
- 4.1.3 **Keys & Accessories:** Keys (Original as well as duplicate) of the vehicle and accessories fitted as original equipment on the vehicle.
- 4.1.4 **Payments:** BHEL shall stop paying lease rentals for that particular vehicle from the date of termination of the contract.
- 4.2 **BHEL's liabilities on Foreclosure of Contract:** In the event the lease period is terminated by BHEL prior to the completion of the 48 months tenure, BHEL shall pay to Vendor foreclosure value comprising of all sums which may become due to the vendor or be ascertained after the date of termination:
- 4.2.1 All arrears of lease rentals in respect of the Vehicle(s) due under Agreement prior to the date of termination.
- 4.2.2 **Excess kilometer charge:** Excess kilometer charge in the event of Foreclosure / termination of lease, if any, which shall be charged for the extra kilometers driven over the prorated contracted kilometers at a rate + service tax (if applicable) finalized after completion of tendering process. The same shall be payable by BHEL, where the vehicle has been delivered, against a separate invoice.
- 4.2.3 Likewise, in the event of **Less kilometer charges**, necessary credit at the prorated contracted kilometers at a rate finalized after completion of the tendering process, shall be passed on by the Service Provider to the concerned Unit, in their subsequent rental bills for other vehicles.



BHEL would intimate the intention to surrender the vehicle to the lessor in writing, who would sell the car in the market at the highest rate (after obtaining at least three quotations). The difference between the sale proceeds and the book value would be payable / receivable by / to BHEL.

- 4.3 In the event of foreclosure, other than purchase of the vehicle by the BHEL User, the intimation given during the first fortnight of the month shall be foreclosed on the values indicated in the Charts for the same month.
- 4.4 Intimation about foreclosure given in the 2<sup>nd</sup> fortnight of the month, shall be foreclosed maximum on the values indicated in the Charts for the next month. However, the Service Provider shall make best efforts to foreclose the vehicle on the values of the same month itself.
- 4.5 Further, in the event of foreclosure, other than the purchase of vehicle by BHEL User, BHEL reserves the right to ask from the Service Provider, to share the details of the bids received against that specific vehicle, prior to conveying our acceptance for lifting the vehicle.
- 4.6 In the event of foreclosure due to the purchase of the vehicle by the User, the Service Provider on receipt of the foreclosure shall, maximum within two weeks, shall issue NOC and also "Sale Invoice" in favor of the Purchaser. Over and above this, necessary forms & other required documents should also be provided so that Transfer of Vehicle, insurance, etc., could be arranged by the Purchaser.
- 4.7 In the event of foreclosure other than the purchase of vehicle by BHEL User, Service provider has to take possession of vehicle within a week after getting written intimation from BHEL. BHEL shall not pay any rental/charges for such vehicle on account of failing to take possession by service provider.
5. **Firm Lease rentals:** Lease rentals will remain fixed during the entire lease period for each vehicle except for statutory variations in taxes. However, while finalizing the agreement for each vehicle, the prevailing rate of interest will be considered for arriving at the lease rental amount which will remain fixed during the lease period for that particular car. BHEL will benchmark the SBI PLR prevalent on the date of opening of the Price Bid(s) as the prevailing rate of interest for the purpose of arriving at lease rental amounts by vendors.
6. **Extension of Lease Period:** As per the Terms & Conditions of the Contract, BHEL shall be acquiring the vehicles on operational lease basis for a period of 4 year during which 80% / 70% of the **capitalized amount** towards value of the Car, **Insurance charges** for the entire lease period and 100% charges on account of **Road Tax & Registration shall get paid** during the lease period and balance 20% / 30% shall be the "**Residual Value**". **In exceptional circumstances / exigencies**, BHEL may opt to retain the diesel vehicle (Hyundai Verna & SWIFT Dzire) for some time after the expiry of lease period of 48 months. For this, a written communication from BHEL shall be given at least 3 months before the schedule expiry of Lease. Service Provider shall furnish the all necessary details in respect of the extended period maximum within 15 days of receipt of written confirmation from BHEL.



- 6.1 For the payment of the lease rentals during the extended period, the successful Service Provider shall provide the **Book Value Charts for the Diesel Car only, considering 30% of the initial value of the Car as the capitalized amount** with revised RV of 21%, maximum for a period of additional 12 months, from the scheduled date of termination of lease. On the said capitalized amount and considering other factors (regular service of the vehicle, its maintenance in all respects & Insurance, etc.). In this regard, apart from the said details, the Service Provider shall also indicate the Excess / Less Kilometers charges, with a ceiling of 20000 kilometers, which shall be applicable during the extended lease period.
- 6.2 With regard to computation of charges on account of usage in respect of vehicles whose lease period shall be extended, BHEL shall be conveying the necessary details of usage as on the date of scheduled expiry of lease and the same shall be dealt in accordance with PTPM rates terms & conditions of the initial award. The payment on excess kilometers / receivable on account of less usage shall be settled on expiry of initial lease period.
- 6.3 Subsequently, in the event of extension of lease period up to a maximum period of 12 months, the ceiling on account of excess / less usage in respect of vehicles initially hired for a period of 4 years, shall be 20000 Kilometers, which shall be computed on pro-rata basis for the extended lease period of 12 months.
- 6.4 On receipt of all necessary details from the Service Provider in respect of the charges / rentals for the extended period, BHEL shall convey its acceptance / non-acceptance in writing.
7. The successful bidder shall have to provide the break-up of modified break-up of components, as specified in the Price Bid Format while computing monthly rentals along with the applicability of taxes (Service Tax / VAT, as the case may be) while raising the 1st invoice. Subsequently, in the event of any statutory variation in applicable taxes during the contract period the same shall also be admissible subject to furnishing of necessary details to the concerned Unit of BHEL by the Service Provider.
8. **Validity of offer:** The Bids offered shall be valid for a period of **3 months** from the date of opening of the Part-I bid & 2 months from the date of Part-II bid, whichever is later for the finalisation of award the contract by BHEL.
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*(Handwritten signature)*



**GENERAL TERMS & CONDITIONS**

**1. ARBITRATION**

- a) In the event of any dispute or difference arising out of the execution of the Order/Contract or the respective rights and liabilities of the parties or in relation to interpretation of any provision between BHEL & Service Provider in any manner touching upon the Order/Contract, such dispute or difference shall (except as to any matters, the decision of which is specifically provided for therein) be referred to the arbitration of the person appointed by the competent authority of BHEL.

Subject as aforesaid, the provisions of Arbitration and Conciliation Act, 1996 (India) or statutory modifications or re-enactments thereof and the rules made thereunder and for the time being in force shall apply to the arbitration proceedings under this clause. The venue of arbitration shall be at New Delhi.

- b) In case of order/contract on Public Sector Enterprises (PSE) or a Govt. Deptt., the following clause shall be applicable:-

In the event of any dispute or difference relating to the interpretation and application of the provisions of the Order/Contract, such dispute or difference shall be referred to by either party to the arbitration of one of the arbitrators in the department of public enterprises. The award of the arbitrator shall be binding upon the parties to the dispute, provided, however, any party aggrieved by such award may make a further reference for setting aside or revision of the award to the Law secretary, Deptt. of Legal Affairs, Ministry of Law & Justice, Government of India. Upon such reference the dispute shall be decided by the Law Secretary or the Special Secretary or Additional Secretary when so authorized by the Law Secretary, whose decision shall bind the parties hereto finally and conclusively. The parties in the dispute will bear equally the cost of arbitration as intimated by the arbitrator.

**2. LAWS GOVERNING THE CONTRACT**

The Order/Contract shall be executed and governed by the laws of India and the courts of India alone shall have jurisdiction in respect of any matter arising under or in connection with the Order/Contract.

**3. JURISDICTION OF COURT**

Courts at Delhi/New Delhi shall have exclusive jurisdiction to decide the dispute, if any, arising out of or in respect of the contract(s) to which these conditions are applicable.



4. DEFAULT/BREACH OF CONTRACT, INSOLVENCY AND RISK PURCHASE

- a) If the Service Provider / Contractor fails to provide the required services as per the Contract / fails to deliver the goods or materials or any instalment thereof within the period(s) fixed for such delivery or delivers goods or materials not of the contracted quality and failing to adhere to the contract specifications or at any time repudiates or otherwise abandons the contract before expiry of such period or refuses or is unable to supply / provide goods / services or materials covered by the Order/Contract either in whole or in part or otherwise fails to perform the Order/Contract or commits any breach of the Order/Contract not herein specifically provided for or in the event of the death or insanity or if the Seller/Contractor being an individual or if a firm on a partnership thereof, shall at any time, be adjudged insolvent or shall have a receiving order for administration of his estate made against him or shall take any proceeding for composition under any Insolvency Act for the time being in force or make any assignment of the Order/Contract or enter into any arrangement or composition with his creditors or suspend payment or if the firm dissolved under the Partnership Act or if the Seller/Contractor (Service Provider) being a company is wound up voluntarily or by order of a Court or a Receiver, Liquidator or Manager on behalf of the debenture holders and creditors is appointed or circumstances shall have arisen which entitles the Court of debenture holder and creditors to appoint a receiver, liquidator or manager, the purchaser without prejudice to his right to recover any expenses, losses or damages to which the purchaser may be put to incur or sustain by reason of the Seller/Contractor's default or breach of Order/Contract shall be entitled to cancel the Order/Contract either in whole or portion thereof without compensation to the Seller/Contractor (Service Provider) and if the purchaser so desires, he may procure upon such terms and in such manner as he deems appropriate, stores not so delivered or others of a similar description where stores exactly complying with particulars are not, in the opinion of the purchaser, which shall be final, readily procurable, at the risk and cost of the Seller/Contractor (Service Provider) and the Seller/Contractor (Service Provider) shall be liable to the purchaser for any excess costs provided that the Seller/Contractor (Service Provider) shall continue the performance of the Order/Contract to the extent not cancelled under the provisions of this clause. The Seller/Contractor (Service Provider) shall on no account be entitled to any gain on such repurchases.
- b) Cost of the purchases/service made by the Purchaser/Service taker at the risk and cost of the seller/contractor (Service Provider) shall be worked out after levying 30% overheads as departmental charges on the cost of materials / services so purchased/hired.

5. REVERSE AUCTION (RA)

- a) 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.
- b) In case BHEL decides to go for Reverse Auction, only those bidders who have given their 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.

- c) Suppliers are required to submit their best price bid in a separate sealed cover along with techno-commercial bid. After Evaluation of Techno-Commercial Bids: In case BHEL decides not to conduct RA, the envelope sealed price bids of all techno commercially qualified bidders will be opened and processed as per tender terms & conditions.

**6.0 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).

6.1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.

6.2. 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.

6.3 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.

6.4 In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.

6.5 Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.

6.6 Bidders have to fax the Compliance form (annexure XV) before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.

6.7 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.

6.8 Reverse auction will be conducted on scheduled date & time.

6.9 At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.



6.10 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 XVI) as provided on case-to-case basis to Service provider within two working days of Auction without fail.

6.11. 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.

6.12. 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.

6.13. 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.

6.14. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.

6.15. In case BHEL decides to go for reverse auction, the H1 bidder(s) (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.

**7.0** **PENALTY:** in case of delayed response more than 24 Hours from the reporting of the incident of immobilized/ breakdown of lease vehicle on road due to malfunction / accident, BHEL reserves to impose a penalty of Rs 500 per day or part there off excluding the response time. BHEL decision on this regard shall be final and binding.



Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

**COMPOSITION OF BIDS**

Bids shall be submitted latest by HHMM Hrs on or before the due date (DD/MM/YYYY), in two parts as given below, to Sh. Manish Bhaskar, Executive (HR-GAX), Corporate Administration, BHEL House, Siri Fort, New Delhi-110049

**a) Part – I (Techno-Commercial Bids)**

The part-I bid shall contain all details and documents as given below. No Price details are to be furnished in Part-I of the bid.

- 1) EMD (as per S.No. A (1) of Annexure – “II”) by way of Banker’s cheque/DD drawn in favour of ‘BHEL’ payable at Delhi.
- 2) Copies of Certificate of Incorporation / copy of the partnership deed / instrument of Partnership.
- 3) Certified copy of Balance Sheet and profits & loss Account statements of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13.
- 4) Copy of acknowledgements of IT return of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13 (AY 2011-2012, 2012-13 & 2013-14).
- 5) List of clients with names, address and contact nos. of concerned officials.
- 6) Copies of Work Orders/ award letters (indicating duration of contract, Quantum of business handled) along with certificates of successful completion in support of proof of experience for the jobs/ services executed by the bidders during last 7 years ending on 20.01.2014 as against SNo.1 of Pre-Qualifying Criteria.
- 7) Copy of PAN Card
- 8) Copy of Service Tax Registration Certificate
- 9) Terms & Conditions (Annexure-“I”)
- 10) PRE-QUALIFYING REQUIREMENTS (Annexure-“II”)
- 11) Special Terms and Conditions (Annexure-“III”)
- 12) Commercial Terms & Conditions (Annexure-“IV”)
- 13) General Terms & Conditions (Annexure-“V”)
- 14) Composition of Bids (Annexure – “VI”)
- 15) LIST OF BHEL MANUFACTURING UNITS / OFFICE LOCATIONS (Annexure-“VII”)
- 16) DETAILS OF BUSINESS (Annexure-“VIII”)
- 17) Certificate for Repair / Maintenance of Vehicles (Annexure-“IX”)
- 18) ACCEPTANCE LETTER / NO DEVIATION CERTIFICATE (Annexure-“XI”)
- 19) Declaration (Annexure-“XII”)
- 20) Un price bid duly signed and stamped indication quoted in all the requisite places.
- 21) NEFT Format (Annexure-“XIII”)
- 22) Checklist (Annexure – “XIV”)

**b) Part – II (Price Bid)**

Part II bid shall comprise of Price Format (Annexure-“N”), duly filled, as per the enclosed instructions/details



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Bharat Heavy Electricals Limited

Annexure-VII

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

LIST OF BHEL MANUFACTURING UNITS / OFFICE LOCATIONS

DELHI  
KOLKATA, WEST BENGAL  
NAGPUR, MAHARASHTRA  
MUMBAI, MAHARASHTRA  
CHENNAI, TAMIL NADU  
RANIPET, TAMIL NADU  
TIRUCHIRAPALLI, TAMIL NADU  
THIRUMAYAM, TAMIL NADU  
BANGALORE, KARNATAKA  
HYDERABAD, ANDHRA PRADESH  
VISAKHAPATNAM, ANDHRA PRADESH  
HARIDWAR, UTTARAKHAND  
RUDRAPUR, UTTARAKHAND  
BHOPAL, MADHYA PRADESH  
GOINDWAL, PUNJAB  
JAGDISHPUR, U.P.  
JHANSI, U.P.  
NOIDA, U.P.  
VARANASI, U.P.

*However, depending upon BHEL requirements, the successful bidder(s) shall be required to arrange and provide the vehicle(s) & all other related services in India at any place(s) other than those listed above, in respect of the vehicles provided for use by BHEL officials.*

*Signature of the bidder with seal*



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Bharat Heavy Electricals Limited

Annexure-VIII

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

DETAILS OF BUSINESS

The Contractor shall furnish the following information along with Part-1 bid for Rate Contract for hiring of Registered Taxis

|     |  |  |
|-----|--|--|
| 1.0 | Name of the firm/Authorized Representative   |  |
| 2.0 | Status of Firm (whether HUF, individual etc.)  |  |
| 2.0 | Address for communication  |  |
| 3.0 | Registered Office, if any :  |  |
| 4.0 | Telephone No. (Office)<br>(Mobile)<br>(Fax)<br>(email Address)<br>(Website Address-if any) |  |
| 5.0 | Name of proprietor / partner   |  |
| 6.0 | Date / year of commencement of Business  |  |
| 7.0 | Service Tax - Registration No.   |  |
| 8.0 | Any other information  |  |



Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

**CERTIFICATE FOR REPAIR / MAINTENANCE OF VEHICLES**

(To be submitted along with Part I bid)

We confirm that repair & maintenance of the vehicles would be provided by us through the authorized agencies of each model on cashless transaction basis:

| Type of Car             |
|-------------------------|
| Toyota Corolla Altis GL |
| Hyundai Verna 1.4 CRDi  |
| Swift Dzire VDI         |

The successful bidder shall have to adhere service and maintenance schedule of OEMs of the supplied vehicles.

*Signature of the Service Provider (with seal)*



Annexure-X

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

**CERTIFICATE FOR REPAIR / MAINTENANCE OF VEHICLES**  
(To be provided by the successful bidder before placement of order)

We confirm repair & maintenance of the vehicles would be provided by us through the following authorized agency of each model on cashless transaction basis:

| S.No. | Type of Car             | Name of Agency / Location | Contact Person / Phone No. |
|-------|-------------------------|---------------------------|----------------------------|
| 1.    | Toyota Corolla Altis GL |                           |                            |
| 2.    | Hyundai Verna 1.4 CRDi  |                           |                            |
| 3.    | Swift Dzire VDI         |                           |                            |

- Add more rows for indicating different Agencies in different locations

The successful bidder shall have to adhere service and maintenance schedule of OEMs of the supplied vehicles.

*Signature of the Service Provider (with seal)*



Annexure-XI

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

ACCEPTANCE LETTER / NO DEVIATION CERTIFICATE

Notwithstanding anything mentioned in our bid, we hereby accept all terms and conditions of the above tender.

Or

We hereby accept all terms and conditions of the above tender except the following:  
(Give reference to Clause Nos. of Terms & Conditions which are not acceptable)

- 1.
- 2.
- 3.
- 4.
- 5.

**Note: Any deviation specified elsewhere in the tender shall not be considered. Deviations may or may not be accepted by BHEL.**

Signature

With name, Designation & seal of the firm



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Bharat Heavy Electricals Limited

Annexure-XII

Tender NO.AA:GAX:14:LV:104

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

DECLARATION

I/ We hereby declare that I / we have not been banned or de-listed by any PSU / Government Department / Financial Institution / Court and no case is pending with the police / court against our firm/ partner or the company.

Signature

With name, Designation & seal of the firm



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Bharat Heavy Electricals Limited

Annexure-XIII

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

NEFT Format

|                            |  |
|----------------------------|--|
| Beneficiary Name           |  |
| Beneficiary Bank Name      |  |
| Beneficiary Bank address   |  |
| IFSC CODE of the bank      |  |
| Beneficiary Account Number |  |
| Email ID                   |  |
| PAN                        |  |

**Enclosed:** A photocopy/cancelled copy of one leaf from my cheque book for the codes required above.

I hereby confirm that the above mentioned particulars are in order. To facilitate NEFT credits, I will inform BHEL in case of any changes in the Bank Particulars at a future date.

Thanking you,

Yours sincerely.

Signature:

Name:

Designation:

Company Seal:

Date:



Annexure-XIV

Tender NO.AA:GAX:14:LV:102

Dated: 28/01/2014

Due Date: 11/02/2014 by 14:00 Hrs.

CHECK-LIST (Part-I Bid)

**SUMMARY OF COMPLIANCE TO REQUIREMENT OF TENDER**

| SNo | Description of requirement  | Yes/<br>No/NA | Page<br>No(s) |
|-----|---|---------------|---------------|
| 1   | Certified copy of Balance Sheet and profits & loss Account statements of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13. |               |               |
| 2   | Details of work experience, satisfactory work performance certificates.   |               |               |
| 3   | EMD in the form of Pay order or Demand Draft in favour of "Bharat Heavy Electricals Ltd" & payable at Delhi in a separate envelope.     |               |               |
| 4   | Acknowledgement of I-T return of last three financial years i.e. FY 2010-11, 2011-12 & 2012-13 (AY 2011-2012, 2012-13 & 2013-14)        |               |               |
| 5   | Copy of the PAN card.   |               |               |
| 6   | Copy of Service Tax registration certificate  |               |               |
| 7   | List of Annexure (Annexure-"I")   |               |               |
| 8   | PRE-QUALIFYING REQUIREMENTS (Annexure-"II")   |               |               |
| 9   | Special Terms and Conditions (Annexure-"III")   |               |               |
| 10  | Commercial Terms & Conditions (Annexure-"IV")   |               |               |
| 11  | General Terms & Conditions (Annexure-"V")   |               |               |
| 12  | Composition of Bids (Annexure – "VI")   |               |               |
| 13  | LIST OF BHEL MANUFACTURING UNITS / OFFICE LOCATIONS (Annexure-"VII")  |               |               |
| 14  | DETAILS OF BUSINESS (Annexure-"VIII")   |               |               |
| 15  | Certificate for Repair / Maintenance of Vehicles (Annexure-"IX")  |               |               |
| 16  | ACCEPTANCE LETTER / NO DEVIATION CERTIFICATE (Annexure-"XI")  |               |               |
| 17  | Declaration (Annexure-"XII")  |               |               |
| 18  | NEFT Format (Annexure-"XIII")   |               |               |
| 19  | Checklist (Annexure – "XIV")  |               |               |
| 20  | Unquoted Price Bid Format (Annexure-"N")  |               |               |

**Incomplete bids, in any term, are liable to be rejected.**

(Signature & seal of the Bidder)

**ANNEXURE-N ( Sheet 1 of 3 )**  
**PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)**  
**FOR PETROL VEHICLES (I)- RV 20%**

| SN   | Description  | Formula/Value of PTPM | Altis 1.8 (J) Petrol  |
|--|--|-----------------------|-----------------------|
|  |  |                       | 48 Months / 80000 km. |
|  |  |                       | <b>I</b>              |
| A  | Ex-showroom Price (inclusive of VAT) (Rs.)   |                       |                       |
| B  | Base price (Net Price excluding VAT)   | A/1.125               | 0.00                  |
| C  | Less Discount (Rs.)  |                       |                       |
| D  | Base Discount  | C/1.125               | 0.00                  |
| E  | Net Financing of Car Price (Rs.)   | B-D                   | 0.00                  |
| F  | VAT  | A-B                   | 0.00                  |
| G  | Accessories Amount   |                       |                       |
| H  | Capitalised Amount (Rs.)   | E+G                   | 0.00                  |
| i  | PTPM   |                       |                       |
| J  | Basic Lease rental (Rs.)   | i*H/1000              | 0.00                  |
| K  | VAT on basic lease rentals @12.5%  | J*12.5%               | 0.00                  |
| L  | Road Tax & Registration Charges (Amount) (Rs.)   |                       |                       |
| M  | Executory Cost (Complete Fleet Management ) (Rs.)  |                       |                       |
| N  | Service Tax Amount @ 12.36% on Fleet Management  | 12.36%*M              | 0.00                  |
| <b>O</b>   | <b>Total Monthly Rentals Per Car (Rs.)</b>   | J+K+M+N               | 0.00                  |
| P  | % Variation in PTPM due to 0.5% revision in reference interest rate                              |                       | As per Tender T&C     |
| Q  | Residual Value : 20% of Base Price for (I) EXCLUDING TAXES+Rs.1                                  | 0.2*B +1              | 1.00                  |
| U  | Extent of Excess Mileage (KMs)   |                       | 10000                 |
| V  | Excess Mileage charges (Rs. per KM)  |                       |                       |
| W  | Extra for Excess Mileage over 48 Months  | U*V                   | 0.00                  |
| X  | Extent of Less mileage (KMs)   |                       | 10000                 |
| Y  | Discount for less mileage (Rs. per KM)   |                       |                       |
| ZA   | Less on account of Discount for Less Mileage over 48 Months                                      | X*Y                   | 0.00                  |
| <b>Evaluation Criteria Considering 48 Months</b> |  |                       |                       |
| AA   | No. of Cars on finalization (Indicative requirement of the vehicles during the contract period.) |                       | <b>11</b>             |
| AB   | Total Rentals For 48 months (Rupees in lakhs)  | O*48*AA               | <b>0.00</b>           |
| AC   | Total Rentals For 48 months with Excess KMs (Rupees in lakhs)                                    | AB+W*AA               | <b>0.00</b>           |
| AD   | Total Rentals For 48 months with Discount for Less Mileage (Rupees in lakhs)                     | AB-ZA*AA              | <b>0.00</b>           |
| <b>Z</b>   | <b>Total Rentals For Price Bid Evaluation</b>  | [AB+AC+AD]/3          | <b>0.00</b>           |
|  |  |                       | <b>I</b>              |
| <b>Z1</b>  | <b>Ranking for overall L1 (Considering I+II+III)</b>   | I+II+III              |                       |

**Note**

1. Bidders to enter values in the highlighted cells only. Bidders to quote for all the types & variant of vehicles indicated in the Price Bid. Incomplete Price Bid shall be liable for rejection.

*(Handwritten Signature)*

**ANNEXURE-N ( Sheet 1 of 3 )**  
**PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)**  
**FOR PETROL VEHICLES (I)- RV 20%**

|  |  |  |      |
|--|--|--|------|
| 2. The anticipated requirement of the vehicles indicated under evaluation criteria is only for bid evaluation purposes. This may increase or decrease depending upon BHEL requirements. Further, BHEL reserves the right to revise BOQ, types (Make) & Models of vehicles during Techno-commercial evaluation & in that case, shall obtain Revised Price Bids for evaluation. The original bids submitted with the offer shall be returned after finalization of award.  |  |  |      |
| 3. Discount quoted in this price bid (Sl. No. C) shall have to be given on the respective vehicle provided to BHEL during the entire contract period OR the actual discount availed at the time of delivery whichever is higher shall be accounted for calculating the cost of asset subsequently the lease rental. BHEL reserves right to verify the quantum of Corporate Discounts, offered by Manufacturer / authorized Dealer from time to time. Any discrepancy observed during such exercise, the higher value of discount to be considered while arriving at Net Capitalized amount for the purpose of issuing Book Value Charts for the vehicle. |  |  |      |
| 4. Overall L1 bidder will be determined on the basis of Z1 ranking. The overall L1 bidder will be required to match the lowest rates for I, II & III in case they are not the lowest. Further BHEL reserves the right to award the contract for individual variants, i.e., separately for I, II & III in case the overall L1 bidder fails to match the lowest rates.   |  |  |      |
| 5. The extent of Excess OR Less mileage of 5000 KMs. is indicated for Bid Evaluation Purpose only. However, the same shall be actuals at the time of foreclosure / termination of Lease, as the case may be.   |  |  |      |
| 6. Rv will be 20% of the base cost of the car  |  |  |      |
| 7. Executory /fleet management cost (Sl. No M) shall be inclusive of Repaired and maintenance, Batteries, Damage waiver, 24 Hr Breakdown Assistance, Road Tax & Registration, Comprehensive Insurance and Management fees.   |  |  |      |
| 8. In case of RA, the Z1 value (Sum of Z for all the three variants) shall be online sealed bid of the prospective bidders. BHEL reserve the right to open/not open the sealed paper bid of the successful bidder. The ratio of reduction between the RA price and sealed price bid shall be equally applied to all elements linked in Z1 value calculation except ex- showroom price (Sl. No A).  |  |  |      |
| 9. The vehicles will be required to be equipped with the following accessories, if the same are not provided / equipped by the manufacturer:   |  |  |      |
| a  | GPS Navigation - It should be a genuine accessory as factory fitted by different OEMs. |  | Reqd |
| b  | Fog Lights, Central Locking  |  | Reqd |
| c  | Mats, Music System   |  | Reqd |

**Signature of the Lessor (with Seal)**

*(Handwritten Signature)*

**ANNEXURE-N (Sheet 2 of 3)**  
**PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)**  
**FOR DIESEL VEHICLES (II) & (III) - RV 30%**

| SN   | Description  | Formula/Value of PTPM | Hyundai Verna 1.4 CRDi (Diesel) |
|--|--|-----------------------|---------------------------------|
|  |  |                       | 48 Months / 80000 km.           |
|  |  |                       | <b>II</b>                       |
| A  | Ex-showroom Price (inclusive of VAT) (Rs.)   |                       |                                 |
| B  | Base price (Net Price excluding VAT)   | A/1.125               | 0.00                            |
| C  | Less Discount (Rs.)  |                       |                                 |
| D  | Base Discount  | C/1.125               | 0.00                            |
| E  | Net Financing of Car Price (Rs.)   | B-D                   | 0.00                            |
| F  | VAT  | A-B                   | 0.00                            |
| G  | Accessories Amount   |                       |                                 |
| H  | Capitalised Amount (Rs.)   | E+G                   | 0.00                            |
| i  | PTPM   |                       |                                 |
| J  | Basic Lease rental (Rs.)   | i*H/1000              | 0.00                            |
| K  | VAT on basic lease rentals @12.5%  | J*12.5%               | 0.00                            |
| L  | Road Tax & Registration Charges (Amount) (Rs.)   |                       |                                 |
| M  | Executory Cost (Complete Fleet Management ) (Rs.)  |                       |                                 |
| N  | Service Tax Amount @ 12.36% on Fleet Management  | 12.36%*M              | 0.00                            |
| <b>O</b>   | <b>Total Monthly Rentals Per Car (Rs.)</b>   | J+K+M+N               | 0.00                            |
| P  | % Variation in PTPM due to 0.5% revision in reference interest rate                              |                       | As per Tender T&C               |
| Q  | Residual Value : 30% of Base Price for (I) EXCLUDING TAXES+Rs.1                                  | 0.3*B +1              | 1.00                            |
| U  | Extent of Excess Mileage (KMs)   |                       | 10000                           |
| V  | Excess Mileage charges (Rs. per KM)  |                       |                                 |
| W  | Extra for Excess Mileage over 48 Months  | U*V                   | 0.00                            |
| X  | Extent of Less mileage (KMs)   |                       | 10000                           |
| Y  | Discount for less mileage (Rs. per KM)   |                       |                                 |
| ZA   | Less on account of Discount for Less Mileage over 48 Months                                      | X*Y                   | 0.00                            |
| <b>Evaluation Criteria Considering 48 Months</b> |  |                       |                                 |
| AA   | No. of Cars on finalization (Indicative requirement of the vehicles during the contract period.) |                       | 39                              |
| AB   | Total Rentals For 48 months (Rupees in lakhs)  | O*48*AA               | 0.00                            |
| AC   | Total Rentals For 48 months with Excess KMs (Rupees in lakhs)                                    | AB+W*AA               | 0.00                            |
| AD   | Total Rentals For 48 months with Discount for Less Mileage (Rupees in lakhs)                     | AB-ZA*AA              | 0.00                            |
| <b>Z</b>   | <b>Total Rentals For Price Bid Evaluation</b>  | [AB+AC+AD]/3          | 0.00                            |
|  |  |                       | <b>II</b>                       |
| <b>Z1</b>  | <b>Ranking for overall L1 (Considering I+II+III)</b>   | I+II+III              |                                 |

**Note**

1. Bidders to enter values in the highlighted cells only. Bidders to quote for all the types & variant of vehicles indicated in the Price Bid. Incomplete Price Bid shall be liable for rejection.

*(Handwritten Signature)*

**ANNEXURE-N (Sheet 2 of 3)**  
**PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)**  
**FOR DIESEL VEHICLES (II) & (III) - RV 30%**

|  |  |  |      |
|--|--|--|------|
| 2. The anticipated requirement of the vehicles indicated under evaluation criteria is only for bid evaluation purposes. This may increase or decrease depending upon BHEL requirements. Further, BHEL reserves the right to revise BOQ, types (Make) & Models of vehicles during Techno-commercial evaluation & in that case, shall obtain Revised Price Bids for evaluation. The original bids submitted with the offer shall be returned after finalization of award.  |  |  |      |
| 3. Discount quoted in this price bid (Sl. No. C) shall have to be given on the respective vehicle provided to BHEL during the entire contract period OR the actual discount availed at the time of delivery whichever is higher shall be accounted for calculating the cost of asset subsequently the lease rental. BHEL reserves right to verify the quantum of Corporate Discounts, offered by Manufacturer / authorized Dealer from time to time. Any discrepancy observed during such exercise, the higher value of discount to be considered while arriving at Net Capitalized amount for the purpose of issuing Book Value Charts for the vehicle. |  |  |      |
| 4. Overall L1 bidder will be determined on the basis of Z1 ranking. The overall L1 bidder will be required to match the lowest rates for I, II & III in case they are not the lowest. Further BHEL reserves the right to award the contract for individual variants, i.e., separately for I, II & III in case the overall L1 bidder fails to match the lowest rates.   |  |  |      |
| 5. The extent of Excess OR Less mileage of 5000 KMs. is indicated for Bid Evaluation Purpose only. However, the same shall be actuals at the time of foreclosure / termination of Lease, as the case may be.   |  |  |      |
| 6. Rv will be 30% of the base cost of the car  |  |  |      |
| 7. Executory /fleet management cost (Sl. No M) shall be inclusive of Repaired and maintenance, Batteries, Damage waiver, 24 Hr Breakdown Assistance, Road Tax & Registration, Comprehensive Insurance and Management fees.   |  |  |      |
| 8. In case of RA, the Z1 value (Sum of Z for all the three variants) shall be online sealed bid of the prospective bidders. BHEL reserve the right to open/not open the sealed paper bid of the successful bidder. The ratio of reduction between the RA price and sealed price bid shall be equally applied to all elements linked in Z1 value calculation except ex- showroom price (Sl. No A).  |  |  |      |
| 9. The vehicles will be required to be equipped with the following accessories, if the same are not provided / equipped by the manufacturer:   |  |  |      |
| a  | GPS Navigation - It should be a genuine accessory as factory fitted by different OEMs. |  | Reqd |
| b  | Fog Lights, Central Locking  |  | Reqd |
| c  | Mats, Music System   |  | Reqd |

**Signature of the Lessor (with Seal)**

*(Handwritten Signature)*

**ANNEXURE-N (Sheet 3 of3)**  
**PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)**  
**FOR DIESEL VEHICLES (II) & (III) - RV 30%**

| SN   | Description  | Formula/Value of PTPM | Maruti Swift Dzire VDi (Diesel) |
|--|--|-----------------------|---------------------------------|
|  |  |                       | 48 Months / 80000 km.           |
|  |  |                       | <b>III</b>                      |
| A  | Ex-showroom Price (inclusive of VAT) (Rs.)   |                       |                                 |
| B  | Base price (Net Price excluding VAT)   | A/1.125               | 0.00                            |
| C  | Less Discount (Rs.)  |                       |                                 |
| D  | Base Discount  | C/1.125               | 0.00                            |
| E  | Net Financing of Car Price (Rs.)   | B-D                   | 0.00                            |
| F  | VAT  | A-B                   | 0.00                            |
| G  | Accessories Amount   |                       |                                 |
| H  | Capitalised Amount (Rs.)   | E+G                   | 0.00                            |
| i  | PTPM   |                       |                                 |
| J  | Basic Lease rental (Rs.)   | i*H/1000              | 0.00                            |
| K  | VAT on basic lease rentals @12.5%  | J*12.5%               | 0.00                            |
| L  | Road Tax & Registration Charges (Amount) (Rs.)   |                       |                                 |
| M  | Executory Cost (Complete Fleet Management ) (Rs.)  |                       |                                 |
| N  | Service Tax Amount @ 12.36% on Fleet Management  | 12.36%*M              | 0.00                            |
| <b>O</b>   | <b>Total Monthly Rentals Per Car (Rs.)</b>   | J+K+M+N               | 0.00                            |
| P  | % Variation in PTPM due to 0.5% revision in reference interest rate                              |                       | As per Tender T&C               |
| Q  | Residual Value : 30% of Base Price for (I) EXCLUDING TAXES+Rs.1                                  | 0.3*B +1              | 1.00                            |
| U  | Extent of Excess Mileage (KMs)   |                       | 10000                           |
| V  | Excess Mileage charges (Rs. per KM)  |                       |                                 |
| W  | Extra for Excess Mileage over 48 Months  | U*V                   | 0.00                            |
| X  | Extent of Less mileage (KMs)   |                       | 10000                           |
| Y  | Discount for less mileage (Rs. per KM)   |                       |                                 |
| ZA   | Less on account of Discount for Less Mileage over 48 Months                                      | X*Y                   | 0.00                            |
| <b>Evaluation Criteria Considering 48 Months</b> |  |                       |                                 |
| AA   | No. of Cars on finalization (Indicative requirement of the vehicles during the contract period.) |                       | <b>14</b>                       |
| AB   | Total Rentals For 48 months (Rupees in lakhs)  | O*48*AA               | <b>0.00</b>                     |
| AC   | Total Rentals For 48 months with Excess KMs (Rupees in lakhs)                                    | AB+W*AA               | <b>0.00</b>                     |
| AD   | Total Rentals For 48 months with Discount for Less Mileage (Rupees in lakhs)                     | AB-ZA*AA              | <b>0.00</b>                     |
| <b>Z</b>   | <b>Total Rentals For Price Bid Evaluation</b>  | [AB+AC+AD]/3          | <b>0.00</b>                     |
|  |  |                       | <b>III</b>                      |
| <b>Z1</b>  | <b>Ranking for overall L1 (Considering I+II+III)</b>   | I+II+III              |                                 |

**Note**

1. Bidders to enter values in the highlighted cells only. Bidders to quote for all the types & variant of vehicles indicated in the Price Bid. Incomplete Price Bid shall be liable for rejection.

## ANNEXURE-N (Sheet 3 of3)

### PART- II : PRICE BID (VEHICLES TO BE DELIVERED IN NCR)

#### FOR DIESEL VEHICLES (II) & (III) - RV 30%

|  |  |      |
|--|--|------|
| 2. The anticipated requirement of the vehicles indicated under evaluation criteria is only for bid evaluation purposes. This may increase or decrease depending upon BHEL requirements. Further, BHEL reserves the right to revise BOQ, types (Make) & Models of vehicles during Techno-commercial evaluation & in that case, shall obtain Revised Price Bids for evaluation. The original bids submitted with the offer shall be returned after finalization of award.  |  |      |
| 3. Discount quoted in this price bid (Sl. No. C) shall have to be given on the respective vehicle provided to BHEL during the entire contract period OR the actual discount availed at the time of delivery whichever is higher shall be accounted for calculating the cost of asset subsequently the lease rental. BHEL reserves right to verify the quantum of Corporate Discounts, offered by Manufacturer / authorized Dealer from time to time. Any discrepancy observed during such exercise, the higher value of discount to be considered while arriving at Net Capitalized amount for the purpose of issuing Book Value Charts for the vehicle. |  |      |
| 4. Overall L1 bidder will be determined on the basis of Z1 ranking. The overall L1 bidder will be required to match the lowest rates for I, II & III in case they are not the lowest. Further BHEL reserves the right to award the contract for individual variants, i.e., separately for I, II & III in case the overall L1 bidder fails to match the lowest rates.   |  |      |
| 5. The extent of Excess OR Less mileage of 5000 KMs. is indicated for Bid Evaluation Purpose only. However, the same shall be actuals at the time of foreclosure / termination of Lease, as the case may be.   |  |      |
| 6. Rv will be 30% of the base cost of the car  |  |      |
| 7. Executory /fleet management cost (Sl. No M) shall be inclusive of Repaired and maintenance, Batteries, Damage waiver, 24 Hr Breakdown Assistance, Road Tax & Registration, Comprehensive Insurance and Management fees.   |  |      |
| 8. In case of RA, the Z1 value (Sum of Z for all the three variants) shall be online sealed bid of the prospective bidders. BHEL reserve the right to open/not open the sealed paper bid of the successful bidder. The ratio of reduction between the RA price and sealed price bid shall be equally applied to all elements linked in Z1 value calculation except ex- showroom price (Sl. No A).  |  |      |
| 9. The vehicles will be required to be equipped with the following accessories, if the same are not provided / equipped by the manufacturer:   |  |      |
| a  | GPS Navigation - It should be a genuine accessory as factory fitted by different OEMs. | Reqd |
| b  | Fog Lights, Central Locking  | Reqd |
| c  | Mats, Music System   | Reqd |

Signature of the Lessor (with Seal)