



An ISO 9001
Company

Bharat Heavy Electricals Limited

(High Pressure Boiler Plant)

Tiruchirappalli – 620014, TAMIL NADU, INDIA

MATERIALS MANAGEMENT /OUTSOURCING

TITLE	Phone: +91 431 2574205 Fax : +91 431 2520250 Email : saruna@bheltry.co.in
Supply of Stainless Steel Sheets & Plates (SA240, A167, AISI)	

Reference Number: Enquiry 1001300016	Enquiry Date: 04.05.2013	Due date for submission of quotation: 21.06.2013
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You are requested to quote the Enquiry number date and due date in all your correspondences. This is only a request for quotation and not an order

BHEL/Trichy is looking for empanelment of new vendors for supply of "Stainless Steel Sheets & Plates to specification SA240, A167 & AISI"

BHEL commercial terms & conditions with Price Bid formats and all annexure can be downloaded from BHEL web site <http://www.bhel.com> or from the Government tender website <http://eprocure.gov.in> (public sector units) Bharath Heavy Electricals Limited) under enquiry reference "1001300016 "

Tenders should reach us before 14:00 hours on the due date
Technical bid will be opened at 14:30 hours on the due date
Tenders would be opened in presence of the tenderers who have submitted their offers and who may like to be present.

Yours faithfully,
For **Bharath Heavy Electricals Limited**

SR.MANAGER / MM / OS / TRICHY

S.ARUNACHALAM
SR MANAGER
OUTSOURCING
TIRUCHIRAPPALLI-620014

ANNEXURE P




BHARAT HEAVY ELECTRICALS LIMITED
HIGH PRESSURE BOILER PLANT
TIRUCHIRAPPALLI -620014
Tel: 0431-2574205,
Fax: 0431-2520250,
E mail: saruna@bheltry.co.in

SUPPLIERS WANTED

BHEL requires sources for supply of Stainless steel sheets & plates to specification SA240, A167 & AISI. Quantity for consideration is 17000 MT for two years covering various sizes. Full details are available in BHEL website <http://www.bhel.com> (Tender notification Page) and in CPP portal <http://eprocure.gov.in>. Interested parties to submit their offer.

<p><u>REFERENCE NUMBER: 1001300016</u></p>	<p>Sr.MANAGER/MM/OUTSOURCING FIRST FLOOR, 79 BLDG, BHEL, TRICHY, INDIA PIN: 620014 Tel: 0431-2574205 / 2574290 Fax: 0431-2520250, E mail: saruna@bheltry.co.in</p>
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S. ARUNACHALAM
Sr. MANAGER
OUTSOURCING
BHEL TRICHY - 620014



BHARAT HEAVY ELECTRICALS LIMITED

(A Government of India Undertaking)
HIGH PRESSURE BOILER PLANT
MM /OUTSOURCING,79 BUILDING,FIRST FLOOR
THIRUCHIRAPALLI - 620014
TAMILNADU (INDIA)

PHONE : 2574205
GRAMS : BHARATELEC
FAX NO: 2520250
E-mail : saruna@bheltry.co.in
WEB : http://mm.bheltry.co.in

429-002/A

Vendor Code :	Enquiry No	Enquiry Date	Due Date for Quotation
Vendor Name :	1001300016	04.05.2013	21.06.2013
Please quote Enquiry No, Date and due date in all correspondences. This is only a request for quotation and not an order			

Item	Description	Unit	Quantity	Delivery Quantity	Schedule Date
10	150112950000 STAINLESS STEEL RATE CONTRACT. SPECIFICATION WISE, SIZE AND ANTICIPATED QUANTITY REFER ANNEXURE-B	MT	17000	17000	2 Years Period

This Enquiry shall be monitored by Independent External Monitor

Shri J. M. Lyngdoh , IAS (Retd.)
Plot No. 144-145,
Pragati Resort,
Proddator Village & P.O.,
Shankarpally Road,
Rangareddy Distt. (AP)

General Note:

This is a open tender enquiry to finalize Rate Contract for the supply of stainless steel sheets and plates to specification SA240, A167, AISI for two years.

Enclosures:

1. Annexure-A (Enquiry terms & Conditions):
Annexure-A1 is meant for Import sources.
Annexure-A2 is meant for Indegenous sources.

This Annexure is a main document has to be mandatorily filled and signed by the manufacturer/mill and submitted along with technical bid. In case of non submission of duly filled Annexure-A1/A2 or incomplete details, offer will be rejected.

2. Annexure - B (Specn, Size & Qty): For size and tentative quantity mentioned against each specification.


3. Annexure - C (PVC formula): Price variation clause (PVC).

4. Sample PVC working sheet (Both Import & Indigenous).

5. Integrity pact (IP): Signed Integrity pact (IP) should be furnished along with offer. IP would be signed by authorized official of the bidder/vendor/contractor. Offer without signed Integrity Pact (IP) shall

The offers should reach us 30 minutes before the time of opening of tenders. The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening. Late and delayed offers are liable to be rejected.

Yours faithfully,
For **BHARAT HEAVY ELECTRICALS LIMITED**


MANAGER / PURCHASE
(FOSSIL BOILERS)
Yours faithfully,

S. ARUNACHALAM
SR. MANAGER
OUTSOURCING
BHEL TRICHY - 620 014



BHARAT HEAVY ELECTRICALS LIMITED

(A Government of India Undertaking)
HIGH PRESSURE BOILER PLANT
MM /OUTSOURCING,79 BUILDING,FIRST FLOOR
THIRUCHIRAPALLI - 620014
TAMILNADU (INDIA)

1001300016 / 04.05.2013

be rejected.

6.General Terms & Conditions(Import, Indigenous).

7.Agency Agreement Format(only for Import): New suppliers(who are not registered with BHEL-Trichy) shall submit along with the Techno-commercial Bid.

8.Supplier Registration Form(Both Import & Indigenous): New suppliers(who are not registered with BHEL-Trichy) shall submit along with the Techno-commercial Bid.

9.Offer is to be submitted in TWO part bids system. Technical bid with commercial terms and conditions and Priced bid each in separate sealed covers. Enquiry reference and due date to be indicated on the envelope for both Technical & Priced bid.

10.Competitive offer(Techno-Commercial & Priced bid) to the following address is to be submitted on or before 21.06.2013-1400 hrs. Tender will be opened as per schedule and extension is not possible.


TO:
Sr MANAGER/ PURCHASE / MM/ OUTSOURCING
FIRST FLOOR, 79 BLDG,
BHEL- TRICHY, INDIA
PIN: 620014
Tel: 0431-2574205/ 4290
E-mail: saruna@bheltry.co.in

Enclosures:

"LD clause has to be confirmed without fail."
"Payment to vendors will be made only thro E-Payment mode"

The offers should reach us 30 minutes before the time of opening of tenders.
The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening.Late and delayed offers are liable to be rejected.

Yours faithfully,
For **BHARAT HEAVY ELECTRICALS LIMITED**


MANAGER / PURCHASE
(FOSSIL BOILERS)
Yours faithfully,

S. ARUNACHALAM
SR. MANAGER
OUTSOURCING
BHEL TRICHY - 620 014

BHARAT HEAVY ELECTRICALS LIMITED
PURCHASE / OUTSOURCING
BHEL / TRICHY

Ref: Enq.No. 1001300016

Date:04.05.13

ANNEXURE-A1 (IMPORT SUPPLIERS ONLY)

OPEN TENDER - ENQUIRY TERMS & CONDITIONS FOR SUPPLY OF STAINLESS STEEL PLATES & SHEETS.

Note: This Annexure-A1 has to be mandatorily filled & signed by the Import manufacturer (or) mill and submitted along with Technical bid. In case of non-submission of duly filled Annexure-A1 or incomplete details, offer will be rejected.

Sl No	<u>BHEL Requirements for RATE CONTRACT</u>	Supplier Comments (Acceptance or otherwise for each point to be given)
01.	<p><u>Material specification:</u> Supply shall be made strictly as per Specifications mentioned in the enquiry or Equivalent grades. Details in Annexure-B.</p>	
02.	<p><u>Size & Quantity:</u></p> <p>a) Specification wise, size and anticipated quantity are given in Annexure-B for a period of two years from the date of LOI or finalization of Rate contract. Quantity indicated against each specification may vary depending on actual requirement. Your offer shall be given taking into consideration of the total quantity for a period of TWO YEARS. However BHEL does not guarantee any quantity of order during the rate contract period.</p> <p>b) Note that more than one purchase order will be placed as and when requirement arises within the validity of rate contract period of two years. This is for information.</p> <p>c) Supply of material in coil form is not acceptable and offer will be rejected.</p> <p>d) Weld buildup or repair or joints on sheets/plates are not accepted and offer will be rejected.</p> <p>e) Stenciling of following details on each sheets & plates to be ensured in addition to specification requirement.</p> <ul style="list-style-type: none"> • SIZE OF THE PLATE(eg: SH 2.5 x 1250 x 3000 mm) • MATERIAL SPECIFICATION (eg: SA240 TP304) • MELT NUMBER • COIL NUMBER • WEIGHT • NAME (OR) MARK OF MANUFACTURER <p>f) Supply of sheets/plates should not be in Black condition. Offer will be rejected</p> <p>g) Our width range is 900 mm to 2000 mm. However ordering width as per PO is to be accepted. Confirm otherwise offer will not be considered.</p> <p>h) Our length range is 3000 mm to 4000 mm. However ordering length as per PO is to be accepted. Confirm otherwise offer will not be considered.</p> <p>i) Part item ordering to be accepted otherwise offer is liable for rejection.</p> <p>j) Quantity tolerance on total order quantity plus/minus 5 % only acceptable(+/-5 %) with mutual agreement before dispatch for each purchase order.</p>	
03.	<p>a) Only Manufacturers need to respond this enquiry. Exclusive Indian agent can represent one foreign Principal only. In case of deviation, offer shall be rejected. Agency commission if any should also be indicated clearly in offer.</p> <p>b) In case of tender addressed to Foreign Vendor even through their Indian agent, offer directly from foreign vendor is required. However the Indian agent may forward the same also.</p> <p>c) Offers of Traders / Stockists will be rejected.</p>	
04.	<p><u>Invoicing:</u> Invoicing on theoretical weight basis calculated as per size indicated against respective item numbers with density factor of 8.00 gm/cc.</p>	
05.	<p><u>Offer Submission:</u></p> <p>a. The offer will be evaluated on individual item basis only. Hence Base price for each thickness per specification is to be given.</p>	



	<p>b. Suppliers to quote FIRM BASE PRICE on which Price Variation Clause(PVC) shall be operated. The details of PVC formula is given in Annexure-C for PVC calculation. Other than firm base price, Freight and statutory levies, any other charges if quoted will not be accepted and offer is liable for rejection.</p> <p>c. Import sources to quote prices only in US \$. Otherwise offer will be rejected.</p> <p>d. Submit your competitive offer rate per MT with best possible delivery on CFR Chennai basis only. Otherwise offer will be rejected.</p> <p>e. Extra charges other than sea Freight are totally unacceptable. The offer will be evaluated on total landed cost to BHEL-Trichy taking into CFR Chennai cost, Custom Duty, Import Incidental Charges, LC opening charges etc.</p> <p>i. Total landed cost = CFR Chennai + Customs duty as applicable + LC Charges (In case LC payment) + Import Incidentals + Antidumping duty as applicable.</p> <p>f. Acceptance to Antidumping duty is required at the time of each shipment/import against each Purchase order. BHEL will not bear antidumping duty and acceptance to this clause is required. Otherwise offer will be rejected.</p>	
06.	<p>Price Variation Clause (PVC):</p> <p>a) PVC rate(plus or minus) will be applied on firm base price as outlined in Annexure-C. Suppliers to go through the Annexure for better understanding and give their acceptance for PVC clause. In case, PVC clause is not accepted, offer will be summarily rejected.</p> <p>b) Any increase / decrease in Nickel and ferro chrome price up to 3% over the firm base price(for nickel & ferro chrome), the PVC will not be applicable and your specific acceptance to this has to be indicated in the offer.</p> <p>c) PVC is applicable for TP300, TP400 series specification.</p>	
07	<p>Ordering on Competitive Sources: The offer will be evaluated on common base rate by taking Nickel,Ferro chrome and exchange rate applicable on the day of tender opening. The nickel and ferro chrome rates will taken from Metal bulletin (See Annexure-C also). Rate Contract will be concluded based on the factors like competitiveness of prices quoted by the Suppliers, delivery period, technical & commercial suitability.</p>	
08.	<p>Conventional Price Bid opening (or) Reverse Auction(RA): Technically & commercially acceptable vendors will be considered for conventional price bid opening. However BHEL reserves the right to adopt Reverse auction route instead of conventional price bid opening for this enquiry at its discretion after finalizing the techno-commercial bids. In case RA is adopted :</p> <p>a. Only after technical evaluation and if found suitable, reverse auction will be conducted for further process.</p> <p>b. Reverse auction will be conducted through internet/email.</p> <p>c. Vendors will be suitably informed about the working procedures of reverse auction and BHEL will provide all the relevant details through our service provider to enable the vendor to participate. Both indigenous and import vendors to participate in the reverse auction at the same time and no special arrangements/exception will be made for import sources.</p>	
09.	<p>Payment terms: (For Import suppliers)</p> <p>a) Our payment term is 100% payment 60 days after receipt & acceptance of material at our stores. In case CAD or LC payment is preferred, Suitable loading will be done on price to evaluate the offer.</p> <p>b) In case of LC, it will be opened one month prior to material readiness indicated by the mill.</p> <p>i) LC will be opened only for 50% material value going to be shipped per shipment. Balance payment will be paid after deducting Anti-Dumping duty, if any, after receipt of materials at our stores.</p> <p>ii) Confirmed-LC payment will not be accepted and offer will be rejected. Offer will be rejected in case of non-acceptance to above points – i , ii.</p> <p>c) For New suppliers, refer clause 20(A, B) additionally.</p>	
10.	<p>Delivery:</p> <p>a) The offer shall clearly indicate delivery period in fixed number of weeks from the date of Purchase Order. BHEL will not agree for any deviation from the agreed delivery time after finalisation of Rate Contract. Generally we require delivery of materials within 4 to 6 weeks from the date of Order.</p> <p>b) Liquidated Damage: In case of delayed delivery, LD Clause will be operated as per the existing procedures (0.5 % per week of delay of value of undelivered goods up to a maximum of 10 %). Specific</p>	

	<p>confirmation for this clause has to be given in the offer.</p> <p>c) Risk Purchase clause: Request for technical deviation or withdrawal of offer by the tenderer will not be accepted after entering into rate contract with BHEL. Delay in delivery or failure in effecting deliveries in time may call for alternate procurement action by invoking risk purchase clause. Specific confirmation for this clause has to be given in the offer.</p> <p>d) Performance bank guarantee: Performance bank guarantee for 10% order value to be submitted. Confirm your acceptance.</p>	
11.	<p>Inspections & Testing:</p> <p>a) Mill test Certificates to be issued for the supply. Test certificates must incorporate details regarding material specification, Melt no, Manufacturing process and heat treatment done on material, BHEL purchase order no, supplier name and logo, TC no, size and results obtained in chemical and mechanical testing. The test certificates must bear signature of competent personnel of suppliers. Test certificates are to be sent along with materials.</p> <p>b) Testing and inspection charges to supplier's account only.</p>	
12.	<p>Validity of Rate Contract: The proposed Rate Contract will have a validity of 24 months from the date of finalising rate contract. 24 months validity is required otherwise offer will be rejected.</p>	
13.	Service charges, commission charges and any other incidentals will NOT be paid extra. This is for information.	
14.	Agency commission, if any should be clearly given in the offer (% on FOB, % on CFR Chennai inclusive).	
15.	Port of shipment to be indicated in the offer.	
16.	Country of origin to be indicated in the offer.	
17.	This tender will be monitored by Independent external monitor (IEM). For information.	
18.	Signed Integrity pact (IP) should be furnished along with offer. IP would be signed by authorized official of the bidder/vendor/contractor. Offer without signed Integrity Pact(IP) shall be rejected. Copy of IP should be enclosed.	
19.	<p>For New Supplier (Not already registered with BHEL-Trichy) : Suppliers who are not already registered with BHEL-Trichy shall submit the Supplier Registration Form duly filled along with the Techno-commercial Bid. Following details are to be ensured.</p> <p>a) Agency agreement as per attached format.</p> <p>b) D&B or Creditreform report of Mill/Manufacturer in case of foreign sources.</p> <p>c) Details such as mill capacity and capability, credentials, Catalogues.</p> <p>d) Supply details for last 5 years to companies in abroad / India.</p> <p>e) ISO certification</p> <p>f) Details of facility installed</p> <p>g) Quality manual</p> <p>h) Collaboration if any with suitable supporting documents.</p> <p>i) Details of Indian Office / Liaison office / Liaison Agent</p> <p>j) Acceptance to INCO-Terms 2010.</p>	
20	<p>(A) In case of new supplier(not supplied SS material to BHEL, Trichy), following conditions to be accepted.</p> <p>(i) Technical offer will be evaluated as per NIT conditions for enlistment as Trial vendor</p> <p>(ii) Integrated steel making and rolling facility on their own is mandatory.</p> <p>(iii) Credentials for in-house testing facility is mandatory. Provide details.</p> <p>(iv) Detailed reference list indicating below details for the last five years with respect to our tendered sizes is required. 'Year of Supply' 'Specification', 'Thickness' 'Width' 'Length' 'Qty' 'Enduse'</p> <p>(v) Acceptance to Pre dispatch inspection by BHEL or BHEL approved TPI at mill.</p> <p>(vi) A trial order has to be completed for 50 MT or any proportion of the quantity mutually agreed to evaluate the delivery and supply performance. Only after completion of trial order, the new supplier will be addressed for ordering against the Rate contract for the respective competitive items.</p> <p>(vii) BHEL's payment term(100% payment after receipt & acceptance of material at our stores) for trial order to be accepted.</p> <p>(viii) In case of supply issues during the trial order execution by new source, then BHEL has the option to order on other competitive sources finalized in the rate contract based on the counter offered rates.</p>	

	Above conditions are to be accepted without fail. Otherwise offer will be rejected.	
	(B) Offer will be rejected incase of : (i) Non submission of D&B or Creditreform Report of Mill/Manufacturer. (ii) Non submission of Agency agreement as per attached format (iii) Vendor registration docs duly NOT filled. (iv) Non Acceptance to trial order supply as explained above.	
21.	Offer is to be submitted in TWO part bids system. Technical bid with commercial terms and conditions and Priced bid each in separate sealed covers. Enquiry reference and due date to be indicated on the envelope for both Technical & Priced bid.	
22.	Offer/Price validity of 45 days is required after price bid opening in case you are technically and commercially qualified. Offer is liable for rejection if not confirmed.	
23.	BHEL reserves the right to reject any or all the offers either in full or part thereof or short close the tender at our discretion without assigning any reasons considering BHEL's commercial interest. This is for information.	
24	General: i) The offer must be complete in all respects. Incomplete and illegible offer will be rejected. ii) SS materials shall be shipped in Sea worthy packing condition. Packing charges will be supplier's account. iii) Best competitive rates must be quoted at the first instance itself as rate contract is to be finalised which is valid for 24 months. iv) BHEL reserves the right to increase or decrease the tendered quantity and split the tendered quantity among more than one tenderer and place orders accordingly in any proposition, based on delivery commitment, requirement and suppliers capability in terms of delivery and quality. v) Acceptance to counter offer rate is required from successful bidders after finalization of this rate contract. (ie) Lowest rate of one supplier for particular item(s) will be offered to other successful bidder for acceptance to enable ordering on emergency condition. However acceptance for counter offer rate does not guarantee placement of order.	
25.	Radio activity Check: a) SS materials shall be checked for radioactive contamination and reported. Survey meter shall be used to measure at 5cm near the surface. Confirm. b) Acceptance limits: Shall be less than 0.1 milli Rontgen (MR) per hour or 1 micro Sievert per hour. Measured Radioactivity levels shall be reported in the Mill Test Certificate. (Not to be recorded in IBR Form). Confirm	
26.	Competitive offer (Technical & Priced bid) to the following address is to be submitted within due date of this tender. TO: Sr MANAGER/ PURCHASE / MM/ OUTSOURCING FIRST FLOOR, 79 BLDG, BHEL- TRICHY, INDIA PIN: 620014 Tel: 0431-2574205/ 4190 E-mail: saruna@bheltry.co.in	
27.	Enclosures: a) Annexure-B b) PVC calculation sheet c) Annexure-C (PVC working) d) Terms and conditions e) Integrity Pact(IP). f) Agency Agreement Format (Import) g) Supplier Registration Form – Import	
(On behalf of BHEL)		<u>To be filled & signed by Original manufacturer / Mill</u> Name of Mill: Name of authorized official of Mill: Designation / Department: Signature: Seal:

BHARAT HEAVY ELECTRICALS LIMITED
PURCHASE / OUTSOURCING
BHEL / TRICHY

Ref: Enq. No. 1001300016

Date: 04.05.13

ANNEXURE-A2 (INDEGENEOUS SUPPLIERS ONLY)

OPEN TENDER - ENQUIRY TERMS & CONDITIONS FOR SUPPLY OF STAINLESS STEEL PLATES & SHEETS.

Note: This Annexure-A2 has to be mandatorily filled & signed by the Indigenous manufacturer (or) mill and submitted along with Technical bid. In case of non-submission of duly filled Annexure-A2 or incomplete details, offer will be rejected.

SI No	<u>BHEL Requirements for RATE CONTRACT</u>	Supplier Comments (Acceptance or otherwise for each point to be given)
01.	<p><u>Material specification:</u> Supply shall be made strictly as per Specifications mentioned in the enquiry or Equivalent grades. Details in Annexure-B.</p>	
02.	<p><u>Size & Quantity:</u></p> <p>a) Specification wise, size and anticipated quantity are given in Annexure-B for a period of two years from the date of LOI or finalization of Rate contract. Quantity indicated against each specification may vary depending on actual requirement. Your offer shall be given taking into consideration of the total quantity for a period of TWO YEARS. However BHEL does not guarantee any quantity of order during the rate contract period.</p> <p>b) Note that more than one purchase order will be placed as and when requirement arises within the validity of rate contract period of two years. This is for information.</p> <p>c) Supply of material in coil form is not acceptable and offer will be rejected.</p> <p>d) Weld buildup or repair or joints on sheets/plates are not accepted and offer will be rejected.</p> <p>e) Stenciling of following details on each sheets & plates to be ensured in addition to specification requirement.</p> <ul style="list-style-type: none"> • SIZE OF THE PLATE(eg: SH 2.5 x 1250 x 3000 mm) • MATERIAL SPECIFICATION (eg: SA240 TP304) • MELT NUMBER • COIL NUMBER • WEIGHT • NAME (OR) MARK OF MANUFACTURER <p>f) Supply of sheets/plates should not be in Black condition. Offer will be rejected</p> <p>g) Our width range is 900 mm to 2000 mm. However ordering width as per PO is to be accepted. Confirm otherwise offer will not be considered.</p> <p>h) Our length range is 3000 mm to 4000 mm. However ordering length as per PO is to be accepted. Confirm otherwise offer will not be considered.</p>	
	<p>i) Part item ordering to be accepted otherwise offer is liable for rejection.</p> <p>j) Quantity tolerance on total order quantity plus/minus 5 % only acceptable(+/-5 %) with mutual agreement before dispatch for each purchase order.</p>	
03.	<p>a) Only Manufacturers need to respond this enquiry. Agents will not be entertained.</p> <p>b) Offers of Traders / Stockists will be rejected.</p>	
04.	<p><u>Invoicing:</u> Invoicing on theoretical weight basis calculated as per size indicated against respective item numbers with density factor of 8.00 gm/cc.</p>	
05.	<p><u>Offer Submission:</u></p> <p>a. The offer will be evaluated on individual item basis only. Hence Base price for each thickness per specification is to be given.</p>	

	<p>b. Suppliers to quote FIRM BASE PRICE on which Price Variation Clause(PVC) shall be operated. The details of PVC formula is given in Annexure-C for PVC calculation. Other than firm base price, Freight rate/MT and statutory levies (like ED, CST/VAT etc), any other charges if quoted will not be accepted and offer is liable for rejection.</p> <p>c. Submit your competitive offer rate per MT with best possible delivery on FOR BHEL-Trichy basis.</p> <p>d. Firm base price to include inspection, UT charges etc. The offer will be evaluated on total landed cost to BHEL-Trichy.(loading charges for Payment will be added if applicable)</p> <p>i. Total landed cost = Basic + Freight (For supplies within Tamil Nadu) ii. Total landed cost = Basic + Freight + CST (For Supplies from states other than Tamil Nadu)</p> <p>e. Freight charges to be quoted without service tax. Service tax on freight is reimbursable against submission of documentary evidence.</p>	
06.	<p>Price Variation Clause (PVC):</p> <p>a) PVC rate(plus or minus) will be applied on firm base price as outlined in Annexure-C. Suppliers to go through the Annexure for better understanding and give their acceptance for PVC clause. In case, PVC clause is not accepted, offer will be summarily rejected.</p> <p>b) Any increase / decrease in Nickel and ferro chrome price up to 3% over the firm base price(for nickel & ferro chrome), the PVC will not be applicable and your specific acceptance to this has to be indicated in the offer.</p> <p>c) PVC is applicable for TP300, TP400 series specification.</p>	
07	<p>Ordering on Competitive Sources:</p> <p>The offer will be evaluated on common base rate by taking Nickel, Ferro chrome and exchange rate applicable on the day of tender opening. The nickel and ferro chrome rates will taken from Metal bulletin (See Annexure-C also). Rate Contract will be concluded based on the factors like competitiveness of prices quoted by the Suppliers, delivery period, technical and commercial suitability.</p>	
08.	<p>Conventional Price Bid opening (or) Reverse Auction(RA):</p> <p>Technically & commercially acceptable vendors will be considered for conventional price bid opening. However BHEL reserves the right to adopt Reverse auction route instead of conventional price bid opening for this enquiry at its discretion after finalizing the techno-commercial bids. In case RA is adopted :</p> <p>a. Only after technical evaluation and if found suitable, reverse auction will be conducted for further process.</p> <p>b. Reverse auction will be conducted through internet/email.</p> <p>c. Vendors will be suitably informed about the working procedures of reverse auction and BHEL will provide all the relevant details through our service provider to enable the vendor to participate. Both indigenous and import vendors to participate in the reverse auction at the same time and no special arrangements/exception will be made for import sources.</p>	
09.	<p>Payment terms: (For Indigenous supplier)</p> <p>a) Our payment term is 100% direct EFT payment within 60days after receipt & acceptance of material at our stores. Suitable loading will be done on price to evaluate the offer for deviation in above payment terms.</p> <p>b) LC or other mode of payment like document through bank or advance payment are not acceptable and offer shall be rejected.</p> <p>c) For New suppliers, refer clause 16(A, B) additionally.</p>	
10.	<p>Delivery:</p> <p>a) The offer shall clearly indicate delivery period in fixed number of weeks from the date of Purchase Order. BHEL will not agree for any deviation from the agreed delivery time after finalization of Rate Contract. Generally we require delivery of materials within 4 to 6</p>	

	weeks from the date of Order.	
	<p>b) Liquidated Damage: In case of delayed delivery, LD Clause will be operated as per the existing procedures (0.5 % per week of delay of value of undelivered goods up to a maximum of 10 %). Specific confirmation for this clause has to be given in the offer</p>	
	<p>c) Risk Purchase clause: Request for technical deviation or withdrawal of offer by the tenderer will not be accepted after entering into rate contract with BHEL. Delay in delivery or failure in effecting deliveries in time may call for alternate procurement action by invoking risk purchase clause. Specific confirmation for this clause has to be given in the offer.</p>	
	<p>d) Performance bank guarantee: Performance bank guarantee for 10% order value to be submitted. Confirm your acceptance.</p>	
11.	<p>Inspections & Testing:</p> <p>a) Mill test Certificates to be issued for the supply. Test certificates must incorporate details regarding material specification, Melt no, Manufacturing process and heat treatment done on material, BHEL purchase order no, supplier name and logo, TC no, size and results obtained in chemical and mechanical testing. The test certificates must bear signature of competent personnel of suppliers. Test certificates are to be sent along with materials.</p> <p>b) Testing and inspection charges to supplier's account only.</p>	
12.	<p>Validity of Rate Contract: The proposed Rate Contract will have a validity of 24 months from the date of finalising rate contract. 24 months validity is required otherwise offer will be rejected.</p>	
13.	This tender will be monitored by Independent external monitor (IEM). For information.	
14.	Signed Integrity pact (IP) should be furnished along with offer. IP would be signed by authorized official of the bidder/vendor/contractor. Offer without signed Integrity Pact(IP) shall be rejected. Copy of IP should be enclosed.	
15.	<p>For New Supplier (Not already registered with BHEL-Trichy) : Suppliers who are not already registered with BHEL-Trichy shall submit the Supplier Registration Form duly filled along with the Techno-commercial Bid. Following details are to be ensured.</p> <p>a) Details such as mill capacity and capability, credentials, Catalogues. b) Supply details for last five years to companies abroad / India c) ISO certification d) Details of facility installed e) Quality manual f) Collaboration if any with suitable supporting documents. g) Details of Indian Office</p>	
16.	<p>(A) In case of new supplier(not supplied SS material to BHEL, Trichy), following conditions to be accepted.</p> <p>(i) Technical offer will be evaluated as per NIT conditions for enlistment as Trial vendor.</p> <p>(ii) Integrated steel making and rolling facility on their own is mandatory.</p> <p>(iii) Credentials for inhouse testing facility is mandatory. Provide details.</p> <p>(iv) Detailed reference list indicating below details for the last five years with respect to our tendered sizes is required. 'Year of Supply' 'Specification', 'Thickness' 'Width' 'Length' 'Qty' 'Enduse'</p> <p>(v) Acceptance to Pre dispatch inspection by BHEL or BHEL approved TPI at mill.</p> <p>(vi) A trial order has to be completed for 50 MT or any proportion of the quantity mutually agreed to evaluate the delivery and supply performance. Only after completion of trial order, the new supplier will be addressed for ordering against the Rate contract for the respective competitive items.</p> <p>(vii) BHEL's payment term(100% payment after receipt & acceptance of material at our stores) for trial order to be accepted.</p>	

	<p>(viii) Incase of supply issues during the trial order execution by new source, then BHEL has the option to order on other competitive sources finalized in the rate contract based on the counter offered rates.</p> <p>Above conditions are to be accepted without fail. Otherwise offer will be rejected.</p>	
	<p>(B) Offer will be rejected in case of :</p> <p>a) Vendor registration docs duly not filled.</p> <p>b) Non Acceptance to trial order supply as explained above</p>	
17.	Offer is to be submitted in TWO part bids system. Technical bid with commercial terms and conditions and Priced bid each in separate sealed covers. Enquiry reference and due date to be indicated on the envelope for both Technical & Priced bid.	
18.	Offer/Price validity of 45 days is required after the price bid opening in case you are technically and commercially qualified. Offer is liable for rejection if not confirmed.	
19.	BHEL reserves the right to reject any or all the offers either in full or part thereof or short close the tender at our discretion without assigning any reasons considering BHEL's commercial interest. This is for information.	
20.	<p>General:</p> <p>i) The offer must be complete in all respects. Incomplete and illegible offer will be rejected.</p> <p>ii) Best competitive rates must be quoted at the first instance itself as rate contract is to be finalised which is valid for 24 months.</p> <p>iii) BHEL reserves the right to increase or decrease the tendered quantity and split the tendered quantity among more than one tenderer and place orders accordingly in any proposition, based on delivery commitment, requirement and suppliers capability in terms of delivery and quality.</p> <p>iv) Acceptance to counter offer rate is required from successful bidders after finalization of this rate contract. (ie) Lowest rate of one supplier for particular item(s) will be offered to other successful bidder for acceptance to enable ordering on emergency condition. However acceptance for counter offer rate does not guarantee placement of order.</p>	
21.	<p>Radio activity Check:</p> <p>a) SS materials shall be checked for radioactive contamination and reported. Survey meter shall be used to measure at 5cm near the surface. Confirm.</p> <p>b) Acceptance limits: Shall be less than 0.1 milli Rontgen (MR) per hr or 1 micro Sievert per hr. Measured Radioactivity levels shall be reported in the Mill Test Certificate. (Not to be recorded in IBR Form). Confirm.</p>	
22.	<p>Competitive offer (Technical & Priced bid) to the following address is to be submitted within due date of this tender.</p> <p>TO:</p> <p>Sr MANAGER/ PURCHASE / MM/ OUTSOURCING FIRST FLOOR, 79 BLDG, BHEL- TRICHY, INDIA PIN: 620014 Tel: 0431-2574205/ 4190 E-mail: saruna@bheltry.co.in</p>	
23.	<p>Enclosures:</p> <p>a) Annexure-B b) PVC calculation sheet c) Annexure-C (PVC working) d) Terms and conditions</p> <p>e) Integrity Pact(IP). f) Supplier registration form</p>	

<p>(On behalf of BHEL)</p>	<p><u>To be filled & signed by Original manufacturer / Mill</u></p> <p>Name of Mill:</p> <p>Name of authorized official of Mill:</p> <p>Designation / Department:</p> <p>Signature:</p> <p>Seal:</p>
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ANNEXURE - B
PROPOSED RATE CONTRACT FOR SS SHEETS AND PLATES)

(TO

Ref: 1001300016

Dt: 04.05.13


Sl.No.	Specification.	Thickness in mm	Qty. MT
01	SA240 TP304	Sheets 0.5,1.0, 1.6, 2.0, 2.5 & 3.15 mm PL 4, 5, 6, 8, 10, 12, 16, 20,22 mm PL. 25, 30,32, 36,40, 45,& 50 mm	10185
02	SA240 TP304L	PL 10,22 & 30 mm	115
03	AISI 309	PL 5 & 10 mm	115
04	A167 TP309	PL 5, 6 ,8,10 & 12 mm	900
05	SA240TY309S	PL 12 mm	105
06	A167 TP310	PL 5, 6 , 8,10 , 12, 16 & 20 mm	125
07	SA240 TP310S	Sheets 1.6, 2.5 & 3.15 mm PL 5, 6 , 8, 10 12 & 20 mm	1180
08	SA240TY 316	PL 6 and 10 mm	100
09	SA240 TP316L	PL 5, 6, 8 ,10 & 12 mm	630
10	SA240 TP321	Sheets 1.6 mm PL 5, 6, 8, 10 & 12 mm	50
11	SA240 TP409	Sheets 1.6, 2.0, 2.5, 2.6 & 3.15 mm	250
12	SA240 TP409S	PL 12 mm	50
13	SA240 TP410	PL 10 & 12 mm	2165
14	SA240 TP410S	PL 6, 10, 12 & 16 mm	100
15	SA240 TP430	Sheets 2.5 & 3.15 mm	930
For two years period =			17000

> Quantity indicated against each specification is **ONLY APPROXIMATE** and may vary while ordering.

> Width of sheets and Plates may vary between 900 mm to 2000 mm

> Length of sheets and Plates varies from 3000 mm to 4000 mm

> Tolerance on Qty 17000 MT is +/- 20%


S. ARUNACHALAM
 SR. MANAGER
 OUTSOURCING
 BHEL, TRICKY - 520 014

MM / OUTSOURCING / BHEL – TRICHY

RATE CONTRACT FOR STAINLESS STEEL SHEETS & PLATES

ANNEXURE – C

PVC formula :

(A) PVC rate for TP300 series = Fixed Base Rate(FBR) ± (Nickel Surcharge + Ferro Chrome surcharge)

(B) PVC rate for TP400 series = Fixed Base Rate(FBR) ± Ferro Chrome surcharge

I) PVC FORMULA FOR PRICE QUOTED IN INR:

- Nickel Surcharge = [(N1 x E1) - (N0 x E0)] x Nc **
- Ferro Chrome surcharge = [(Cr1 x E1) - (Cr0 x E0)] x Crc **

II) PVC FORMULA FOR PRICE QUOTED IN US \$

- Nickel Surcharge = [N1 - N0] x Nc **
- Ferro Chrome surcharge = [Cr1 - Cr0] x Crc **

** Formula Details:

- The fixed base rate(FBR) is the rate finalized from the vendors through tender.
- Value obtained in the above "Nickel Surcharge / Ferro chrome surcharge" formula will be either plus or minus. This value will be added / subtracted with FBR for each specification.
- Final rate obtained in formula (A)/(B) for TP300/TP400 series will be the ordering rate.

Value for E0, N0, Cr0 : (These values will be used for calculating the PVC price)

E0 = SBI TT selling exchange rate(**E0**) prevailed on the date of tender opening(Technical bid part-I)
N0 = LME cash-official average rate for nickel(**N0**) from Metal bulletin on tender opening(Technical bid part-I) date = xxxxx USD / MT.
Cr0= Base rate of ferro chrome(**Cr0**) from Metal bulletin on tender opening(Technical bid part-I) date = x.xx USD / lb.
This rate is taken from Metal Bulletin (Bulk alloys column → Ferro chrome rate lowest for 52% Cr (High carbon) .

Rate is in \$/lb. Will be converted into \$/MT. (1 lb = 0.4534 kg)

Value for E1, N1, Cr1 : (These values will be used for calculating the PVC price)

E1 = SBI TT selling exchange rate 60 days prior to the date of PO proposal is to be taken.
(eg: if PO date is 08.05.13, exchange rate to be taken as on 10.03.13).

N1 = Nickel Price (Current) in USD per MT from Metal Bulletin.
= 15 days LME cash-official average Nickel Price, 60 days prior to date of ordering.



(eg: if PO date is 08.05.13, the average Nickel rate (LME) between 10.03.13 to 24.03.13 will be taken)

Cr1 = Ferro chromel Price (Current) in USD per MT

This rate is taken from Metal Bulletin (Bulk alloys column → Ferro chrome rate lowest for 52% Cr (High carbon) .

Rate is in \$/lb. Will be converted into \$/MT. (1 lb = 0.4534 kg)
(15 days Average for Ferro chrome price similar to N1)


Value for Nc, Crc :

Nc = Nickel Content of the respective specification as per ASME standard(See table below)

Crc = Chromium content of the respective specification as per ASME standard (See table below)

Specification	% of Nickel	Nc	% of Chromium	Crc
TP 304 & 304L	8%	0.0825	18%	0.1825
TP 309 & 309S	12%	0.1225	22%	0.2225
TP 310 & 310S	19%	0.1925	24%	0.2425
TP 316 & 316L	10%	0.1025	16%	0.1625
TP 321	9%	0.0925	17%	0.1725
TP 409			10.5%	0.1075
TP410 & 410S			11.5%	0.1175
TP430			16%	0.1625

- Nickel content is negligible for TP400 specification.
- 0.0025% is added with Nickel, Chromium content for burning loss in order to obtain the lowest required Nickel, Chromium content.
- Since nickel content is negligible in 400 series, only Ferro chrome surcharge will be considered for calculation of applicable rates using PVC formula. Both nickel and ferro chrome surcharge will be considered for calculation of applicable rates for 300 series using PVC formula.


S. ARUNACHALAM
SR. MANAGER
OUTSOURCING
BHEL, TRIPURA - 721 014

PVC FORMULA SHEET-1

Ref: Enq.No.100130016 / dt. 04.05.13

(PO Date 08.05.13)

Sl.No	Date	Sl.No	Date	Sl.No	Date
1	10-Mar-2013	21	30-Mar-2013	41	19-Apr-2013
2	11-Mar-2013	22	31-Mar-2013	42	20-Apr-2013
3	12-Mar-2013	23	1-Apr-2013	43	21-Apr-2013
4	13-Mar-2013	24	2-Apr-2013	44	22-Apr-2013
5	14-Mar-2013	25	3-Apr-2013	45	23-Apr-2013
6	15-Mar-2013	26	4-Apr-2013	46	24-Apr-2013
7	16-Mar-2013	27	5-Apr-2013	47	25-Apr-2013
8	17-Mar-2013	28	6-Apr-2013	48	26-Apr-2013
9	18-Mar-2013	29	7-Apr-2013	49	27-Apr-2013
10	19-Mar-2013	30	8-Apr-2013	50	28-Apr-2013
11	20-Mar-2013	31	9-Apr-2013	51	29-Apr-2013
12	21-Mar-2013	32	10-Apr-2013	52	30-Apr-2013
13	22-Mar-2013	33	11-Apr-2013	53	1-May-2013
14	23-Mar-2013	34	12-Apr-2013	54	2-May-2013
15	24-Mar-2013	35	13-Apr-2013	55	3-May-2013
16	25-Mar-2013	36	14-Apr-2013	56	4-May-2013
17	26-Mar-2013	37	15-Apr-2013	57	5-May-2013
18	27-Mar-2013	38	16-Apr-2013	58	6-May-2013
19	28-Mar-2013	39	17-Apr-2013	59	7-May-2013
20	29-Mar-2013	40	18-Apr-2013	60	8-May-2013

PVC FORMULA SHEET-2

Ref: Enq.No.100130016 / dt. 04.05.13 (PO Date 08.05.13)

Nickel & Ferro chrome average details

Sl.No.	Date	Nickel price USD/MT	Ferro Chrome price USD/LB	
1	10-Mar-2013	17540	---	
2	11-Mar-2013	17325	1.125	
3	12-Mar-2013		---	(Saturday)
4	13-Mar-2013		---	(Sunday)
5	14-Mar-2013	17360	---	
6	15-Mar-2013	17190	---	
7	16-Mar-2013	17285	---	
8	17-Mar-2013	17385	---	
9	18-Mar-2013	17630	1.125	
10	19-Mar-2013		---	(Saturday)
11	20-Mar-2013		---	(Sunday)
12	21-Mar-2013	17380	---	
13	22-Mar-2013	17375	---	
14	23-Mar-2013	17485	---	
15	24-Mar-2013	17300	---	

191255

Average = 17386.818 1.125

Exchange rate, Nickel & ferro chrome price indicated above is only an example.

Nickel Content			
in 8%	TP 304 & L		0.0825
in 12%	TP 309		0.1225
in 19%	TP 310 &		
	TP 310S		0.1925
in 10%	TP 316 & L		0.1025
In 9%	TP 321		0.0925

Chroium Content			
in 18%	TP 304 & L		0.1825
in 22%	TP 309		0.2225
in 24%	TP 310		0.2425
	TP 310S		0.2425
in 16%	TP 316 & L		0.1625
in 17%	TP 321		0.1725
in 10.5%	TP 409		0.1075
in 11.5%	TP 410 & S		0.1175
in 16.0%	TP 430		0.1625

For Nickel

PVC = (17386.818 - 26825) = -9438.18 US\$

For Ferro Chrome

PVC = (2481.253 - 2756.948) = -275.69 US\$

	Ni	Ni content	Rate/MT(\$)	PVC impli. \$ / Kg
TP304 & L	-9438.18	0.0825	-778.65	-0.779
TP309	-9438.18	0.1225	-1156.18	-1.156
TP310 & S	-9438.18	0.1925	-1816.85	-1.817
TP316 & L	-9438.18	0.1025	-967.41	-0.967
TP321	-9438.18	0.0925	-873.03	-0.873
	Cr	Fe-Chrome content	Rate/MT(\$)	PVC impli. \$ / Kg
TP304 & L	-275.69	0.1825	-50.31	-0.050
TP309	-275.69	0.2225	-61.34	-0.061
TP310 & S	-275.69	0.2425	-66.86	-0.067
TP316 & L	-275.69	0.1625	-44.800	-0.045
TP321	-275.69	0.1725	-47.557	-0.048
TP409	-275.69	0.1075	-29.637	-0.030
TP410 & S	-275.69	0.1175	-32.394	-0.032
TP430	-275.69	0.1625	-44.800	-0.045

PVC FORMULA SHEET-3.2 (For US\$ Currency)

PVC FORMULA WITH NICKEL AND FERRO CHROME.

(Prices indicated in this sheet are only example. Not actual values)

PO Date: 08.05.2013

###

<p>Cr1 = Ferro chrome price (Current) in USD per MT = 15 days average ferro Chrome price two months prior to date of ordering. (PO date is 08.05.13, than the average Ferro chrome rate (LME) between 10.03.2013 to 24.03.2013 will be taken from Metal Bulletin)</p> <p>Cr0 = Base ferro chrome price (original) in USD per MT will be taken from Metal Bulletin on Techno-Commercial bid tender opening.</p> <p>Cr c = Ferro chromium content of the respective specification as per ASME standard</p>	<p>N1 = Nickel Price (Current) in USD per MT = 15 days average Nickel price two months prior to date of ordering. (PO date is 08.05.13, than the average Nickel rate (LME) between 10.03.2013 to 24.03.2013 will be taken from Metal Bulletin)</p> <p>No = Base Nickel price (original) in USD per MT will be taken from Metal Bulletin on Techno-Commercial bid tender opening.</p> <p>Nc = Nickel Content of the respective specification as per ASME standard</p>
<p>E0 = SBI TT selling exchange rate for US \$ on the date of RC Techno-Commercial bid tender opening(28.01.2011).</p> <p>E1 = SBI TT selling exchange rate for USD 60 days prior to the date of PO proposal is to be taken. (PO date is 08.05.13 exchange rate to be taken as on 10.03.13).</p>	

**USD(\$)
CURRENCY**

Value for N0, Cr0, E0 as on Tender opening date(28.01.2011)		Value for N1, Cr1, E1 (15 days average value two months prior to date of ordering)	
No: USD/MT =	26825	N1: USD/MT	17386.818
Cr0 : USD / MT = (Ferro Chrome 1.25 \$/lb)	2756.948	Cr1: USD/MT (Ferro Chrome 1.125 \$/lb)	2481.253
E0 for US \$: Rs / US\$ =	46.23	E1 for US \$: Rs / US\$ =	54.68

I. Through Normal sales					
		(FBR-Fixed base rate)	PVC impli.(Surcharge)	Final Ord Basic	Nickel % inc / dec
		Basic price \$ / Kg	\$ / Kg	\$ / Kg	
Specn.	Size		Minus Nickel	Minus Chromium	-35.18
					Chromium% inc/dec -10.00

TP304	SH. 0.5	4.607	-0.779	-0.050	3.78
TP309	PL 6	6.310	-1.156	-0.061	5.09
TP310	PL 5	8.450	-1.817	-0.067	6.57
TP316L	PL 10	5.908	-0.967	-0.045	4.90
TP321	SH. 1.6	5.075	-0.873	-0.048	4.15
TP409	SH. 3.15	1.947		-0.030	1.92
TP410	PL 12	2.033		-0.032	2.00
TP410S	PL 6	2.025		-0.032	1.99
TP430	SH. 2.5	2.120		-0.045	2.08

PVC impl. LESS

^^
Above Fixed Base rates(US \$) to be given by supplier in the price bid.
(for each thickness/specification)

^^
Imports = Above final price in US\$ for ordering

PVC FORMULA SHEET-1

Ref: Enq.No.100130016 / dt. 04.05.13

(PO Date 08.05.13)

Sl.No	Date	Sl.No	Date	Sl.No	Date
1	10-Mar-2013	21	30-Mar-2013	41	19-Apr-2013
2	11-Mar-2013	22	31-Mar-2013	42	20-Apr-2013
3	12-Mar-2013	23	1-Apr-2013	43	21-Apr-2013
4	13-Mar-2013	24	2-Apr-2013	44	22-Apr-2013
5	14-Mar-2013	25	3-Apr-2013	45	23-Apr-2013
6	15-Mar-2013	26	4-Apr-2013	46	24-Apr-2013
7	16-Mar-2013	27	5-Apr-2013	47	25-Apr-2013
8	17-Mar-2013	28	6-Apr-2013	48	26-Apr-2013
9	18-Mar-2013	29	7-Apr-2013	49	27-Apr-2013
10	19-Mar-2013	30	8-Apr-2013	50	28-Apr-2013
11	20-Mar-2013	31	9-Apr-2013	51	29-Apr-2013
12	21-Mar-2013	32	10-Apr-2013	52	30-Apr-2013
13	22-Mar-2013	33	11-Apr-2013	53	1-May-2013
14	23-Mar-2013	34	12-Apr-2013	54	2-May-2013
15	24-Mar-2013	35	13-Apr-2013	55	3-May-2013
16	25-Mar-2013	36	14-Apr-2013	56	4-May-2013
17	26-Mar-2013	37	15-Apr-2013	57	5-May-2013
18	27-Mar-2013	38	16-Apr-2013	58	6-May-2013
19	28-Mar-2013	39	17-Apr-2013	59	7-May-2013
20	29-Mar-2013	40	18-Apr-2013	60	8-May-2013

PVC FORMULA SHEET-2

Ref: Enq.No.100130016 / dt. 04.05.13 (PO Date 08.05.13)

Nickel & Ferro chrome average details

Sl.No.	Date	Nickel price USD/MT	Ferro Chrome price USD/LB	
1	10-Mar-2013	17540	---	
2	11-Mar-2013	17325	1.125	
3	12-Mar-2013		---	(Saturday)
4	13-Mar-2013		---	(Sunday)
5	14-Mar-2013	17360	---	
6	15-Mar-2013	17190	---	
7	16-Mar-2013	17285	---	
8	17-Mar-2013	17385	---	
9	18-Mar-2013	17630	1.125	
10	19-Mar-2013		---	(Saturday)
11	20-Mar-2013		---	(Sunday)
12	21-Mar-2013	17380	---	
13	22-Mar-2013	17375	---	
14	23-Mar-2013	17485	---	
15	24-Mar-2013	17300	---	

191255

Average = 17386.818 1.125

Exchange rate, Nickel & ferro chrome price indicated above is only an example.

Ref: Enq.No.100130016 /dt.04.05.13

PVC FORMULA SHEET-3.1 (INR Currency)

PVC FORMULA WITH NICKEL AND FERRO CHROME.

PO Date: 08.05.2013

###

(Prices indicated in this sheet are only example. Not actual values)

PVC formulae [(N1 x E1) - (N0 x E0)] x Nc (Nickel)

Nickel Content		
in 8%	TP 304 & L	0.0825
in 12%	TP 309	0.1225
in 19%	TP 310 & TP 310S	0.1925
in 10%	TP 316 & L	0.1025
In 9%	TP 321	0.0925

PVC formulae : [(Cr1 x E1) - (Cr0 x E0)] x CrC (Chorme)

Chroium Content		
in 18%	TP 304 & L	0.1825
in 22%	TP 309	0.2225
in 24%	TP 310 & TP 310S	0.2425
in 16%	TP 316 & L	0.1625
in 17%	TP 321	0.1725
in 10.5%	TP 409	0.1075
in 11.5%	TP 410 & S	0.1175
in 16.0%	TP 430	0.1625

Cr1 = Ferro chrome price (Current) in USD per MT = 15 days average ferro Chrome price two months prior to date of ordering.
(PO date is 08.05.13, than the average Ferro chrome rate (LME) between 10.03.2013 to 24.03.2013 will be taken from Metal Bulletin)
Cr0 = Base ferro chrome price (original) in USD per MT will be taken from Metal Bulletin on Techno-Commercial bid tender opening.
Cr c = Ferro chromium content of the respective specification as per ASME standard

N1 = Nickel Price (Current) in USD per MT = 15 days average Nickel price two months prior to date of ordering.
(PO date is 08.05.13, than the average Nickel rate (LME) between 10.03.2013 to 24.03.2013 will be taken from Metal Bulletin)
No = Base Nickel price (original) in USD per MT will be taken from Metal Bulletin on Techno-Commercial bid tender opening.
Nc = Nickel Content of the respective specification as per ASME standard

E0 = SBI TT selling exchange rate for US \$ on the date of RC Techno-Commercial bid tender opening (28.01.2011).

E1 = SBI TT selling exchange rate for USD 60 days prior to the date of PO proposal is to be taken.

(PO date is 08.05.13 exchange rate to be taken as on 10.03.13).

INR CURRENCY

Value for N0, Cr0, E0 as on Tender opening date(28.01.2011)		Value for N1, Cr1, E1 (15 days average value two months prior to date of ordering)	
No: USD/MT =	26825	N1: USD/MT	17386.818
Cr0 : USD / MT = (Ferro Chrome 1.25 \$/lb)	2756.948 1 lb = 0.4534 Kg.	Cr1: USD/MT (Ferro Chrome 1.125 \$/lb)	2481.253 1 lb = 0.4534 Kg.
E0 for US \$: Rs / US\$ =	46.23	E1 for US \$: Rs / US\$ =	54.68

I. Through Normal sales					
		(FBR-Fixed base rate)	PVC impli.(Surcharge) Rs / Kg	Final Ord Basic Rs / Kg	Nickel % inc / dec
Specn.	Size	Basic price Rs / Kg	Minus Nickel	Minus Chromium	Chromium% inc/dec
					-35.18
					-10.00

For Nickel

PVC = (17386.818 x 54.68) - (26825 x 46.23) = **-289408.54** INR

For Ferro Chrome

PVC=(2481.253 x 54.68) - (2756.948 x 46.23)= **8221.22** INR

	Ni	Ni content	Rate/MT(INR)	PVC impli. Rs / Kg
TP304 & L	-289408.54	0.0825	-23876.20	-23.876
TP309	-289408.54	0.1225	-35452.55	-35.453
TP310 & S	-289408.54	0.1925	-55711.14	-55.711
TP316 & L	-289408.54	0.1025	-29664.38	-29.664
TP321	-289408.54	0.0925	-26770.29	-26.770
	Cr	Fe-Chrome content	Rate/MT(INR)	PVC impli. Rs / Kg
TP304 & L	8221.22	0.1825	1500.37	1.500
TP309	8221.22	0.2225	1829.22	1.829
TP310 & S	8221.22	0.2425	1993.65	1.994
TP316 & L	8221.22	0.1625	1335.948	1.336
TP321	8221.22	0.1725	1418.160	1.418
TP409	8221.22	0.1075	883.781	0.884
TP410 & S	8221.22	0.1175	965.993	0.966
TP430	8221.22	0.1625	1335.948	1.336

TP304	SH. 0.5	213.000	-23.876	1.500	190.62
TP309	PL 6	291.714	-35.453	1.829	258.09
TP310	PL 5	390.632	-55.711	1.994	336.91
TP316L	PL 10	273.124	-29.664	1.336	244.80
TP321	SH. 1.6	234.616	-26.770	1.418	209.26
TP409	SH. 3.15	90.000		0.884	90.88
TP410	PL 12	94.000		0.966	94.97
TP410S	PL 6	93.616		0.966	94.58
TP430	SH. 2.5	98.000		1.336	99.34

PVC impl. LESS

^^
Above Fixed Base rates(INR) to be given by supplier in the price bid. (for each thickness/specification)

^^
Indegeneous= **Above price is ordering price in INR.**

TERMS AND CONDITIONS (IMPORT SUPPLIERS)

1. OFFER:

Offer in ENGLISH LANGUAGE AND IN TRIPLICATE in a SEALED COVER SUPERSCRIBING the enquiry number and the due date shall be submitted addressed to:

**THE MANAGER / PURCHASE / FB
BHARAT HEAVY ELECTRICALS LIMITED
HIGH PRESSURE BOILER PLANT
THIRUCHIRAPPALLI – 620 014
TAMIL NADU
INDIA**

offers should be firm for net FOB Nearest Sea Port price and C&F Chennai port, indicating the shipping specifications and the earliest delivery in respect of offers from overseas suppliers. Offers from indigenous sources shall be firm for FOR TIRUCHIRAPPALLI

2. DOCUMENTS:

(1) offers should be accompanied by detailed technical literature, catalogue and detailed dimensional drawings in ENGLISH and in TRIPLICATE, or otherwise, the offers will not be considered.

(2) in case overseas suppliers route their offer through their accredited selling agents, a letter of authority should be furnished mentioning the name and address of their selling agents, who are authorized to bid, negotiate and conclude a contract on their behalf.

3. AGENCY COMMISSION:

(1) in respect of offers from overseas suppliers, agency commission, if any, payable to their agents in India, shall invariably be shown separately in the Performa invoice and this will be paid by us in India, in Indian rupees, on satisfactory completion of the contract.

(2) if overseas principal has any tie-up with any third party in respect of agency commission it should be declared while submitting offers.

(3) copies of current agency agreement / authorization letter in respect of agency commission shall be furnished along with offer, if not made available earlier.

(4) for calculation of rupee equivalent of agency commission, exchange rate as prevailing on the date of order will be taken.

4. SPARES:

The tenderer should quote separately for spares that are required for two years trouble free operation. The spares offer should accompany the offer of main equipment, otherwise the quotations will be overlooked.

5. VALIDITY:

The offers for main equipment and spares shall be kept open for acceptance for 120 days (one hundred and twenty days) from the date of opening of the tender.

6. TEST CERTIFICATES, OPERATING AND MAINTENANCE MANUALS:

The tenderer shall clearly mention in their offer, that test certificates and operation and maintenance manuals, etc., as called for in the technical specification, in the required number of copies will be provided at no extra cost. If any amount is payable as extra, the same shall be indicated separately in the offer.

7. TERMS OF PAYMENT:

In the event of an order the purchaser will arrange for an irrevocable letter of credit against presentation of documents. Under no circumstances confirmed and irrevocable letter of credit will be established by the purchaser.

8. GENERAL:

(1) preference will be given to suitable indigenous or ex-stock in ported offers, failing which imported offers from incoming consignment against the indigenous supplies "stock and license" will be accepted, if "stock and sale license" is not available with the indigenous suppliers, the same shall be indicated in their offer.

(2) bank guarantee: the supplier in the event of an order, should furnish a bank guarantee from an approved bank at no extra cost in a Performa which will be supplied to the supplier, along with the order, for an amount equivalent to 10% of the value of the contract. The bank guarantee should remain in full force and effect during the period that would be taken for successful completion of the contract and shall continue to be enforceable till 12 months from the date of receipt of consignment at purchaser's site or 18 months from the date of last shipment at the port of delivery whichever is earlier.

9. LD/ PENALTY AND INTEREST ON ADVANCES FOR DELAY IN DELIVERY:

" if the supplier fails to delivery the raw materials / equipment / components within the period specified in the contract the purchaser shall deduct liquidated damages a sum equivalent to 0.5% of the price for each week of delay upto a maximum of 15% of the price of the delayed / undelivered goods, in addition to the recovery of interest at normal cash credit rate plus 2% for the unadjusted portion of the advances. If the delay in delivery of a part contributes to delay in execution of total system, LD and interest on advances will be recovered on the total contract price / total advance paid"

TERMS AND CONDITIONS (Indigenous)

1.A) QUOTATIONS: Each tender should be sent in double cover, inner cover should be sealed with tenderer's distinctive seal and super scribed with correct tender no. Item of supply and due date of opening the outer cover should only bear the address of this office and should not have any indication that a tender is within. Two or more quotations should not be sent in one cover but the quotation against each tender should be sent separately to avoid confusion. Tender should not be addressed to any individual's name but only by designation.

b) Tenders should be free from CORRECTION AND ERASURES. Corrections if any must be attested; all amounts shall be indicated both in words as well as in figures. Where there is difference between amount quoted in words and figures, amount quoted in words shall prevail.

c) Price should be net F.O.R. dispatching station inclusive of risk in transit and remain valid for 60 days from the due date.

d) If any sales tax is payable as extra to the quoted price it should be specifically stated in quotations along with CST & TNGST no falling which the purchaser will not be liable for payment of sales tax. Our T.N.G.S.T no 3560005 dt. 01.04.1995 CST no 239383 dt, 11.06.1991

e) No revision of prices will be entertained after tenders are opened.

f) Manufacturer's name trademark or patent no if any should be specified. Illustrative leaflets giving technical particulars are required along with quotation wherever necessary.

g) Products with I.S.I certification marks will be preferred.

h) The purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or full without assigning any reason whatsoever.

2. SAMPLES: Wherever possible sample should be submitted separately whether specifically requested or not so as to reach the purchaser on or before the due date of the enquiry. They should be clearly marked with the enquiry no and the date on the outside cover to facilitate identification.

3. PACKING AND MARKING: The supplier shall arrange for securely protecting and packing the stores to avoid loss or damages during transit.

4. TERMS OF PAYMENT: Payment will be made after 45 days on acceptance of materials. Wherever required by the purchaser, the successful tenderer must send the Operation and Maintenance manuals, Test Certificates, drawings, etc., for the materials ordered. These should be sent immediately after dispatch of the materials and a statement to that effect should be made in the invoice. Failure to comply with this provision will result in delay in payment of the bills. Goods dispatched either by V.P.P or by the document presented through bank will not be accepted unless agreed to by the purchaser.

The duplicate copy of the invoice meant for the transporters should accompany the material as stipulated under C.E. rules 52a and 173 c (or) 57gg. A Photostat copy of the above invoice for each Delivery Chelan should be submitted along with the original bills routed through bank or submitted directly to BHEL finance department.

5. SECURITY DEPOSIT: For purchases over Rs. 5000/- the successful tenderers may be requested to furnish a Bank Guarantee, Security deposit for an appropriate value as may be determined by BHEL

6. LIQUIDATED DAMAGES PENALTY AND INTEREST ON ADVANCES FOR DELAY IN DELIVERY:

If the supplier fails to deliver the raw material equipment components within the period specified in the contract the purchaser shall deduct liquidated damages a sum equivalent to 0.5% of the price for each week of delay up to maximum of 15% of the price of the delayed undelivered goods. In addition to the recovery of interest at normal cash credit rate plus 2% for the unadjusted portion of the advances. If the delay in delivery of a part contributes to delay in execution of total system, LD and interest on advances will be recovered on the total contract price total advance paid.

7. RISK PURCHASE: Alternatively the purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the time stipulated as aforesaid or if the same were not available, the best and the nearest available substitutes therefore. The supplier shall be liable for any loss, which the purchaser may sustain by reason of such risk purchases in addition to penalty at the rate mentioned in clause 6 above.

8. PREFERENTIAL DELIVERY: It should be noted if a contract is placed on a higher tenderer as a result of this invitation to tender in preference to the lowest acceptable offer in consideration of the earlier delivery, the seller will be liable to pay to the purchaser the difference between the contract rate and that of the lowest acceptable tender on the basis of final price F.O.R destination, including all eliminates of freights. Sales tax, duties and other incidents, incidental in case of failure to complete suppliers in terms of such contract within the date of delivery specified in the tender and incorporated in the contract.

9. MODVAT CREDIT: If any Excise Duty is payable, the chapter head / Sub-head reference and the rate of the duty should be quoted. If the tender is availing MODVAT credit for this input material, the effect of Proforma credit should be passed on to the purchaser. Tenderer under "MODVAT" shall be preferred.

10. PURCHASE: Preference will be given to CPSUS as per. Government guidelines.

11. GENERAL: The purchaser reserves the right to split up the tender and place order for individual terms with different tenderers and also increase or decrease the quantity.

Any other conditions which might have been quoted by the seller and are in contravention to the terms prescribed in the order and which have not been specifically accepted in by purchaser will not be applicable to the contract.

	Annexure-III GUIDELINES TO FOREIGN SUPPLIERS FOR FILLING UP SUPPLIER REGISTRATION FORM	Document No.	AA:MM:SR:01
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1. Prospective Suppliers may also visit our web site www.bhel.com (link Supplier Registration -> New Supplier Required) to know more about the requirement of new suppliers for various items in our units.
2. Registration Form no. SRF(F)01 may be obtained from BHEL website www.bhel.com.
3. Application for registration, with a covering letter detailing where your products can find application (if possible) in BHEL unit(s), should be sent to:

Supplier Development Cell
Unit Name:
Bharat Heavy Electricals Ltd.
City:
India

4. In case registration is being sought in multiple units of BHEL, please send the separate application to each unit.
5. Any clarification with respect to procedure for registration may be obtained from the Supplier Development Cell of respective BHEL unit.
6. All columns are to be filled up properly in the space provided for. Wherever it is not applicable, mention it as "Not Applicable". The form is to be signed by the authorised signatory and submitted in original.
7. Please attach separate sheet if the space provided is insufficient. For any other information also, separate sheet may be attached.
8. Any information / clarification required by BHEL during processing of registration must be given expeditiously.
9. Please ensure that all required enclosures are attached with the filled up Supplier Registration Form and all enclosures are numbered & list of enclosures is given as required.
10. As multiple copies of the application forms are required for processing at our end, please do not spiral bound the application forms or its enclosures and instead send them in two hole clip flat file.
11. Please fill up the check- list given on next page and send along with the Supplier Registration Forms to BHEL.
12. Please note that if you are registered and participate in Tender process and qualify to get order from BHEL, your performance based on Quality of your product, delivery performance and service rendered will be evaluated inline with Chapter VI.
13. If you are attaching a document in a language other than English, a self attested English translated document may please be also attached.



Annexure-III
**CHECK-LIST FOR FOREIGN
SUPPLIERS REGISTRATION FORM**

Document No.	AA:MM:SR:01
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S.N.	Check-Point	Yes/No
1.0	Information against all points in the Supplier Registration Form has been given.	
2.0	Authorisation letter has been enclosed (in case of Indian representative)	
3.0	Banker's certificate has been enclosed	
4.0	Are you an ISO: 9001 accredited supplier?	
4.1	If yes, have you enclosed copy of ISO 9001 accreditation certificate & "Table of Contents" of your Quality Manual?	
4.2	If no, have you enclosed written down procedure / manual of Quality Management System?	
5.0	Have you enclosed experience list/ performance certificate (as per sl. 3.0 of the form SRF(F) 01)	
6.0	List of enclosures has been furnished (as per Sl 5.0 of the form SRF(F) 01)	
7.0	All the parts of the form & enclosures have been signed by Authorised Signatory.	
8.0	D&B Report/ Creditreform report etc. has been attached.	

Date :

Signature & seal

(Authorised Signatory)

Note : This check list is to be attached with the filled up Supplier Registration Form.

BHARAT HEAVY ELECTRICALS LIMITED , INDIA

ANNEXURE- III

FORM NO. SRF(F)01 : (FOREIGN SUPPLIER)

Page 1 of 2

ALL THE PAGES OF THE FORM ARE TO BE SIGNED ALONGWITH SEAL BY THE AUTHORISED SIGNATORY

SUPPLIER REGISTRATION FORM	
1.0 GENERAL INFORMATION :	
1.1 NAME OF SUPPLIER : (TO BE REGISTERED)	
1.2 SUPPLIER ADDRESS : (TO BE REGISTERED)	
E - Mail :	
TELEPHONE : (Landline)-	Mobile
WEB SITE :	
1.3 DETAILS OF FACTORY / WORKS :	
ADDRESS :	
E - Mail :	
TELEPHONE : (Landline)-	Mobile
1.4 DETAILS OF MARKETING REPRESENTATIVE (OUTSIDE INDIA , IF ANY)	
ADDRESS :	
E - Mail :	
TELEPHONE : (Landline)-	Mobile
1.5 DETAILS OF INDIAN REPRESENTATIVE, IF ANY : (Attach authorisation letter)	
NAME :	
ADDRESS :	
E - Mail :	
TELEPHONE : (Landline)-	Mobile
1.6 CHIEF EXECUTIVE :	
1.7 YEAR OF ESTABLISHMENT :	

BHEL CERTIFIED ASSESSOR

BHARAT HEAVY ELECTRICALS LIMITED , INDIA

ANNEXURE-III

FORM NO. SRF(F)01 : (FOREIGN SUPPLIER)

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- 1.8 YEAR OF COMMENCEMENT OF BUSINESS :
- 1.9 PRODUCTION CAPACITY PER ANNUM (details of major manufacturing/ testing facilities to be given) :
- 1.10 PARTICULARS OF PRODUCTS INCLUDING SPECIFICATION AND RANGE OFFERED FOR REGISTRATION : (ATTACH BROCHURES AND CATALOGUES)
- 1.11 NAME (S) OF BANKERS :
- 1.12 BANKER'S CERTIFICATE AS TO CREDITWORTHINESS OF THE CLIENT
(Enclose Certificate) :
- 1.13 PORT OF LOADING :
- 1.14 NEAREST AIRPORT :
- 1.15 Report from D&B/ Creditreform etc. (As per Cl. 7.1 of Chapter V) (**MANDATORY**):

2.0 FINANCIAL INFORMATION : (FOR LAST 3 YEARS)

PARAMETER	YEAR -1	YEAR -2	YEAR -3
ANNUAL TURN OVER			
PROFIT AFTER TAX			

(COPY OF AUDITED ANNUAL ACCOUNTS FOR LAST 3 YEARS TO BE ENCLOSED)

3.0 QUALITY MANAGEMENT SYSTEM :

- 3.1 IS THE COMPANY ISO:9001 CERTIFIED : YES / NO
- 3.1.1 IF YES, ENCLOSE COPY OF CERTIFICATE & TABLE OF CONTENTS OF QUALITY MANUAL.
- 3.1.2 IF NO, ENCLOSE QUALITY MANAGEMENT SYSTEM OR WRITTEN DOWN PROCEDURE

4.0 EXPERIENCE LIST/ PERFORMANCE CERTIFICATE FOR OFFERED / SIMILAR ITEMS :

(ATTACH LIST OF PRESENT CUSTOMERS WITH NAME & ADDRESS FOR OFFERED / SIMILAR TYPE & SIZE OF ITEM / EQUIPMENT FOR WHICH REGISTRATION HAS BEEN SOUGHT AND WITH WHOM YOU HAVE CONTINUOUS BUSINESS SINCE LAST THREE YEARS)

5.0 ANY OTHER INFORMATION :

6.0 LIST OF ENCLOSURES :

(BROCHURES, CATALOGUES, TECHNICAL LITERATURE ETC.)

Signature & Seal

AUTHORISED SIGNATORY

E – Mail


NAME :

TELEPHONE : (Landline):

DESIGNATION :

Mobile :

DATE :

	Annexure-II GUIDELINES TO INDIAN SUPPLIERS FOR FILLING-UP SUPPLIER REGISTRATION FORM	Document No.	AA:MM:SR:01
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- Prospective Suppliers may also visit our web site www.bhel.com (link Supplier Registration -> New Supplier Required) to know more about the requirement of new suppliers for various items in our units.
- Registration Form may be obtained from BHEL website www.bhel.com.
- Application for registration, with a covering letter detailing where your products can find application (if possible) in BHEL unit(s), should be sent to:

Supplier Development Cell
Unit Name:
Bharat Heavy Electricals Ltd.
City:
India


- In case registration is being sought in multiple units of BHEL, please send the separate application to each unit.
- Any clarification with respect to procedure for registration may be obtained from the Supplier Development Cell of respective BHEL unit.
- The Supplier Registration Form has four parts:

Part A	Organisational Information	Form no. SRF(I)01 – page 1 to 10
Part B	Quality System	Form no. SRF(I)01 - page 11 to 12
Part C	Technical Competence	Form no. SRF(I)01 page 13 (if sent by BHEL)
Part D	Score Sheet (to be filled by BHEL)	Form no. SRF(I)01 page 14 to 17

The set of formats to be filled by different category of suppliers is as follows:

Sl.No	Supplier Category	Formats
1.	Indian Suppliers (manufacturers)	- Organisational Information - Quality System - Technical Competence
2.	Indian Stockist/ Trader/ Distributor/ Dealer/ Authorised Agent/ Channel partner/ Indian Sales office or Subsidiary of registered foreign principal	- Organisational Information SRF(I)01- Part A (page 1 to 10 except Sl. No. 5.1, 5.2, 6.6, 6.7, 7 & 8)

- All columns are to be filled up properly in the space provided for. Wherever it is not applicable, please mention “Not Applicable”. The form is to be signed by the authorised signatory.
- A separate sheet may be attached if the space provided is insufficient or additional information is to be given. Please put proper identification tag on the separately attached sheet.
- Please ensure that all required enclosures are attached with the filled up Supplier Registration Form and all enclosures are numbered & list of enclosures is given as required.
- As multiple copies of the application forms are required for processing at our end, please do not spiral bound the application forms or its enclosures and instead send them in two hole clip flat file.
- Incomplete forms will be rejected.
- Any information / clarification required by BHEL during evaluation must be given expeditiously.
- Please note that if you are registered and participate in Tender process and qualify to get order from BHEL, your performance based on Quality of your product, delivery performance and service rendered will be evaluated inline with Chapter VI.
- Please fill up the check- list given on next page and send along with the Supplier Registration Forms to BHEL.
- If you are attaching a document in a language other than Hindi/ English, a self attested Hindi/ English translated document may please be also attached.

	Annexure-II Check List for Indian Supplier Registration Form	Document No.	AA:MM:SR:01
		Revision No.	01
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Sl.No.	Check-Point	Yes/No
1.	Information against all points under “Organizational Information” (Part-A) has been given.	
2.	All enclosures and supporting documents have been enclosed.	
3.	Summary list of enclosures has been furnished as per S.N.10 of Organisational Information form no. SRF (I) 01 & S.N 12 of Quality system form no. SRF (I) 01.	
4.	Are you an ISO 9001 accredited supplier?	
5.	If yes, have you enclosed "Table of Contents" of your Quality Manual and copy of ISO 9001 accreditation certificate?	
6.	Have you filled up Quality System format given in Part B?	
7.	Technical requirements, specifications, drawings, standards have been received from BHEL before filling up Technical Competence, Part C.	
8.	All the parts of the form & enclosures have been signed by Authorised Signatory.	
9.	Have you attached EFT details? (In original, Certified by the bank)	
10.	If you are seeking registration for a MSME company (as per MSME Act of Government of India), have you attached requisite certificate as per Act?	

Date :

Signature & seal

(Authorised Signatory)

Note: This check list is to be attached with the filled up Supplier Registration Form.

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

ANNEXURE-II

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INFORMATION WITH * MARKS IS SCOREABLE.

PART- A : ORGANISATIONAL SOUNDNESS

ALL COLUMNS SHOULD BE PROPERLY FILLED IN THE SPACE PROVIDED FOR, WHEREVER IT IS NOT APPLICABLE, PLEASE WRITE "NOT APPLICABLE". INCOMPLETE OR INCORRECT FORMS MAY NOT BE CONSIDERED. **PLEASE ATTACH SEPARATE SHEET, IF SPACE AVAILABLE IS INADEQUATE.**

ALL THE PAGES OF THE FORM ARE TO BE SIGNED ALONGWITH SEAL BY THE AUTHORISED SIGNATORY

ORGANISATIONAL INFORMATION			
NAME AND CORRESPONDENCE ADDRESS OF THE SUPPLIER SEEKING REGISTRATION :-			
1.0 PRODUCTS / SYSTEMS / SERVICES FOR WHICH REGISTRATION IS APPLIED FOR :			
SL. NO.	DESCRIPTION	SIZE & RANGE	MFG. STD/ IS / DIN /BS ETC.
SUPPLIER'S AUTHORISED SIGNATORY		BHEL CERTIFIED ASSESSOR	

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

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ORGANISATIONAL INFORMATION

2.0 GENERAL INFORMATION :

2.1 NAMES OF THE WORKS/DIVISION (Products manufactured at each works to be mentioned :

ADDRESS :

E - Mail :

TELEPHONE : Landline

Mobile

FAX :

2.2 NAME OF CHIEF EXECUTIVE /
PROPRIETOR / PARTNER & ADDRESS :

2.3 DETAILS OF AUTHORISED SIGNATORY FOR SEEKING CLARIFICATION :

NAME :

DESIGNATION :

E - Mail :

TELEPHONE : Landline

Mobile

FAX :

SUPPLIER'S AUTHORISED SIGNATORY

BHEL CERTIFIED ASSESSOR

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

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ORGANISATIONAL INFORMATION

3.0 OWNERSHIP INFORMATION : DOCUMENTS TO BE FURNISHED

3.1 GOVT. OF INDIA UNDERTAKING:

OR

STATE GOVT. UNDERTAKING :

OR

LIMITED COMPANY, :

MEMORANDUM AND
ARTICLES OF ASSOCIATION

OR

PRIVATE COMPANY :

MEMORANDUM AND
ARTICLES OF ASSOCIATION

OR

CO-OPERATIVE SOCIETY, :

SOCIETY RULES AND
BYE LAWS

OR

PARTNERSHIP FIRM, :

PARTNERSHIP DEED

OR

PROPRIETORSHIP, :

PROFESSION TAX REGN.
AND MUNICIPAL REGN.

ANY OTHER (SPECIFY) :

3.2 NATURE OF BUSINESS :

(MANUFACTURING UNIT/
ENGG CONSULTANT/ EPC CONTRACTOR)

(AGENTS/ DISTRIBUTORS/STOCKISTS/DEALERS/
TRADERS/ INDIAN SUBSIDIARY/ CHANNEL PARTNER – attach authorization
certificate of principal)

3.3 YEAR OF ESTABLISHMENT :

* 3.4 YEAR OF COMMENCEMENT OF BUSINESS :

SUPPLIER'S AUTHORISED SIGNATORY

BHEL CERTIFIED ASSESSOR

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

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ORGANISATIONAL INFORMATION

4.0 REGISTRATION PARTICULARS

(FURNISH DETAILS AND ENCLOSE COPY OF CERTIFICATE FOR THE FOLLOWING)

- 4.1 PERMANENT ACCOUNT NO :
4.2 CENTRAL SALES TAX REGN NUMBER :
4.3 STATE SALES TAX / TIN NUMBER :
4.4 EXCISE DUTY REGN NUMBER :
4.5 EXCISE CONTROL CODE NUMBER :
4.6 SERVICE TAX REGN NUMBER :
4.7 CATEGORY AS PER MSMED ACT : MICRO/ SMALL/ MEDIUM
REGN NO. :
VALID UPTO :
(Attach Certificate)

5.0 TOTAL ORGANISATIONAL STRENGTH : (ATTACH ORGANISATION CHART)

- | | GRADUATE | DIPLOMA | SKILLED | NON-SKILLED |
|--|----------|---------|---------|-------------|
| ENGINEERING : | | | | |
| MANUFACTURING : | | | | |
| QUALITY : | | | | |
| COMMERCIAL /
SERVICE AFTER SALES : | | | | |
| OTHERS : | | | | |
| TOTAL : | | | | |
| * 5.1 POWER BACKUP :
(GIVE DETAILS) | YES/ NO | | | |
| * 5.2 DOES THE COMPANY SELL ITS PRODUCT DIRECTLY : | YES/ NO | | | |

SUPPLIER'S AUTHORISED SIGNATORY

BHEL CERTIFIED ASSESSOR

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

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ORGANISATIONAL INFORMATION

6.0 OTHER PARTICULARS :

(FURNISH DETAILS AND ENCLOSE DOCUMENTARY EVIDENCE/ COPY OF CERTIFICATE FOR THE FOLLOWING)

* 6.1 IF THE COMPANY IS ALREADY REGISTERED WITH ANY OF BHEL UNITS, GIVE :

6.1.1. BHEL UNIT'S NAME :

6.1.2. SUPPLIER REGN. CODE NO. :

6.1.3. ITEMS FOR WHICH REGISTERED & THEIR SPECIFICATION
(ENCLOSE PROOF OF SUCCESSFUL EXECUTION OF
ONE OR MORE PURCHASE ORDERS) :

* 6.2 IS THE COMPANY APPROVED BY
ASME / NTPC / NPC / EIL / DGS&D / RAILWAYS /
IBR / LLOYDS ETC FOR INTENDED
MATERIAL CATEGORY? : YES / NO
(ENCLOSE DOCUMENTARY EVIDENCE)

* 6.3 IS THE COMPANY ISO 9001 APPROVED? : YES / NO
(ENCLOSE CERTIFICATE & TOC OF QUALITY SYSTEM) :

* 6.4 IS THE COMPANY AN ISO 14000 APPROVED? : YES / NO
(ENCLOSE CERTIFICATE) :

* 6.5 IS THE COMPANY OHSAS - 18000 APPROVED?: YES / NO
(ENCLOSE CERTIFICATE)

* 6.6 TECHNICAL COLLABORATOR :
(FOREIGN OR INDIGENOUS)
(ENCLOSE DOCUMENTARY EVIDENCE)

* 6.7 R&D SET UP

6.8 DIRECTORS / PARTNERS, IF RELATED TO ANY
BHEL EMPLOYEE.

NAME :

STAFE NO. :

DESIGNATION :

Unit & DEPARTMENT :

RELATIONSHIP :

SUPPLIER'S AUTHORISED SIGNATORY

BHEL CERTIFIED ASSESSOR

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

ANNEXURE-II

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ORGANISATIONAL INFORMATION

6.9 IF ANY EX-BHEL PERSONNEL IS EMPLOYED BY THE COMPANY, MENTION HIS / HER DETAILS OF LAST POSTING.

NAME :
STAFF NO. :
DESIGNATION :
UNIT & DEPARTMENT :
DATE OF LEAVING SERVICE :

6.10 COMPANY'S WEEKLY HOLIDAYS :

WORKS OFFICE

6.11 EXPERIENCE LIST:

(ATTACH LIST OF PRESENT CUSTOMERS WITH NAME & ADDRESS FOR OFFERED / SIMILAR TYPE & SIZE OF ITEM / EQUIPMENT FOR WHICH REGISTRATION HAS BEEN SOUGHT AND WITH WHOM YOU HAVE CONTINUOUS BUSINESS SINCE LAST THREE YEARS . ALSO ATTACH PERFORMANCE CERTIFICATES ISSUED BY ANY TWO CLIENTS FOR SUCCESSFUL EXECUTION OF THE CONTRACTS FOR LAST TWO YEARS- FOR PEM)

*6.12 DETAILS OF PENDING LEGAL ISSUES ON CONTRACTUAL ASPECTS WITH CUSTOMER , IF ANY

6.13 The following information of Bank Account of the Company, duly endorsed by the Bank (required for Electronic Fund Transfer –EFT/RTGS) is to be submitted

1. Name of the Company
2. Name of Bank
3. Name of Bank Branch
4. City/Place
5. Account Number
6. Account type
7. IFSC code of the Bank Branch
8. MICR Code of the Bank Branch
9. Details of other Bankers (for reference purpose only)

NOTE :

(i) Suppliers who have already submitted the above information are requested to submit a copy of the same.

SUPPLIER'S AUTHORISED SIGNATORY

BHEL CERTIFIED ASSESSOR

**BHARAT HEAVY ELECTRICALS LIMITED
SUPPLIER REGISTRATION FORM**

FORM NO. SRF(I) 01 (INDIAN SUPPLIER)

ANNEXURE-II

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ORGANISATIONAL INFORMATION

7.0 MANUFACTURING FACILITIES:

***7.1 LIST OF MANUFACTURING FACILITIES/EQUIPMENTS (INCLUDING MATERIAL HANDLING FACILITY)**

SL. NO	DESCRIPTION OF MACHINE/EQUIPMENT	QUANTITY	MAKE & YEAR OF INSTALLATION	REMARKS

IN CASE OF SPACE LIMITATION, PLEASE ENCLOSE ANNEXURE / CATALOGUE WITH TAG

*** 7.2 IF IN-HOUSE MFG FACILITIES NOT AVAILABLE, INFORM SOURCE OF MFG. DETAILS ALONGWITH THEIR FACILITIES & EXPERIENCE**

SL. NO	PROCESS OUTSOURCED	NAME OF THE COMPANY	DESCRIPTION OF MACHINE / EQUIPMENT	REMARKS

IN CASE OF SPACE LIMITATION ENCLOSE ANNEXURE / CATALOGUE WITH TAG

*** 7.3 RATIO OF OUTSOURCED COST TO TOTAL PRODUCTION VALUE:**

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8.0 INSPECTION & TESTING FACILITIES:

*** 8.1 LIST OF INSPECTION & TESTING FACILITIES / EQUIPMENT**

SL. NO	DESCRIPTION OF FACILITY/ EQUIPMENT & CAPACITY	NOS.	MAKE & YEAR OF MANUFACTURING	LAST DATE OF CALIBERATION

IN CASE OF SPACE LIMITATION ENCLOSE ANNEXURE / CATALOGUE WITH TAG

*** 8.2 IF IN-HOUSE TESTING FACILITIES NOT AVAILABLE, INDICATE SOURCE OF TESTING ALONGWITH THEIR FACILITIES & EXPERIENCE**

SL. NO	TEST	SOURCE OF TESTING	DESCRIPTION OF FACILITY/ EQUIPMENT & CAPACITY	APPROVAL OF EQUIPMENT/ PROCESS/PERSONNEL QUALIFICATION

IN CASE OF SPACE LIMITATION ENCLOSE ANNEXURE / CATALOGUE WITH TAG

Note:

In case of outsourcing of major testing such as NDT, Electrical & Mechanical Testing, no marks will be awarded. However, material composition testing by chemical method from recognized laboratory shall not attract negative marking

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ORGANISATIONAL INFORMATION					
FINANCIAL INFORMATION FOR THE PREVIOUS FOUR YEARS					
9.0	Parameter	Year 1	Year 2	Year 3	Year 4
		(Years in ascending order, Money value in Rs. Lakhs)			
* 9.1	NET WORTH (Share Capital +Reserves)				
	Growth over previous year (%)	-----			
9.2	LONG TERM DEBT / LOAN				
* 9.3	DEBT EQUITY RATIO <u>Long term Debt (9.2)</u> <u>Net worth (9.1)</u>				
9.4	INVESTMENT IN: Land & Building				
	Plant & Machinery				
	Other Fixed Assets				
9.5*	NET CURRENT ASSETS				
	1 a) Cash on hand				
	b) Account receivable				
	c) Inventories				
	Total				
	CURRENT LIABILITY				
	2 a) Sundry creditors				
	b) Interest accrued but not due				
c) Other liabilities					
Total					
3	* QUICK RATIO <u>CA - INVENT. {9.5(1)-9.5(1)c}</u> Current liability {9.5 (2)}				
* 9.6	SALES				
	Growth over previous year (%)	-----			
* 9.7	PROFIT BEFORE TAX				
	Growth over previous year (%)	-----			
* 9.8	Whether the supplier has been referred to BIFR / NCLT / any other Govt agency (If YES , enclose details)				YES / NO
* 9.9	Whether the supplier is a potential sick company.(If YES , enclose details)				YES / NO
<p>NOTE: 1. Copies of annual accounts (Balance Sheet) for the last four years (or from date of incorporation which ever is less) along with audit report are to be submitted. The above details shall be highlighted in the Balance Sheet.</p> <p>2. Status of Tax assessments done under various laws (Income Tax, VAT/Sales Tax, Excise & Service Tax, Custom) and details of disputes pending, if any, with these authorities to be submitted.</p>					
SUPPLIER'S AUTHORISED SIGNATORY			BHEL CERTIFIED ASSESSOR		

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10. LIST OF ENCLOSURES (Tags to be put on enclosures) :

- | | | |
|--------|--|--|
| (i) | MEMORANDUM AND ARTICLES OF ASSOCIATION / SOCIETY RULES AND BYE LAWS / PARTNERSHIP DEED/ PROFESSION TAX REGN & MUNICIPAL REGN. | : YES / NO |
| (ii) | Copy of certificate of following:- <ul style="list-style-type: none">● PERMANENT ACCOUNT NO● CENTRAL SALES TAX REGN NUMBER● STATE SALES TAX / TIN NUMBER● EXCISE DUTY REGN NUMBER● EXCISE CONTROL CODE NUMBER● SERVICE TAX REGN NUMBER● REGN NUMBER OF CATEGORY AS PER MSMED ACT | : YES / NO
: YES / NO
: YES / NO
: YES / NO
: YES / NO
: YES / NO
: YES / NO |
| (iii) | ORGANISATION CHART | : YES / NO |
| (iv) | If registered with any other BHEL Unit, <ul style="list-style-type: none">● LETTER OF REGISTRATION WITH BHEL UNIT● PROOF OF SUCCESSFUL EXECUTION OF ONE OR MORE PURCHASE ORDERS | : YES / NO
: YES / NO |
| (v) | Letter of approval from ASME / NTPC / NPC / EIL / DGS&D / RAILWAYS /IBR / LLOYDS ETC | : YES / NO |
| (vi) | Accreditation certificate for <ul style="list-style-type: none">● ISO: 9001● TOC of Quality System Manual● ISO : 14000● OHSAS , ISO 18000 | : YES / NO
: YES / NO
: YES / NO
: YES / NO |
| (vii) | Letter regarding technical collaboration | : YES / NO |
| (viii) | Experience List / Performance certificate | : YES / NO |
| (ix) | Balance Sheet for the last four years along with audit Report | : YES / NO |
| (x) | Principal's authorization in case of dealers/ agents | : YES / NO |
| (xi) | EFT Bank's certificate | : YES / NO |

I /WE GIVE THE UNDERTAKING THAT BHEL DRAWINGS & SPECIFICATIONs SHALL NOT BE USED IN ANY WAY DETRIMENTAL TO THE INTEREST OF BHEL AND/ OR FOR SUPPLY OF ANY MATERIAL, PRODUCT OR SERVICES DIRECTLY OR INDIRECTLY TO ANY OTHER CUSTOMER.

Maximum Marks = 50

Negative Marks = -13

Minimum Qualifying marks = 30

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Part B (QUALITY SYSTEM):

Sl. No	PARAMETERS	SYSTEM IN EFFECT (Tick if exists & provide evidences if ticked in written procedure)		RECORDS (Tick if available & submit evidences)	REMARKS
		Written Procedure	Practice		
1*	Incoming Material Control System				Furnish a copy of system and organization.
2*	In process control				Furnish at least one work instruction & record of process control parameter
3*	Manufacturing / Testing Procedure Qualification				Procedure Qualification specification may be submitted
4*	Personnel qualification for 3 above.				Record of Personnel qualification (PQR) to be submitted
5*	Calibration system				Submit list of instrument & their calibration status
6*	System of Identification & Traceability of materials, tools, jigs, fixtures & processed components, etc.				Copy of procedure to be submitted
7*	System of Storage, Preservation , Painting & packing				Copy of procedure to be submitted
8*	System of NCR disposition & corrective preventive action				Two copies of NCR & CAPA
9*	Customer complaints handling system				Submit list of customer complaints & status for the last three years
10*	Safety measures				Submit copy of safety system & Record of accidents for last three years
11	Any other quality initiative				

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Part B (QUALITY SYSTEM):

12. LIST OF ENCLOSURES

- (i) Copy of system of control incoming materials and organization chart
- (ii) Copy of at least one process control work instruction
- (iii) Record of process control parameter
- (iv) Copy of at least one Procedure Qualification specification
- (v) Record of Personnel qualification (PQR)
- (vi) List of instrument & their calibration status
- (vii) Copy of procedure for Identification & Traceability of materials, tools, jigs, fixtures & processed components, etc.
- (viii) Copy of procedure for Storage/ preservation/ painting & packing
- (ix) Copies of two NCRs and their CAPA.
- (x) List of customer complaints & status for the last three years
- (xi) Copy of safety system
- (xii) Record of accidents for last three years

Maximum Marks = 25

Minimum Qualifying marks = 15

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Part C : TECHNICAL COMPETENCE

Technical competence shall be evaluated in two parts viz. common competence and product/material category specific competence.

(i) COMMON TECHNICAL COMPETENCE (Max Marks: 10)

TECHNICAL COMPETENCE (where design specification is given by BHEL)	MARKING RANGE	SUPPLIER RESPONSE (ALONG WITH SUPPORTING DOCUMENTS)#	MARKS BY BHEL
1. Supplier understands the product specification.	(0-3)		
2. Supplier understands the inspection requirements.	(0-2)		
3. Supplier has process capability to achieve the product specification/dimensional requirement.	(0-3)		
4. Supplier has experienced manpower to carry out the job.	(0-2)		
TOTAL MARKS OUT OF POSSIBLE (10) = ---			

OR

TECHNICAL COMPETENCE (where performance specification is given by BHEL)	MARKING RANGE	PROCEDURE		SYSTEM IN EFFECT		RECORDS	
		SUPPLIER RESPONSE (ALONG WITH SUPPORTING DOCUMENTS)#	MARKS BY BHEL	SUPPLIER RESPONSE (ALONG WITH SUPPORTING DOCUMENTS)#	MARKS BY BHEL	SUPPLIER RESPONSE (ALONG WITH SUPPORTING DOCUMENTS)#	MARKS BY BHEL
1. Design capability	(0-3)						
2. Adequacy of quality assurance plan	(0-2)						
3. Process capability for components	(0-3)						
4. Adequate of testing	(0-2)						
TOTAL MARKS OUT OF POSSIBLE (10)							
Average of Total (Total/3) = -----							

(ii) PRODUCT/ MATERIAL CATEGORY SPECIFIC TECHNICAL COMPETENCE

(Max Marks: 15)

Unit MISCC to structure the parameters to be considered for the technical competence depending on material category. The score of individual parameter selected is to be decided by MISCC. MISCC shall identify the requirement of enclosures to be furnished by supplier
Product:

Sl. No	Material category	Tech Parameter	Supplier's response	Remarks

To be filled up only on receipt of technical requirements/ specification, drawings, standards from BHEL and to be sent to BHEL for further scrutiny. Enclose documentary evidence where ever required.

LIST OF ENCLOSURES:

Maximum Marks = 25

Minimum Qualifying marks = 15

No marks is to be given by the supplier. Only supplier response along with supporting documents,

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Part D : SCORE SHEET

1. ORGANISATIONAL SOUNDNESS (for Manufacturers):

S.N.	PARAMETER	CRITERIA	Maxm. Marks	Marks Awarded
1.	Whether all relevant information like ownership, PAN no., sales tax no., excise duty no., etc. submitted	Yes: 2 No: 0	2	
2.	3.4 YEAR OF COMMENCEMENT OF BUSINESS	More than 5 years : 2 1-5 years : 1 Less than 1 year : 0	2	
3.	5.1 POWER BACKUP	Yes : 1 No : 0	1	
4.	5.2 DOES THE COMPANY SELL ITS PRODUCT DIRECTLY	Yes : 1 No : 0	1	
5.	6.1 REGISTERED WITH ANY OF BHEL UNITS	Yes (same item) : 2 Yes (another item) : 1 No : 0	2	
6.	6.2 APPROVAL BY ASME/ NTPC/ NPC/ EIL/ DGS&D/ RAILWAYS/ IBR/ LLOYDS ETC	Yes : 2 No : 0	2	
7.	6.3 ISO 9001 ACCREDITATION	Yes : 3 No : 0	3	
8.	6.4 ISO 14000 ACCREDITATION	Yes : 1 No : 0	1	
9.	6.5 OHSAS - 18000 ACCREDITATION	Yes : 1 No : 0	1	
10.	6.6 TECHNICAL COLLABORATOR : (FOREIGN OR INDIGENOUS)	Yes : 1 No : 0	1	
11.	6.7 R & D SET UP	Yes : 1 No : 0	1	
12.	6.12 PENDING LEGAL ISSUES ON TECHNO – COMMERCIAL ASPECTS WITH CUSTOMER	Yes : -5 No : 0	0	
13.	7.1 & 7.2 MANUFACTURING FACILITIES INCLUDING OUTSOURCING	Adequate : 3 Substantial : 2 Inadequate : 0	3	
14.	7.3 RATIO OF OUTSOURCED COST TO TOTAL PRODUCTION VALUE	Less than 10% : 2 10 to 30 % : 1 More than 30% : 0	2	
15.	8.1 INSPECTION & TESTING FACILITIES	Adequate : 2 Substantial : 1 Inadequate : 0	2	
16.	8.2 OUTSOURCING OF MAJOR TESTING FACILITY (Refer Note)	Yes : 0 No : 1	1	
	TOTAL		25	

1. ORGANISATIONAL SOUNDNESS (for Indian Stockist/ Trader/ Distributor/ Dealer/ Authorised Agent/ Channel partner/ Indian Sales office or Subsidiary of registered foreign principal):

S.N.	PARAMETER	CRITERIA	Maxm. Marks	Marks Awarded
1.	Whether all relevant information like ownership, PAN no., sales tax no., etc. submitted (clause 6.0 of chapter V to be referred in this regard)	Yes: 7 No: 0	7	
2.	3.4 YEAR OF COMMENCEMENT OF BUSINESS	More than 3 years : 2 1-3 years : 1 Less than 1 year : 0	2	
3.	6.1 REGISTERED WITH ANY OF BHEL UNITS	Yes (same item) : 2 Yes (another item) : 1 No : 0	2	
4.	6.2 APPROVAL BY ASME/ NTPC/ NPC/ EIL/ DGS&D/ RAILWAYS/ IBR/ LLOYDS ETC	Yes : 2 No : 0	2	
5.	6.3 ISO 9001 ACCREDITATION	Yes : 2 No : 0	2	
6.	6.12 PENDING LEGAL ISSUES ON TECHNO – COMMERCIAL ASPECTS WITH CUSTOMER	Yes : -5 No : 0	0	

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Part D: SCORE SHEET

2. FINANCIAL INFORMATION (for Manufacturers):

S.N.	PARAMETER	CRITERIA	Maximum Marks	Marks Awarded
1.	9.1 Growth of Net Worth over previous year (%) Average of three years to be worked out	More than 20 % : 5 10 – 20 % : 4 5 – 10 % : 3 > 0 & < 5 % : 2 0 or below : 0	5	
2.	9.3 DEBT EQUITY RATIO <u>Long term Debt (9.2)</u> Net worth (9.1)	1 : 1 : 5 1.1 upto 1.5 : 1 : 4 1.6 upto 2.0 : 1 : 3 2.0 & above : 1 : 2	5	
3.	9.5 QUICK RATIO <u>CA - INVENTORIES {9.5(1)-9.5(1)c}</u> Current liability {9.5 (2)}	1 : 1 : 5 1 : 1 upto 1.5 : 4 1 : 1.5 upto 1.75 : 3 1 : 1.75 upto 2.5 : 2 1 : > 2.5 : 0	5	
4.	9.6 Growth in Sales over previous year (%) Average of three years to be worked out	More than 35% : 5 20 -35 % : 4 10 – 20 % : 3 5 – 10 % : 2 > 0 & < 5 % : 1 0 or negative : 0	5	
5.	9.7 PROFIT BEFORE TAX Growth over previous year (%)	More than 20 % : 5 10 – 20 % : 4 5 – 10 % : 3 > 0 & < 5 % : 2 0 or below : 0	5	
6.	9.8 Whether the supplier has been referred to BIFR / NCLT/ any other similar Govt agency	Yes: -5 No : 0	0	
7.	9.9 Whether the supplier is a potentially sick company	Yes: -3 No : 0	0	
TOTAL			25	

Note: If the supplier is new in business and does not have past data, then the evaluation will be done on the basis of information provided by him and will be decided by MISCC.

2. FINANCIAL INFORMATION (for Indian Stockist/ Trader/ Distributor/ Dealer/ Authorised Agent/ Channel partner/ Indian Sales office or Subsidiary of registered foreign principal):

S.N.	PARAMETER	CRITERIA	Maximum Marks	Marks Awarded
1.	9.6 Growth in Sales over previous year (%) Average of three years to be worked out	More than 35% : 5 20 -35 % : 4 5 - 20 % : 3 >0 - 5 % : 2 0 or negative : 0	5	
2.	9.7 PROFIT BEFORE TAX Growth over previous year (%)	More than 20 % : 5 5 – 20 % : 4 >0 – 5 % : 3 0 or below : 0	5	

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Part D : SCORE SHEET

3. QUALITY SYSTEM :

S.N.	PARAMETER	CRITERIA	Maxm. Marks	Marks Awarded
1.	Incoming Material control System	System availability : Yes: 1 No : 0	1	
		Availability of Organisation chart Yes: 1 No : 0	1	
2.	Process control	Work instruction available: Yes: 1 No : 0	1	
		Record of process Control : Available : 2 Partial record : 1 Not available: 0	2	
3.	Manufacturing / Testing Procedure Qualification	Procedure Qualification Specification : Adequate : 3 In adequate: 1 Not available : 0	3	
4.	Personnel qualification	Record of PQR: Adequate : 3 In adequate: 1 Not available : 0	3	
5.	Calibration system	Adequate : 3 In adequate: 1 Not available : 0	3	
6.	System of Identification & Traceability of materials, tools, jigs, fixtures & processed components, etc.	Procedure available : Adequate : 2 In adequate: 1 Not available : 0	2	
7.	System of Storage/ preservation/ painting & packing	Procedure available : Adequate : 2 In adequate: 1 Not available : 0	2	
8.	System of NCR disposition & corrective preventive action	Two copies of NCR & CAPA Available :2 Not available : 0	2	
9.	Customer complaints handling system	System available : Yes: 1 No : 0	1	
		Complaints registered & resolved : 2 Complaints registered & partially resolved : 1 Complaints not registered or not resolved : 0	2	
10.	Safety measures	System available : Yes: 1 No : 0	1	
		Record available : Yes: 1 No : 0	1	
TOTAL			25	

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Part D : SCORE SHEET

4. TECHNICAL COMPETENCE

Column no. 1 to 4 to be filled by MISCC before sending to supplier. Column no. 5 to be filled by BHEL certified Assessor after evaluation of supplier response.

Sl. No (1)	Parameter (2)	Scoring criteria (3)	Maximum Marks (4)	Marks obtained (5)
	TOTAL		25	

SUMMARY:

Sl. No	Criteria	Maxm Marks	Qualifying marks *	Marks obtained	Recommendation for registration
1.	Organisational Soundness	50	30		Recommended : Permanent code /Development code/ Trial code
	Financial Information				
2.	Quality System	25	15		
3.	Technical Competence	25	15		
	TOTAL	100	60		Not recommended

***Minimum Qualifying Score in Each category shall be 60%.**

REGISTRATION CRITERIA:

Sl. No	Score	Recommendation
1.	More than 90	Supplier is to be registered and given Permanent code, Normally no visit is called for.
2.	>75 <=90	Supplier may be visited if recommended by MISCC or to be registered and given permanent code.
3.	>=60 <=75	Supplier may carry out suggested improvements if advised by MISCC Supplier's visit is mandatory. Trial/ Development code may be given.
4.	Less than 60	Not to be registered

Note: Indian Stockist/ Trader/ Distributor/ Dealer/ Authorised Agent/ Channel partner/ Indian Sales office or Subsidiary of registered foreign principal are to be awarded marks on pro-rata basis and registered accordingly.

Signatures: MISCC and Suppler Evaluation Team (in case of visit)

1)

2)

3)

4)

5)

6)

BHEL CERTIFIED ASSESSOR

INTEGRITY PACT

Between

Bharat Heavy Electricals Ltd. (BHEL), a company registered under the Companies Act 1956 and having its registered office at "BHEL House", Siri Fort, New Delhi – 110049 (India) hereinafter referred to as "The Principal", which expression unless repugnant to the context or meaning hereof shall include its successors or assigns of the ONE PART

and

_____, (description of the party along with address), hereinafter referred to as "The Bidder/ Contractor" which expression unless repugnant to the context or meaning hereof shall include its successors or assigns of the OTHER PART

Preamble

The Principal intends to award, under laid-down organizational procedures, contract/s for

_____. The Principal values full compliance with all relevant laws of the land, rules and regulations, and the principles of economic use of resources, and of fairness and transparency in its relations with its Bidder(s)/ Contractor(s).

In order to achieve these goals, the Principal will appoint Independent External Monitor(s), who will monitor the tender process and the execution of the contract for compliance with the principles mentioned above.

Section 1 – Commitments of the Principal

- 1.1 The Principal commits itself to take all measures necessary to prevent corruption and to observe the following principles:-
 - 1.1.1 No employee of the Principal, personally or through family members, will in connection with the tender for, or the execution of a contract, demand, take a promise for or accept, for self or third person, any material or immaterial benefit which the person is not legally entitled to.
 - 1.1.2 The Principal will, during the tender process treat all Bidder(s) with equity and reason. The Principal will in particular, before and during the tender process, provide to all Bidder(s) the same information and will not provide to any Bidder(s) confidential / additional information through which the Bidder(s) could obtain an advantage in relation to the tender process or the contract execution.
 - 1.1.3 The Principal will exclude from the process all known prejudiced persons.
- 1.2 If the Principal obtains information on the conduct of any of its employees which is a penal offence under the Indian Penal Code 1860 and Prevention of Corruption Act 1988 or any other statutory penal enactment, or if there be a substantive suspicion in this regard, the Principal will inform its Vigilance Office and in addition can initiate disciplinary actions.

Section 2 – Commitments of the Bidder(s)/ Contractor(s)

- 2.1 The Bidder(s)/ Contractor(s) commit himself to take all measures necessary to prevent corruption. He commits himself to observe the following principles during his participation in the tender process and during the contract execution.
 - 2.1.1 The Bidder(s)/ Contractor(s) will not, directly or through any other person or firm, offer, promise or give to the Principal or to any of the Principal's employees involved

in the tender process or the execution of the contract or to any third person any material, immaterial or any other benefit which he / she is not legally entitled to, in order to obtain in exchange any advantage of any kind whatsoever during the tender process or during the execution of the contract.

- 2.1.2 The Bidder(s)/ Contractor(s) will not enter with other Bidder(s) into any illegal or undisclosed agreement or understanding, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of bids or any other actions to restrict competitiveness or to introduce cartelization in the bidding process.
- 2.1.3 The Bidder(s)/ Contractor(s) will not commit any penal offence under the relevant IPC/ PC Act; further the Bidder(s)/ Contractor(s) will not use improperly, for purposes of competition or personal gain, or pass on to others, any information or document provided by the Principal as part of the business relationship, regarding plans, technical proposals and business details, including information contained or transmitted electronically.
- 2.1.4 The Bidder(s)/ Contractor(s) will, when presenting his bid, disclose any and all payments he has made, and is committed to or intends to make to agents, brokers or any other intermediaries in connection with the award of the contract.
- 2.2 The Bidder(s)/ Contractor(s) will not instigate third persons to commit offences outlined above or be an accessory to such offences.

Section 3 – Disqualification from tender process and exclusion from future contracts

If the Bidder(s)/ Contractor(s), before award or during execution has committed a transgression through a violation of Section 2 above, or acts in any other manner such as to put his reliability or credibility in question, the Principal is entitled to disqualify the Bidder(s)/ Contractor(s) from the tender process or take action as per the separate "Guidelines on Banning of Business dealings with Suppliers/ Contractors". framed by the Principal.

Section 4 – Compensation for Damages

- 4.1 If the Principal has disqualified the Bidder from the tender process prior to the award according to Section 3, the Principal is entitled to demand and recover the damages equivalent Earnest Money Deposit/Bid Security.
- 4.2 If the Principal has terminated the contract according to Section 3, or if the Principal is entitled to terminate the contract according to section 3, the Principal shall be entitled to demand and recover from the Contractor liquidated damages equivalent to 5% of the contract value or the amount equivalent to Security Deposit/Performance Bank Guarantee, whichever is higher.

Section 5 – Previous Transgression

- 5.1 The Bidder declares that no previous transgressions occurred in the last 3 years with any other company in any country conforming to the anti-corruption approach or with any other Public Sector Enterprise in India that could justify his exclusion from the tender process.
- 5.2 If the Bidder makes incorrect statement on this subject, he can be disqualified from the tender process or the contract, if already awarded, can be terminated for such reason.

Section 6 – Equal treatment of all Bidders/ Contractors/ Sub-contractors

- 6.1 The Bidder(s)/ Contractor(s) undertake(s) to obtain from all subcontractors a commitment consistent with this Integrity Pact and report Compliance to the Principal. This commitment shall be taken only from those sub-contractors whose contract value is more than 20 % of Bidder's/ Contractor's contract value with the Principal. The Bidder(s)/ Contractor(s) shall continue to remain responsible for any default by his Sub-contractor(s).
- 6.2 The Principal will enter into agreements with identical conditions as this one with all Bidders and Contractors.
- 6.3 The Principal will disqualify from the tender process all bidders who do not sign this pact or violate its provisions.

Section 7 – Criminal Charges against violating Bidders/ Contractors /Sub-contractors

If the Principal obtains knowledge of conduct of a Bidder, Contractor or Subcontractor, or of an employee or a representative or an associate of a Bidder, Contractor or Subcontractor which constitutes corruption, or if the Principal has substantive suspicion in this regard, the Principal will inform the Vigilance Office.

Section 8 –Independent External Monitor(s)

- 8.1 The Principal appoints competent and credible Independent External Monitor for this Pact. The task of the Monitor is to review independently and objectively, whether and to what extent the parties comply with the obligations under this agreement.

- 8.2 The Monitor is not subject to instructions by the representatives of the parties and performs his functions neutrally and independently. He reports to the CMD, BHEL.
- 8.3 The Bidder(s)/ Contractor(s) accepts that the Monitor has the right to access without restriction to all contract documentation of the Principal including that provided by the Bidder(s)/ Contractor(s). The Bidder(s)/ Contractor(s) will grant the monitor, upon his request and demonstration of a valid interest, unrestricted and unconditional access to his contract documentation. The same is applicable to Sub-contractor(s). The Monitor is under contractual obligation to treat the information and documents of the Bidder(s)/ Contractor(s) / Sub-contractor(s) with confidentiality.
- 8.4 The Principal will provide to the Monitor sufficient information about all meetings among the parties related to the contract provided such meetings could have an impact on the contractual relations between the Principal and the Contractor. The parties offer to the Monitor the option to participate in such meetings.
- 8.5 As soon as the Monitor notices, or believes to notice, a violation of this agreement, he will so inform the Management of the Principal and request the Management to discontinue or take corrective action, or heal the situation, or to take other relevant action. The Monitor can in this regard submit non-binding recommendations. Beyond this, the Monitor has no right to demand from the parties that they act in a specific manner, refrain from action or tolerate action.
- 8.6 The Monitor will submit a written report to the CMD, BHEL within 8 to 10 weeks from the date of reference or intimation to him by the Principal and, should the occasion arise, submit proposals for correcting problematic situations.
- 8.7 The CMD, BHEL shall decide the compensation to be paid to the Monitor and its terms and conditions.
- 8.8 If the Monitor has reported to the CMD, BHEL, a substantiated suspicion of an offence under relevant IPC / PC Act, and the CMD, BHEL has not, within reasonable time, taken visible action to proceed against such offence or reported it to the Vigilance Office, the

Monitor may also transmit this information directly to the Central Vigilance Commissioner, Government of India.

8.9 The number of Independent External Monitor(s) shall be decided by the CMD, BHEL.

8.10 The word 'Monitor' would include both singular and plural.

Section 9 – Pact Duration

9.1 This Pact begins and shall be binding on and from the submission of bid(s) by bidder(s). It expires for the Contractor 12 months after the last payment under the respective contract and for all other Bidders 6 months after the contract has been awarded.

9.2 If any claim is made / lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified as above, unless it is discharged/ determined by the CMD, BHEL.

Section 10 – Other Provisions

10.1 This agreement is subject to Indian Laws and jurisdiction shall be registered office of the Principal, i.e. New Delhi.

10.2 Changes and supplements as well as termination notices need to be made in writing. Side agreements have not been made.

10.3 If the Contractor is a partnership or a consortium, this agreement must be signed by all partners or consortium members.

10.4 Should one or several provisions of this agreement turn out to be invalid, the remainder of this agreement remains valid. In this case, the parties will strive to come to an agreement to their original intentions.

10.5 Only those bidders/ contractors who have entered into this agreement with the Principal would be competent to participate in the bidding. In other words, entering into this agreement would be a preliminary qualification.

For & On behalf of the Principal

For & On behalf of the Bidder/ Contractor

(Office Seal)

(Office Seal)

Place-----

Date-----

Witness: _____

Witness: _____

(Name & Address) _____

(Name & Address) _____
