

Pre-Bid Queries response to Tender Document for 'ONE-BHEL' - ERP Project (Tender No.: M1A1N05271)

Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
85	8.8.2		During Post Go-Live support period of 1(one) year for the 'ONE-BHEL' solution after the completion of sustenance support for Business Intelligence & Dashboards - CORPORATE MIRs or after expiry of 36 months from start of Project, whichever is later, the ERP System Implementation Partner shall provide on-site resources at Owner's location for the following:	IS Onsite / Offshore model fine with BHEL during Post Go-Live Support after Sustenance Support.	Post Go-Live support after sustenance support has to be provided from BHEL's central location.
85	8.8.2		During Post Go-Live support period of 1(one) year for the 'ONE-BHEL' solution after the completion of sustenance support for Business Intelligence & Dashboards - CORPORATE MIRs or after expiry of 36 months from start of Project, whichever is later, the ERP System Implementation Partner shall provide on-site resources at Owner's location for the following:	Do we need to provide Onsite support in each of the branch/office of BHEL. Does our cost to include the onsite support cost including travel and stay etc.	Post Go-Live support after sustenance support has to be provided from BHEL's central location. If required, visit to branch/office of BHEL has to be made by the Bidder's personnel at its own cost.
85	8.8.2		During Post Go-Live support period of 1(one) year for the 'ONE-BHEL' solution after the completion of sustenance support for Business Intelligence & Dashboards - CORPORATE MIRs or after expiry of 36 months from start of Project, whichever is later,	Where will be the post go-live support period of 1 year fall (starting and ending month of the Post Go-Live Support period)? Kindly provide clarity.	Refer RFP section 8.8.2 Post Go-Live Support.
88	9.4.4		Data access and security of the integrated solution shall be as per Owner's implementation of ISMS (ISO 27001) standard.	Does BHEL have any particular Security constraints? Are you open to offshore in vendor offshore facility and if yes, will there be a requirement of setting up a Secure Zone from Offshore ?	The solution will be audited as per ISMS standard as part of the Owner's regular activity
100	9.11		Training	Can train the trainer approach proposed for training i.e. core users will be trained by vendor & end users will be trained by the core users?	Refer RFP section 9.11.2 Type of Training • Training for End Users (lecture & hands-on mode)
192	Annexure 22		Penalty	Can we counter propose different SLA penalties?	No change in clause
28	4.1 (b)		The bidder shall comply with the following mandatory requirements: b. The Lead Member of the Bidding Consortium shall be liable to incur all liabilities and receive instructions for and on behalf of both/all the members of the Bidding Consortium, as the case may be and shall be over-all responsible for delivery of all provisions of the contract till the completion of the contract	The parties to the consortium must be liable for their respective scope of work and up to a maximum aggregate limit of the total contract value of the respective scope of work.	No change in clause
29	4.2 – Ethical standard, Good Faith and Fair Dealing (First paragraph)		Bidders shall use its best efforts to prepare, file and cause to become effective, as promptly as practicable all obligations under this arrangement and to that effect the Parties aforementioned shall act in utmost good faith at all times and are expected to observe the highest standard of ethics during the procurement and execution of this Contract.	What preparation and filing is envisaged pertaining to this clause? Bidder is an MNC adhering to standards of code of ethics.	No change in clause.

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32	4.4 (4.4.2 - Envelope 2)		Types of Indemnities (duly stamped and notarized), to be provided: <ul style="list-style-type: none"> • General Indemnity for protection of 3rd party claims against the Owner • IPR compliance and compliance of law and regulations in force • Compliance of licenses and registration, as applicable. 	Indemnities can be provided for second and third bullet points. We request that the first bullet point be deleted	No change in clause
38	4.9 – Earnest Money Deposit		EMD will only be refunded upon presentation of a valid bank guarantee to the Owner by the Successful Bidder and receipt of balance security.	Require clarification on this point. Which bank guarantee is this clause referring to? Kindly clarify.	Refer section 4.11 Security Deposit. <ul style="list-style-type: none"> * EMD of the successful bidder may be converted and adjusted against the Security Deposit.
40	4.14 (Duty of due diligence)		Wilful Negligence: For the purposes of this clause, wilful negligence shall be defined as any act/omission necessary for the completion of the objectives of the works which has been known to the bidder/ Implementer by virtue of his proficiency in this field but has been omitted/committed by his negligence with an intention to deceive and/or cause hindrance to the smooth functioning of the objectives herein. Wilful negligence and negligence in general, arising out of the Bidder's obligation of due diligence towards the Owner shall amount to a breach under this contract, the difference between the two being only that while the former shall attract penalties as defined in Annexure #22 Penalty of the contract, the latter shall amount to a breach under tort not necessarily attracting consequential damages.	The term Wilful negligence is not used in this clause. Kindly propose to delete this reference.	No change in clause
59	5.4.2 (16)		The Bidder Company should not have been black listed by a Public Sector Undertaking and/or any instrumentality of the Government of India.	Does this merely mean that the blacklisting must not be currently in force?	Bidder's understanding is correct.
64	5.8.1 (2)		The Owner shall, at its sole discretion, be entitled to instruct in writing any variation to the scope of Contract without extension of the Contract Period apart from the other terms of the Contract remaining unchanged.	Would request that this clause be amended to reflect that change in scope may warrant a change in timelines to be agreed in writing by mutual discussions between the parties.	For such alterations, timelines shall be mutually discussed between Owner & Bidder.
64	5.8.1 (4 - Instructions for Alterations/ Deletions)		For the avoidance of doubt, no indirect, overhead and/or consequential costs can be claimed as payable by the Bidder.	Does this term mean that any form of indirect, consequential, incidental or loss of business profits cannot be claimed from Bidder or does it mean that this clause is a disclaimer of any form of liability as mentioned in 5.8.1?	It mean that this clause is a disclaimer of any form of liability as mentioned in 5.8.1

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64	5.8.2 (Confirmation of verbal instructions)		For the purposes of this section/Article all Instructions contemplated herein should be issued in writing. However, if the Owner considers it necessary to issue an Instruction verbally the Bidder shall immediately comply with such verbal request without delay. Where the Owner confirms a verbal request in writing, either before or after carrying out of the Service, this shall be deemed an Instruction. If the Owner does not confirm such a verbal request in writing within two (2) days then the Bidder shall so confirm within a period of two (2) further days and shall obtain the Owner's written agreement which shall be deemed an Instruction. No claims shall be made by Bidder & entertained by Owner if the Owner does not confirm in writing such approval within above two (2) days.	Does this mean that such verbal instructions to be carried out even while it is pending confirmation in writing from the Owner? If such instruction has a commercial impact on the project, will the bidder be required to raise a change request and only upon execution of the change request, be carry on the verbal requisition.	Bidder's understanding is correct. Refer Section 5.8 in totality.
67	6 (6.2 - Responsibilities of Programme Management Consultant – M/s. PricewaterhouseCoopers Private Limited (PwC))		PwC would act on behalf of the Owner and be responsible for its acts and omissions at all times. PwC would seamlessly integrate and coexist with the ERP product OEM, Implementation Partner and other agencies.	How would the contract structure be defined between PwC, ERP Product vendor and Implementation Partner. Would PwC be also a party to the consortium Agreement?	Refer Annexure #25 Consortium Agreement between ERP product OEM & Implementation Partner.
131	11 (11.5 – Arbitration and Jurisdiction)		Any arbitration shall be under the 'Arbitration and Conciliation Act, 1996' and the rules there under as amended from time to time. Centre of arbitration shall be in New Delhi.	We suggest to include that there will be three arbitrators. Each party will appoint one arbitrator and the arbitrators so appointed will chose the third arbitrator.	Arbitration Act defines the modality for appointment of arbitrtors. Hence no change in clause
131	11 (11.6: Subcontracting)		The Bidder shall not assign this Contract or sub-contract any portion or portions of the Contract without Owner's prior written consent, however, it shall not absolve the Bidder of the responsibility of fulfilling Owner's requirements.	We suggest to include that Bidder can subcontract the work to its affiliates.	No change in clause
132	11 (11.7 Risk Purchase)		In case the Bidder Consortium fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the Contract wholly or in part, the Owner shall be at liberty to cancel the Purchase Order and obtain the supply of goods & services as per terms & conditions of the Contract through alternate source at the risk & cost of the Leader of the Consortium. However, the cost of Risk Purchase shall be limited to value specified under Limitation of Liability clause. Prior to invoking Risk Purchase clause, notice period of thirty (30) days and cure period of ninety (90) days will be offered.	We request this clause be deleted. Owner has various rights under the terms such as termination, forfeiture of bank guarantees, etc.	No change in clause.
133	11 (11.12 – Termination and Suspension)		The Owner shall not pay any costs incurred by the Bidding Consortium in giving effect to the suspension order, including under the following:	In the event of any form of suspension which is not due to the default of the Bidder, if there is an impact on price, the Bidder should have the provision to submit change orders to mutually agree on cost. Upon execution of the change order, the Bidder will proceed with change in provisions of services.	No change in clause

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134	11 (11.12 – Termination and suspension)		The Owner shall have the right at any time and at its absolute discretion to terminate the Contract by giving the Bidding Consortium notice of termination. Such notice shall become effective immediately after delivery to the Bidding Consortium or on such later date or after completion of such work in progress as specified by the Owner in the notice served one month in advance.	We suggest deletion of termination for convenience. The termination will be for specific reasons including, force majeure, bankruptcy, material breach and non-performance. The termination for cause rights should be mutual.	Refer addendum for details
138	11.17 (11.17.5 – Final Completion)		The issue of a Final Completion certificate shall not absolve the Bidding Consortium from the obligation to remedy, or indemnify the Owner for the cost of remedying, latent defects which transpire within ten years from the issue of the Final Completion certificate and which are attributable to the Bidding Consortium, a Sub-Bidder or Bidding Consortium Personnel. In this Article, the term "latent defect" shall mean a defect which produces no readily observable effects prior to the issue of the Final Completion certificate and which is attributable to an unfit for purpose design, or to poor or faulty engineering or workmanship, or to Materials which do not conform to the Contractual specifications or are unfit-for-purpose.	We suggest deletion of this clause.	Refer addendum for details
138	11.18 (11.18 – Limitation of liability)		The cumulative liability of the Bidding Consortium for all damages or other amounts arising in connection with this Contract shall be limited to Total Contract value. However, this limitation shall not be applicable to any claim, loss or damages w.r.t. IPR breach, wilful negligence, Confidentiality breach, tangible property damage or any other claim, loss or damages that cannot be limited as per Indian Laws.	The liability should only be for direct damages under the project. We agree for no limitation on liability for any claim due to breach of a third party's IPR. We suggest to add the following clause to this clause: "Subject to anything to the contrary in the Agreement, in no event shall either Party be liable, whether in contract, tort, or otherwise, for special, punitive, indirect or consequential damages, including, without limitation, loss of profits or revenues arising under or in connection with this Agreement even if such Party has been advised in advance of their possibility."	No change in clause
139	12 (12.1 – Resource deployment)		The team members of the Bidder should be permanent staff of the Bidder.	We suggest revising this requirement to include permanent and/or consultants	No change in clause. Manpower deployed by the Bidder should be on its payroll.
139	12 (12.3 – Go-live deferment)		In case of such deferments, Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the Bidding Consortium.	We suggest revision of the clause to include the payment of any cost impact on the Bidder.	No change in clause.
	Annexure 25 – Consortium Agreement (Clause 3 – Lead party of the Consortium)		The Leader defined here above shall at all times, in addition to the roles defined herein above shall also be the liability holder of the Project on behalf of the entire Consortium.	The consortium members should be liable for their respective total value of their respective scope of work.	Refer addendum for details

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	Annex25 – Consortium Agreement - Part VI (A. LIABILITY AND INDEMNIFICATION WITH RESPECT TO CLAIMS OF THE OWNER AND THIRD PARTIES)		The Leader (Indemnifying Party), on behalf of the Consortium, agrees to indemnify and hold the Owner (Indemnified Party) harmless from any claim made against the Indemnified Party by the Parties or any other third parties to the degree that such claim arises in connection with the said Project for any breach or default of this Agreement or the Contract or is due to the indemnifying Party's fault or negligence. In the event that claims are made by third parties under infringement of Intellectual Property Rights and/or noncompliance of applicable laws and regulations/licenses, the Indemnifying Party shall hold harmless, the Owner and bear the cost of all legal consequences arising out of the above and/or imposed upon the Owner. To this effect, the Leader hereby agrees to submit an indemnity/indemnities in favor of the Owner establishing the above.	We request that indemnity be restricted to breach of a third party's IPR. Bidder cannot indemnify Owner for any and all third party claims.	Refer addendum for details
	Annex # 8 – Bank Guarantee (BG) format (4)		4. This guarantee shall come into force from the date of issue of this guarantee and shall remain revocably valid and in force initially upto _____ and the same shall be extended further until the expiry of the Defect Liability Period of the said Contract.	We request this clause be deleted.	Refer addendum for details
	Annexure #21 Non-Disclosure Agreement (Entire document)		Entire document	We request that a mutual NDA be signed between the parties.	Detailing will be done successful bidder
	Annexure #26 Contract Performance Bond (Entire Document)		Entire document	Please amend text to state finite expiry date in this BG text as Banks do not provide open ended guarantee. Also, any extension shall be subject to mutual agreement between the parties.	Expiry date is 5 years from PO date which is finite. No change in clause.
	Annexure #26 Contract Performance Bond (First paragraph)		with each of its members bearing joint and several responsibility towards BHEL (the beneficiary)	The consortium agreement states that the Leader will be the liability holder for the project on behalf of the entire consortium and here it is stated joint and several liability. Please confirm.	J&S responsibility deleted. Refer addendum for details.

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	Integrity pact (8.3)		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).	<p>Bidder requests that any access shall be mutually discussed and agreed between the parties, and in any case shall be in accordance with the below:</p> <p>a) Not more than once a year b) With a mutually discussed and agreed scope c) No auditors shall be competitors of Bidder d) With agreed and reasonable prior notice</p> <p>Notwithstanding the foregoing, the Principal shall have no access to: (i) any information relating to other Bidder customers or information not related to the agreement or the relevant scope of work; or (iv) Bidders audit reports."</p>	No change.
	Integrity Pact (8.7)		8.7 The CMD, BHEL shall decide the compensation to be paid to the Monitor and its terms and conditions.	Such payment shall be at BHEL's cost and terms and conditions are mutually agreed between parties.	No change.
30 of 140	4.4.1		EMD	EMD is in the form of pay order or demand draft. It is possible to give a bank guarantee	No change in clause
39 of 140	4.11		Security deposit	Can this be waived since 10% of TCV as contract performance bond is to be submitted as per sec 4.12	No change in clause
136 of 140	11.17		Payment terms	Any claim on the owner against the contract for any tax or duty directly from the statutory authorities shall be recovered from the bidder. This should be applicable for cases only where Bidder is at fault and not a open ended clause.	This is only for any tax or duty which is applicable at the time of bid submission but not specified in the price bid format by the Bidder.
138 of 140	11.17.4		Form of payment	Request change from 45 days to 30 days for payment.	No change in clause
	General Scope		NA	Request to please provide Number of legal entities / companies to be covered under the SAP implementation	Refer section 9.5 Geographical scope.
	General Scope		NA	What financial year is followed at BHEL for annual financial document preparations	1st April to 31st March
	General Scope		NA	Please clarify on the exact number of users are every location according to the modules.	The number of users business sector /plant wise and Function wise will be shared with the successful bidder. Refer section 3.3 Implementation Plan The sizing needs to be done keeping in mind the Owner's requirement for performance, response time and scalability, latest state-of-the-art, virtualisation & guaranteed uptime during its entire lifespan with uninterrupted spares & services. The bidder must factor the number of licenses requirement and functional & technical scope.
	General Scope		NA	Request to please provide list of interfaces planned to be connected to SAP System	Refer 9.12.2.3 Interface/ Integration with Existing Applications. Functionalities of the legacy systems have been included in the FRS. The detailed documents would be shared with the successful bidder.
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	Business Intelligence & Dashboards – Corporate MIRs	Are these BO Dashboards and Reports on top of BW or some other DataWarehouse like Oracle, SQL Server etc	Existing BO Dashboards and Reports are on top of BW
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	Will there be SAP BW implementation as well. If so, What is the BW version that will be implemented 7.0 or 7.3 . (PDF Document: Annexure 3.2 currently doesn't mention any BW version)	The bidder must propose a Single instance integrated solution based on FRS & TRS and propose the software.

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117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	If BW system already in place, How many Cubes, BEx queries are present in the system	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	What is expected Volume of Data (approximate) into BW implementation from source systems like ECC and other ERP systems	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	What functional areas will the BW implementation be focused on (from PDF Annexure, it shows: (PS, MM, FI,CO, PP, SD, QM, PM as Functional areas for ERP systems)	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	Are there are other ERP systems from which data will be populated into BW like SAP CRM or SAP SCM etc	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	Understanding is, BW Basis (administration) and Security activities also needs to be taken care like Roles creation, BW Landscape/Server Scalability)	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
119	Annexure 4 Overview of Functions		NA	Currently, what is the version on BO (BOBJ) and on which backend DataWarehouse are these Dashboards/reports implemented.	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
119	Annexure 4 Overview of Functions		NA	How many reports and Dashboards are present in current BOBJ (BO) Landscape.	Refer Annexure #1 FRS
119	Annexure 4 Overview of Functions		NA	What version of BOBJ will this new implementation be, SAP BOBJ 4.1 ?	The bidder must propose a Single instance integrated solution and propose the software.
119	Annexure 4 Overview of Functions		NA	Will the BOBJ reports be on top of SAP BW or some other DataWarehouse.	BI has been implemented. BO is under implementation. 10% of reports are under BI. For further clarifications, refer FRS or visit the concerned units, if required.
119	Annexure 4 Overview of Functions		NA	How many users are present currently who use the BO reports.	BO is under implementation.
119	Annexure 4 Overview of Functions		NA	What is the expected no: of Users in new BO environment post this 3 years implementation.	Refer Section 7.2
117	Annexure 3 Existing Software	Annexure 3.2 Existing Applications – SAP ERP	NA	Understanding is, BOBJ Administration and Security activities also needs to be taken care like Roles, Users creation, BOBJ Landscape/Server Scalability. Please confirm	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
119	Annexure 3 Existing Software	Annexure 3.4 Existing Oracle Database Licenses	NA	All production systems are running on high availability environment as far as database and application is concern?. Does SAP runs on Oracle RAC environment?	Owner's existing SAP systems are not on Oracle RAC environment.
117	Annexure 3 Existing Software		NA	Is DR site being maintained for entire SAP production environment if not then please mention the systems which are excluded from the DR arrangement.	High availability - Yes. RAC - No.
NA	NA		NA	What is the data replication technique is used for DR scenario (e.g. archiving shipping).	Multiple technologies.
117	Annexure 3 Existing Software		NA	We are assuming all the inflow/outflow of data from third-party systems to SAP environment is via SAP PI? Or is there any direct communication?	Data inflow/outflow is through SAP PI direct data uploads.
117	Annexure 3 Existing Software		NA	Which tools are being used to monitor the SAP landscape? Is SOLAMN 7.0 is being used for the same?	Yes

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117	Annexure 3 Existing Software		NA	What tools are being used for the monitoring at the OS level (like FS, memory, CPU and processes).	No specific tools. Only OS commands.
117	Annexure 3 Existing Software		NA	What advance database optimization techniques are being used (like table/index partitioning, compression techniques etc.)	No specific technique is followed as a standard.
119	Annexure 4 Overview of Functions		NA	Does, as per the appendix –H "DBA support by others" applies to only SAP environment or includes other environments for support.	Query not clear
	General Scope		NA	Is BHEL using the TREX for document indexing?	For this information please visit the concerned unit, if required.
86	9 Scope of work	9.2 General Scope		Is BHEL using the content management server for document storage?	The software available and implemented in BHEL are indicated in Annexure # 3. All the requirements are mentioned in FRS & TRS.
86	9 Scope of work	9.2 General Scope	NA	Are they using the hardware load balancer device or using the web dispatures for distributing the web/ internet load of portal.	Multiple technologies.
86	9 Scope of work	9.2 General Scope	General Scope	Do we need to integrate ERP with existing GRC	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
86	9 Scope of work	9.2 General Scope	General Scope	Will User Provision be done through GRC	The bidder must propose a Single instance integrated solution and propose the software. For all other information please visit the concerned unit, if required.
86	9 Scope of work	9.2 General Scope	General Scope	Do they have any Authorization Model which needs to be integrated/ followed	Refer Section 9 in totality
86	9 Scope of work	9.2 General Scope	General Scope	Will Business perform Authorization Role Testing	Refer Section 9 in totality
	General Scope		NA	What is the backup and restore mechanism currently being used?	Multiple technologies.
86	9.2 General Scope		General Scope	Has BHEL adopted any Tools for SDLC Model for their earlier Implementation - Is Owner (BHEL) open for leveraging HCL tools for SDLC.	Yes
86	9.2 General Scope		General Scope	Does the Owner (BHEL) has any Business Process Management and Process Orchestration Services in the current Landscape	Not being used
86	9.2 General Scope		General Scope	On the Integration / Interface front , what is the percentage of B2B Business to Business Interfaces to the over all interface list	Not relevant
22	1. Introduction	1.3.3 Existing Applications	NA	Provide us the Existing Business to Business (B2B) Products in the current system landscape along with the message formats and EDI transaction sets	The major requirements are mentioned in the FRS. The detailed process documents would be shared with the successful bidder.
22	1. Introduction	1.3.3 Existing Applications	NA	What is the current alert / notification system or product in the owner's (BHEL) landscape.	Emails, SMS, etc
86	9 Scope of work	9.2 General Scope	General Scope	Can BHEL provide us the current volume of interfaces per day , per month and per year apart from peak loads. Anticipated extrapolation volume of interface for the next 7 years	This will be provided to the successful bidder.
86	9 Scope of work	9.2 General Scope	General Scope	Does the owner(BHEL) sysem envisage any system integration with one or more government agencies / bodies in relation to export /import regulations and compliance . If so provide us the approximate list of agencies and government bodies along with the respective geographical locations.	All requirements are included in the FRS.
86	9 Scope of work	9.2 General Scope	General Scope	What is the system or products in place for workflows - of documents , approvals in the current landscape	workflow in SAP and workflow in tailor made systems.

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86	9 Scope of work	9.2 General Scope	General Scope	How many engineering products does the system has to integrate other than Autocad & Wrench	Refer 9.12.2.3 Interface/ Integration with Existing Applications. The integrated solution should interface with the Engineering systems mentioned in Annexure # 3. Also, it should have the capability to connect to any other standard PLM or 3D software using standard connectors.
110	9. Scope of work	9.12.2.3 Interface/ Integration with Existing Applications	Owner might want to retain along with the Integrated Solution is: 1. Hospital / Medical system management 2. Knowledge 3. Unit/Corporate Portals 4. Estate Management 5. Attendance Recording System	Could the owner (BHEL) provide the details of platform / products of the above legacy systems to the bidder and the reason behind to retain	For indicative list of Product/platform/technology, refer Section 1.1.3. Further details would be provided to the successful bidder. These are stand alone applications which are not in all locations.
25	3 About 'ONE-BHEL' Initiative	3.2 Implementation Approach & Strategy	certain legacy systems shall remain & be part of the overall landscape & integrated with 'ONE-BHEL' ERP solution	What are the other legacy systems in the owner's (BHEL) Landscape which has to be migrated to the Integrated Solution	All systems other than the systems mentioned in Section 9.12.2.3 need to be migrated. Functionalities of the legacy systems have been included in the FRS. The detailed documents would be shared with the successful bidder.
22	1. Introduction	1.3.3 Existing Applications	NA	Does the owner (BHEL) has any testing tools for performance, regression and stress testing in the current landscape (ex Loadrunner , winrunner etc)	Not available.
23	1. Introduction	1.3.3 Existing Applications	NA	For the High Availability of the current System , what is the cluster software's available in the current system	OS Cluster
86	9 Scope of work	9.2 General Scope	General Scope	Does the owner (BHEL) will agree for "Train the Trainer" approach in training the Owner's Team	Refer section 9.11 Training in totality
86	9 Scope of work	9.2 General Scope	General Scope	Does The owner (BHEL) has any other Master Data management tool other than Netweaver MDM	Refer Annexure #3
13	1. Introduction	1.1.3 BHEL Units	Units Divisions location details	How many Overall Excise registrations and VAT registrations does BHEL have?	Refer section 9.5 for geographical scope
26	3. About 'ONE-BHEL' Initiative	3.2. Implementation approach & Strategy	Separate Balance sheet is required for each manufacturing unit, corporate functions, regions, business sectors and derived balance sheet for the Corporate	Is BHEL one legal entity, how many separate Trial Balances are currently maintained at BHEL. Are there any legal entities abroad, are they planned to be on SAP as well.	Refer section 9.5 for geographical scope
27	3. About 'ONE-BHEL' Initiative	3.2. Implementation approach & Strategy	Separate Balance sheet is required for each manufacturing unit, corporate functions, regions, business sectors and derived balance sheet for the Corporate	For consolidation, do you intend to you SEM-BCS. Any other plans?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
	Annexure 1 Corp Fin / 030/063/072		Use of "Online" in multiple places	When you say 'Online' you mean real time or do you mean over internet	It will depend on the context in which it is being used.
	Annexure 1 Corp Fin / 082		Ability to provide online availability of complete information for all employees of Finance across BHEL	What information is being desired here?	All information being shared must pass through proper authentication and authorization.
15	1.2 Business process at BHEL		Technological review by technology groups – There are technology groups at Unit level. These groups do the technological review of the drawings and BOM.	Variant configuration (VC)/BOMs/Classification used to design & Did version of BOMs are tracked in the current system	Bidder can make this a part of the integrated single instance solution.
15	1.2 Business process at BHEL			Are there any requirement of Dashboard such as KPI Reporting dashboard, product/navigation/catalog dashboard, Single sign on catalog (like windows 8 screen)?	Please refer to Section 9.4.9 Business Intelligence
133	11.12 Termination and Suspension		Suspension of the work	Please put a maximum cap for duration of such suspension of work to one week and also provide a mechanism for reimbursing to the bidder the extra cost which bidder has to bear due to such Suspension of work	No change in clause

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134	11.12 Termination and Suspension		Termination of the Contract :	We request you to suggest on the compensation mechanism by BHEL to the Bidder for the investments made by it including the costs incurred in resources re-deployment, incidental costs, etc. in such a case of Termination for convenience by BHEL.	Refer addendum & section Amounts payable on Termination in RFP.
136	11.13 Negligence		If Bidder neglects to execute the scope of work with due diligence or expedition or refuses or neglects to comply with any reasonable orders given to him in writing by the Owner in connection with the scope of work or contravenes the provisions of contract, Owner may give notice in writing to the Bidder calling upon him to make good the failure, neglect or contravention complained of within such time as may be deemed reasonable and in default of the compliance with the said notice, Owner may rescind or cancel the contract	We request that for any negligence on part of bidder the damages or claim should always be limited to a particular amount i.e. there should be a limitation on liability arising out of negligence. We suggest this to be capped at 10% of the order value	No change in clause
190	Annexure #21 Non-Disclosure Agreement		23. For the avoidance of the doubt, the owner hereby reserves the right at all times to file for / oblige for any applicable copyright / patent and / or any other licenses as applicable and to this effect the Receiving Party hereby undertake to ensure that there is no infringement of the owner's Intellectual Property Interest (IPR) at any time.	We request that this clause be modified to make it more specific as such wide statements for IPR transfer and that too under confidentiality is not recommended	Detailing will be done with successful bidder
192-194	Annexure #22 Penalty		The Penalty applicable to the Bidder shall be independent of the Security Deposit and the Contract Performance Bond submitted by the successful Bidder. Note: The total cumulative penalty for the above shall not exceed 10% of the total Contract Price.	We request that Penalty should not be considered as additional over and above the Security Deposits and Contract Performance Bonds, which themselves have forfeiture conditions. We also request that upper cap of LD is very high and should be restricted to 5% of delayed portion instead of Total Contract Price. Before levying Penalty adequate notice must be given to bidder and the bidder should be allowed to cure the default/failure within a cure period of [30] days and there should be no penalty on Bidder for delays which are attributable to customer and not to bidder.	No change in clause
192	Annexure #22 Penalty		Non-Availability of license : If the Bidder is not able to provide the license within 4 weeks of requisition by the Owner, the payment to the Bidder will be liable for deduction @0.5% of the total license price for delay of each week or part thereof. Ceiling : Total price of Licenses as per the Owner's requisition	We request that the Ceiling for this Penalty should be 5% of Total price of delayed portion of Licences as per Owner's requisition	No change in clause
192	Annexure #22 Penalty		If the Bidder is not able to provide the required & agreed man-power from ERP product OEM (Section 7.7 Resources for Solution Expert Consulting Services)/ Implementation Partner (Section 5.8 Resources for Amendments & Variations) within 15 days from the scheduled date of deployment, the payment to the Bidder shall be liable for deduction at the rate of INR 1,00,000 (One Lac) per manpower resource per day.	We request that this clause be removed	No change in clause

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192	Annexure #22 Penalty		Non-Adherence to overall Project timelines : If the Bidder fails to achieve the completion of project within defined duration, the payment to him will be liable for deduction @0.5% of the total contract price for delay of each week or part thereof. Ceiling : 10% of the total contract price.	We request that the Ceiling for this Penalty should be the value of 5% of delayed portion of project	No change in clause
192	Annexure #22 Penalty		Adherence to Milestone timelines : If the Bidder fails to achieve the completion of any milestone within defined duration, the payment to him will be liable for deduction @0.5% of the milestone payment for delay of each week or part thereof.	We request that this clause be removed	No change in clause
192	Annexure #22 Penalty		Non-Adherence to minimum resource requirement : If the Bidder fails to deploy the minimum resources as mentioned in Section 7.6 Minimum Resource Deployment and/ or 8.2 Minimum Resource Deployment from the date the Contract becomes effective, the payment to the Bidder shall be liable for deduction at the rate of INR 1,00,000 (One Lac) per manpower resource shortfall for each day.	We request that this clause be removed	No change in clause
193	Annexure #22 Penalty		Non-compliance or non-implementation of corrections arising out of periodic Quality Audits. : If the Bidder fails to deliver the recovery compliances or implementation of corrections arising out of periodic Quality Audits, the payment to the Bidder will be liable for deduction @0.5% of the total Implementation Price for each noncompliance. Ceiling : Total Implementation Price as per Annexure # 20	We request that the Ceiling for this Penalty should be 5% of the value of non compliant portion.	No change in clause
197	Annexure #25 Consortium Agreement			We request that some modification to this Agreement be acceptable as there are some unacceptable conditions which is likely to put the contracting party at huge risk	Refer addendum for details
50	5.4-Pre Qualification Criteria	5.4.2.Implementation Partner	The Implementation Partner must meet ALL criteria stated below for at least 2 years out of the last 3 years: 1. Global Annual turnover of more than INR 2000 Crores per year. 2. Global Annual turnover of at least INR 400 Crores per year from offered ERP product Implementation Business 3. The Company should be profit making Evidence : Audited financial statements for the last three financial years. OR Statutory Auditor's Certificate of the Turnover of offered ERP Licenses.	We request that for the evidence instead of Auditor's Certificate, a self declaration signed by the authorised signatory of bidder be accepted	Refer addendum for details

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51	5.4-Pre Qualification Criteria	5.4.2.Implementation Partner	<p>2. Indian Annual Financial Turnover : The Implementation Partner must meet ALL criteria stated below for at least 2 years out of the last 3 years:</p> <p>1. Annual turnover from Indian Operations of more than INR 500 Crores per year.</p> <p>2. Annual turnover of at least INR 100 Crores per year from ERP product Implementation Business.</p> <p>3. The company should be profit making at least for 2 years out of the last 3 years.</p> <p>Evidence : Audited financial statements for the last three financial years. OR Statutory Auditor's Certificate of the Turnover of offered ERP Licenses.</p>	We request that for the evidence instead of Auditor's Certificate, a self declaration signed by the authorised signatory of bidder by accepted	Refer addendum for details
51-57	5.4-Pre Qualification Criteria	5.4.2.Implementation Partner	<p>3. Global Implementation Experience ,</p> <p>4. Implementation of ERP Functions ,</p> <p>5. Implementation in Engineering & Manufacturing industry ,</p> <p>6.Implementation in Engineering, Procurement, Installation & commissioning Sector</p> <p>7.Current implementation experience</p> <p>9.Large implementation Experience ,</p> <p>10.Multi location Implementation Experience ,</p> <p>Evidence Required : Completion certificate from the Customer for each complete implementation , mandatorily including : clear reference of broad scope of work undertaken by bidder & date of implementation (completion date) AND (A) Satisfactory Performanace certificate from the customer's authorized signatory certifying that the implementation is functioning satisfactorily OR (B) In the event that the requirement under sl.no.(A) above is not available, then correspondence from the customer stating that such certification cannot be given due to administrative/other reasons together with : (i) Self-certification from authorised signatory certifying satisfactory performance (ii) access to the Owner/ PwC (within 7 days of request from the Owner/ PwC) for validation from the customer's authorized signatory (including valid contact details) so as th enable the Owner to verify such information as required above.</p> <p>Annexure # 15 Citations duly filled in with the required details</p>	<p>We request that for all these prequalification criteria as well as Annexure # 5 Technical Evaluation Methodology , evidence required be modified to as below : Evidence Required :</p> <p>A) Completion certificate from the Customer for each complete implementation , mandatorily including : clear reference of broad scope of work undertaken by bidder & date of implementation (completion date) OR (B) Satisfactory Performanace certificate from the customer's authorized signatory certifying that the implementation is functioning satisfactorily OR (C) Self-certification from authorised signatory certifying satisfactory performance . In case of self certification, bidder has to provide access to the Owner/ PwC (within 7 days of request from the Owner/ PwC) for validation from the customer's authorized signatory (including valid contact details) so as th enable the Owner to verify such information as required above.</p> <p>Annexure # 15 Citations duly filled in with the required details.</p>	Refer addendum for details
54	5.4-Pre Qualification Criteria	5.4.2.Implementation Partner	<p>6.Implementation in Engineering, Procurement, Installation & commissioning Sector : The Implementation Partner must have implemented the offered ERP product in at least 1 company in Engineering, Procurement, Installation & commissioning Sector with atleast 500 license in each installation</p>	We request that this criteria be modified as below: The Implementation Partner must have implemented the offered ERP product in at least 1 company in Engineering, Procurement and Construction (EPC) industry with atleast 200 license in each installation.We request similar change be done in the related clause in Annexure-5 for Evaluation parameter	No change in clause

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	9.Scope of Work	9.12.2.5 Development Environment	<p>The ERP System Implementation Partner shall establish the development environment for Owner's processes.</p> <p><input type="checkbox"/> Development environment includes all the hardware & software required for training, development, testing etc. and excludes the Production environment.</p> <p><input type="checkbox"/> The development environment shall be provided at Owner's premise and for the entire solution landscape, including Add-on engines & 3rd party solutions.</p> <p><input type="checkbox"/> The ERP System Implementation Partner shall install and maintain development environment for the entire team.</p> <p><input type="checkbox"/> The ERP System Implementation Partner shall maintain the technical administration of the servers. The bidder shall be responsible for taking backups and ensuring security of backup media.</p> <p>On availability of servers for the above functionalities by Owner, the ERP System Implementation Partner shall replicate the existing development servers to the new development servers.</p>	<p>a) We understand from other sections in the RFP that bidder is only required to provide Hardware Sizing and other necessary related items, based on which BHEL would be providing required Hardware and related items. However for Development Environment , we understand that bidder has to provide the Hardware . Please confirm .</p> <p>b) In case bidder is providing Hardware for Development environment, we request the same to be taken over by BHEL and a separate line item for provisioning of Hardware for Development environment be provided in the Financial Bid.</p> <p>b) Please confirm the location for location for Development Environment .</p> <p>c) For the Development environment as well as the overall project, supply and Installation of Hardware shall be in the scope of BHEL. Please confirm.</p> <p>d) Bidders would not be penalised for any delays in milestones and overall project completion by the bidder due to delays by BHEL in providing necessary hardware, space,etc. Please confirm.</p>	<p>a) Bidder's understanding is correct.</p> <p>b) No change in clause.</p> <p>c) Development environment at Owner's central location - Hyderabad/ Bhopal/ Delhi NCR</p> <p>d) Penalties applicable as per Annexure #22.</p>
	Annexure 16	7.B Input Tax credit on account of VAT		Input of the VAT to customer will depend on bill to party & ship to party of the customer where the license delivery will be taken. Please provide the same to enable the mapping. We suggest that the delivery of all locations be taken at a single central location i.e BHEL-Noida	No change. For availing VAT input credit, the sale should commence & end in the same State.
38		4.9 Earnest Money Deposit (EMD)	<p>EMD may be forfeited under following conditions:</p> <p>a. After opening of bid, the bidder revokes his bid within the validity period or increases his earlier quoted rates.</p> <p>b. Non-faithful performance, including but not limited to delayed and non-qualitative/ inadequate response, in the opinion of the Owner in the bidding process until order is placed.</p>	We request you to remove pt.b of this clause : " Non-faithful performance, including but not limited to delayed and non-qualitative/ inadequate response, in the opinion of the Owner in the bidding process until order is placed. "	No change in clause.
115		11.7 Risk Purchase	<p>In case the Bidder Consortium fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the Contract wholly or in part, the Owner shall be at liberty to cancel the Purchase Order and obtain the supply of goods & services as per terms & conditions of the Contract through alternate source at the risk & cost of the Leader of the Consortium. However, the cost of Risk Purchase shall be limited to value specified under Limitation of Liability clause.</p> <p>Prior to invoking Risk Purchase clause, notice period of thirty (30) days and cure period of ninety (90) days will be offered</p>	We request that the maximum cost which can be recovered from Bidder be limited to 10% of the Cost quoted by the Bidder . This clause should be applicable only in the event of failure by the bidder to supply the goods and services as per Terms & Conditions of the Contract for reasons fully attributable to Bidder	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
				<p>We request Addition of below clause: LIMITATION OF LIABILITY 1.1. Neither Party shall be liable in connection with this RFP/Agreement and/or a P.O, whether under contract, tort or otherwise, for (a) any indirect, consequential, incidental, punitive, exemplary or special Losses; or (b) loss of data/programs, loss of profits or revenue, loss of anticipated savings and loss of goodwill, even if the loss or damages was reasonably foreseeable or a Party has been advised of the possibility of such damages. 1.2 Subject to clause 1.3, each Party's and its Affiliates' aggregate and collective liability arising out of or in connection with this RFP/Agreement and any P.O (whether in contract, tort, negligence, under an indemnity or by statute or otherwise) entered into subject to its terms, will, to the extent permissible by law, be limited to the amount of Loss directly resulting from the relevant cause of action and will also not exceed the Annual Charges (excluding reimbursement of expenses, pass-through expenses, taxes and amount attributable to purchase of hardware and software on behalf of Customer) paid or payable by the Customer to bidder under the relevant P.O to which the cause of action relates. For the purpose of this clause 0, "Annual Charges" mean the annual average Charges paid to the bidder in respect of Services delivered under the relevant P.O. For the avoidance of doubt any claim made under an P.O, where the tenure of the P.O is less than 12 months, Annual Charges shall mean the value of such P.O. 1.3 The limitations of liability set out in clause 1.2, shall not apply to: a) wilful misconduct or fraud (including fraudulent); b) death or personal injury resulting from the negligence of a Party; c) breach of Confidentiality obligations and clause Intellectual Property Rights); d) any Losses suffered by a Party pursuant to any Employment Regulations as provided in RFP/Agreement and/or a P.O; and e) Customer's payment obligations under this Agreement. 1.4 Any third party hardware and/or software are provided on an 'as is' basis and Parties acknowledge that bidder shall have no liability in</p>	<p>No change in clause</p>
				<p>We request Addition of below clause: TERMINATION: 1 In the event either Party has committed a material breach ("Defaulting Party") in the performance of any of its primal obligations under this Agreement, (provided that the Non-Defaulting Party has first given the Defaulting Party written notice of the grounds supporting the material breach or default and the Defaulting Party has not commenced to cure in a reasonable manner and with all due speed, the material breach of default within sixty (60) days of receipt of such notice. For avoidance of doubt it is hereby clarified that bidder shall be entitled to recovery of all the outstanding amounts due for the provision of the Services plus accrued interest as provided for in this Agreement. 2 Either Party may terminate this Agreement, by providing thirty (30) days notice, upon occurrence of an Insolvency Event of the other Party. 3 Either Party may terminate by providing notice to the other Party, upon occurrence of a Force Majeure Event that materially prevents the other Party from performing its obligations for a period exceeding sixty (60) days. 4 Termination Notice A notice of termination issued pursuant to this clause, shall be in writing and shall specify the date on which this Agreement shall terminate and this Agreement shall terminate on the date specified in that notice.</p>	<p>No change in clause</p>

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
				<p>We request Addition of below clause: WARRANTY:</p> <p>The bidder specifically disclaims the implied warranties of merchantability, non-infringement, and fitness for a particular purpose. All other express or implied terms, conditions or warranties and liability in respect of the quality, fitness or condition of the product/services arising directly or indirectly from the supply or their use are excluded. The above warranties are exclusive and no other warranty, whether written or oral, is expressed or implied.</p>	No change in clause
				<p>We request Addition of below clause: FORCE MAJEURE:</p> <p>1. Neither Party shall be liable to the other for any breach or delay in the performance of its obligations hereunder if and to the extent that such breach or delay is caused due to a Force Majeure event (an event that is beyond the reasonable control of either Party and includes fires, flood, earthquakes, element of nature or acts of God, war, explosion, acts of terrorism, governmental action, change of regulation, riots, insurrection, strikes or labour disputes).</p> <p>2. Upon occurrence of a Force Majeure event, the non-performing Party shall be excused from further performance of its obligations until such Force Majeure Event ceases to prevents or hinder the performance of those obligations, save and except the obligation of the BHEL to pay bidder for the Services already performed.</p>	No change in clause
				<p>We request Addition of below clause: DISPUTE RESOLUTION:</p> <p>1 The Parties agree that in the event any Dispute is not resolved in the ordinary course of business, the Parties shall in good faith attempt to resolve the Dispute through negotiation by their representatives.</p> <p>2 If a Dispute cannot be resolved by negotiation within 1 (one) month of commencement of negotiations, the Dispute may be referred to and finally resolved by arbitration under the Arbitration and Conciliation Act 1996.</p>	No change in clause
				<p>We request Addition of below clause: IPR:</p> <ul style="list-style-type: none"> • Bidder to own its Pre-existing IP, Third Party IP to belong to third party, Developed IP to belong to Customer (where asked & subject to payment) • Restriction on use of Pre-existing and third party IP in isolation or as stand-alone. Third party IP shall be subject to third party BHEL • OEM terms and conditions. 	No change in clause

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				<p>We request Addition of below clause: CONFIDENTIALITY: • Clear definition of Confidential Information should be provided by BHEL • Standard Exclusions (already in public BHEL domain, disclosure required per law, received from third party without confidentiality obligation, got or developed independent of the contract) • Term <5 years Bidder should be allowed to retain Confidential Information after termination of contract to the extent necessary to meet statutory & other requirements.</p>	No change in clause
				<p>We request Addition of below clause: • No indemnity for general breach of contract. Standard indemnification procedure should be included in any contract which may be entered pursuant to the bid. No worldwide IP indemnity, specifically for Patents and No IPR indemnity if Customer fails to follow guidelines and instructions. Right with Bidder to replace infringing version / procure BHEL to use / obligation to refund fee after deducting usage charges.</p>	No change in clause
138		11.18	<p>11.18 Limitation of Liability: The cumulative liability of the Bidding Consortium for all damages or other amounts arising in connection with this Contract shall be limited to Total Contract value. However, this limitation shall not be applicable to any claim, loss or damages w.r.t. IPR breach, wilful negligence, Confidentiality breach, tangible property damage or any other claim, loss or damages that cannot be limited as per Indian Laws.</p>	<p>As explained during our various meetings we request the following modifications to the clause: 1. The following clause should be added, "In no event shall a Party be liable for any indirect, incidental or consequential damages or liability, under or in connection with or arising out of this Agreement or the hardware or the software delivered." 2. wilful negligence should be defined as follows, "Wilful Negligence is where the bidder intends actual harm upon BHEL through a serious disregard of an obvious risk, which may harm Bank." 3. Confidentiality breach should be within the overall cap.</p>	No change in clause

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28	4 Instructions to Bidders	4.1 Eligible Bidders	<p>The bidder shall comply with the following mandatory requirements:</p> <p>a. The Bidder shall include a letter signed by both the members of the Consortium who are bidding for the project. In the above arrangement, the ERP OEM vendor's authorized Implementation Partner must be nominated as a Consortium Lead Member and this nomination shall be evidenced by submitting an entry into force of a duly stamped agreement of the duly executed Consortium Agreement in accordance with the format placed in Annexure #25 Consortium Agreement.</p>	<p>Please clarify, whether the implementation partner and the ERP OEM can bid on a Prime and Sub methodology this would be the preferred method. However, if this is not agreeable then the Draft Consortium agreement as suggested by BHEL as Annexure # 25 should be a guiding document only, the consortium partners should be allowed to sign a contract in a format acceptable to them.</p>	Refer addendum for details
	Annexure 25	Consortium Agreement	Consortium Agreement	<p>If it is made mandatory to agree to the consortium method BHEL may suggest its guiding principles or the Annexure 25 should act as a guiding document and not a mandatory format.</p>	Consortium agreement is mandatory. However, refer addendum for details
98	9 Scope of Work	9.9 Configuration, Customization & Bespoke (Custom Developments)	<p>The Owner prefers to have product standard functionalities in the 'ONE-BHEL' Solution. Wherever customization is required and undertaken, the ERP System Implementation Partner will hand over the source code and all documentation to the owner. The title, rights and IPR (Intellectual Property Rights) over such customization will be passed on to the Owner as soon as such customizations becomes part of production environment.</p>	<p>Any Bespoke/custom development is not part of this contract and therefore the clause should be deleted. In case any customer development is required at a later stage the parties shall agree on the terms of the same at a later stage.</p> <p>The only customization which is foreseen is for the ERP Software, however the Bidder can not take the responsibility of the same as it may require written agreement of the OEM partner but there is no such clause in the Format of Consortium Agreement.</p>	No change in clause.
24	2 Definitions	Instruction	<p>Instruction: Shall mean communication issued by the Owner in accordance for purposes herein including but not limited to requiring the Bidder to add to, omit from, alter, cancel or delete all or part of the Work.</p>	<p>We understand that any instruction to omit, alter or delete any part of work shall be through the change control mechanism.</p>	"Instruction" here is w.r.t. usage of the word in the Tender document.

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63	5 Selection Process	5.7 Signing of Contract	<p>5.7 Signing of Contract</p> <p>After the notification of award, the Owner will issue Purchase Order (PO). Within 15 (fifteen) Days from the date of issuance of PO, the Bidder shall submit:</p> <p>a) Signed copy (in two originals) of Owner's issued Purchase Order as an acceptance of the PO.</p> <p>b) Consortium Agreement as per Annexure #25 between the Consortium partners, duly executed on non-judicial stamp paper and notarized.</p> <p>c) Security Deposit (SD).</p> <p>d) Contract Performance Bond.</p> <p>Thereafter, the Owner shall issue the draft contract agreement within 30 days of acceptance of Purchase Order along with submission of SD & Contract Performance Bond by the Bidder. The Contract agreement between the Owner & Bidder shall be signed in the next 15 days from the date of issue of the Contract.</p>	<p>The PO should only be required to accept the PO after execution of the mutually agreed contract. The SD and BG should also be required to be submitted within 15 days of contract signing.</p> <p>Also please clarify if there shall be new terms in the PO or the Draft Contract. In case of any dispute during that period what shall be the arbitration process? As per our earlier discussion with BHEL team it was confirmed that there shall not be any new terms and there may be only elaboration of the clauses as mentioned in the RFP which shall be on mutual acceptance. Please confirm.</p>	<p>No change in clause.</p> <p>Contract & PO would be as per the RFP & Corrigendum.</p>
64	5 Selection Process	5.8 Amendments and Variations to Contract	<p>5.8.2 Confirmation of verbal instructions</p> <p>For the purposes of this section/Article all Instructions contemplated herein should be issued in writing. However, if the Owner considers it necessary to issue an Instruction verbally the Bidder shall immediately comply with such verbal request. Where the Owner confirms a verbal request in writing, either before or after carrying out of the Service, this shall be deemed an Instruction. If the Owner does not confirm such a verbal request in writing within two (2) days then the Bidder shall so confirm within a period of two (2) further days and shall obtain the Owner's written agreement which shall be deemed an Instruction. No claims shall be made by Bidder & entertained by Owner if the Owner does not confirm in writing such approval within above 7(seven) days.</p>	<p>This clause should be deleted. It was discussed during our earlier meetings and was to be modified favorably.</p>	<p>No change in clause.</p>
129	11 General Conditions of Contract	11.2 Acceptance / Rejection of Bids	<p>In the event of any assumptions, presumptions, key points of discussion, recommendation or any points of similar nature submitted along with the Bid, the Owner reserves the right to reject the Bid and forfeit the EMD.</p>	<p>It would be reasonable to allow assumptions, presumptions etc. for the bid submission.</p> <p>In our previous discussions with the BHEL team it was allowed that we shall be able to suggest assumptions.</p>	<p>No change in clause.</p> <p>All clarifications to be sought by the bidder prior to bid submission.</p>

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
133	11 General Conditions of Contract	11.9 Commencement	<p>11.9 Commencement</p> <p>Effective date of Contract: This Contract shall come in to effect on the date of issue of Owner's signed Purchase Order. Such Purchase Order shall be accepted by the Leader of the Consortium within 7 Calendar days, from date of Purchase Order and shall be signed & sealed by Leader of the Consortium stating "Purchase Order Accepted" and return certified counterparts in two originals to the Owner. If no such formal confirmation is received within the stipulated time of 7 Calendar days, then the Contract/Purchase Order is deemed to be accepted.</p> <p>□ The Bidding Consortium shall begin carrying out the services with installation of required hardware, software & services within one month after the date the Contract becomes effective.</p>	The contract should only be effective after the signing of the contract and not from the dated of Purchase order.	Refer addendum for details
133	11 General Conditions of Contract	11.12 Termination and Suspension	Termination of Contract	The bidder should also have the right to terminate the contract and suspend the performance in case of a breach by BHEL. There is a clause in the RFP which specifies that there can not be any interest which can be charged from BHEL therefore there is no remedy for the SI in case of non-payment and delayed payments by BHEL.	No change in clause.
		General Query	NDA, Integrity Pact and Contract	Is the requirement that both the consortium parties should sign the NDA and Final Contract?	Leader can sign all 3 documents mentioned. .
		General Query	There are terms such as ERP Implementation Partner, Bidder, Bidding Consortium, ERP Vendor etc. used simultaneously. We understand that all refer to the Bidding Consortium represented by the lead bidder and not any new issue.	Request for clarity	Bidder's understanding is correct.
140	12 Special Conditions of Contract	12.5	<p>12.5 Expected Functionality and Overall performance: Notwithstanding anything contained hereinabove, nothing shall absolve the Bidding Consortium from its responsibility to ensure that the Owner must have a finally comprehensive, qualitative, working product and solution and the Bidding Consortium shall recognize that the objective of this Project cannot be fulfilled by mere monetary compensation i.e. compensation may not be an adequate remedy for the fulfilment of the Owner's objective in this Project and to that effect, the Bidding Consortium shall always work to achieve its final Completion holistically and wholesomely in good faith.</p> <p>For the avoidance of doubt, failure and or non-compliance and/or insufficient compliance of the requirements enumerated herein above shall be considered a failure of performance parameters under the Contract with the Owner.</p>	This is a new clause introduced in this RFP. We request deletion of the same as this is vague and there is no objective criterion to measure such requirements. The SI shall be responsible for the deliverables and services as mentioned in the SOW.	No change in clause.
39	4.11 Security Deposit & 4.12 Contract Performance bond		The Owner shall have the right, without limitation, to call the performance bond for any non-compliance with the terms of the Contract which the Bidder fails to remedy within the period stated in the notice issued by the Owner advising the Bidder to remedy the non-compliance	We Request owner to call for PBG/Security deposit only for material breach under the contract after giving a duly notice and cure period.	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
126	10 Key Deliverables & Payment Schedule	10.1 Payment Schedule for Software Licenses& Annual Technical Support (ATS)/Annexure 17.1	For ATS - Amount to be quoted as per Owner's license deployment plan and for the period starting from first license procurement to end of Post Go-Live Support phase.	We request BHEL to check/clarify the formula for License ATS in Annexure 17.1/17.2	Refer together Annexure #17 and section 10.1 Payment Schedule for Software Licenses& Annual Technical Support (ATS)
126	10 Key Deliverables & Payment Schedule	10.1 Payment Schedule for Software Licenses& Annual Technical Support (ATS)/Annexure 17.1		Request you to clarify when will be the payment for add-on engines and 3rd party software's will be made. Currently nothing has been mentioned on same.	Refer together Annexure #17 and section 10.1 Payment Schedule for Software Licenses& Annual Technical Support (ATS)
96	9 Scope of Work	9.6 Supply and Installation of Software & Application Licenses and Annual Technical Support (ATS)	The Bidding Consortium will be responsible for supplying the current versions of ERP application licenses and related software, integration tools, along with the source code and installing the same. The licenses shall be supplied by the Bidding Consortium only on the basis of written requisition from the Owner. The licenses shall be provided to the Owner within 4 weeks of such requisition by the Owner.	We Request to add/clarify the following : OEM software licenses and its support will be governed as per end-user license agreement signed between BHEL and OEM. HP is only acting as an agent for the resale of OEM software licenses to BHEL and the license and support obligations in relation to these licenses will rest only with OEM as per the end-user license agreement. HP will only be responsible for tracking the application SLA performance, if any.	No change in clause.
133	11 General Conditions of Contract	11.12 Termination and Suspension	The Owner may, by a written order, instruct the Bidding Consortium to suspend the Work or any part of the Work for the period and in the manner which the Owner considers necessary. The Bidding Consortium shall cease work on said part of the Work on the effective date of suspension, but shall continue to perform any unsuspended part of the Work. During the suspension the Bidding Consortium shall properly protect and secure the Work so far as is necessary in the opinion of Owner.	Request owner to give a notice period of 30 days before suspension and in any case the suspension cannot be beyond 60 days. Such suspension should not be more than once in the contract tenure.	No change in clause
138	11 General Conditions of Contract	11.17.4 Form of Payment	Within forty five (45) days of receipt of the correctly prepared and adequately required documentary supported invoice duly certified by the Owner for fulfilling the criteria for payment, the Owner shall pay the amount of such invoice into a nominated bank account of the Leader of the Consortium, provided that such invoices are in accordance with the provisions of this clause/Article.	we request owner to change the credit term to 30 days from receipt of the invoice.	No change in clause
138		11.18.6 Final Completion	The issue of a Final Completion certificate shall not absolve the Bidding Consortium from the obligation to remedy, or indemnify the Owner for the cost of remedying, latent defects which transpire within ten years from the issue of the Final Completion certificate and which are attributable to the Bidding Consortium, a Sub-Bidder or Bidding Consortium Personnel. In this Article, the term "latent defect" shall mean a defect which produces no readily observable effects prior to the issue of the Final Completion certificate and which is attributable to an unfit for purpose design, or to poor or faulty engineering or workmanship, or to Materials which do not conform to the Contractual specifications or are unfit-for-purpose.	We request to delete this clause. As the warranty in case of service contract are as per the standard term. The clause of 10 years defect liability doesn't applicable incase of a service contract.	Refer addendum for details

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
213	Annexure #22 Penalty	1 - Available of license	If the Bidder is not able to provide the license within 4 weeks of requisition by the Owner, the payment to the Bidder will be liable for deduction @0.5% of the total contract price for delay of each week or part thereof. Ceiling - Total price of Licenses as per the Owner's requisition.	request to change the ceiling to the value of 5% of the affected license only.	No change in clause
		2- Non-Availability of required & agreed man-power from Implementation partner / ERP product OEM	If the Bidder is not able to provide the required & agreed man-power from ERP product OEM (Section 7.7 Resources for Solution Expert Consulting Services)/ Implementation Partner (Section 5.8 Resources for Amendments & Variations) within 15 days from the scheduled date of deployment, the payment to the Bidder shall be liable for deduction at the rate of INR 1,00,000 (One Lac) per manpower resource per day. Ceiling - Total price as per Annexure # 18.1 OR 18.2, as applicable.	Request to change the ceiling to the 5% of the affected manpower cost only.	No change in clause
		3. Non-Adherence to overall Project timelines	If the Bidder fails to achieve the completion of project within defined duration, the payment to him will be liable for deduction @0.5% of the total contract price for delay of each week or part thereof. Ceiling - 10% of the total contract price.	Request to change the cap to 5% of the overall Implementation cost.	No change in clause
		5. Non-Adherence to minimum resource requirement	If the Bidder fails to deploy the minimum resources as mentioned in Section 7.6 Minimum Resource Deployment and/ or 8.2 Minimum Resource Deployment from the date the Contract becomes effective, the payment to the Bidder shall be liable for deduction at the rate of INR 1,00,000 (One Lac) per manpower resource shortfall for each day. Ceiling - Total Implementation Price as per Annexure # 20.	Request to change the cap to 5% of the overall Implementation cost.	No change in clause
		6. Non-compliance or nonimplementation of corrections arising out of periodic Quality Audits.	6. Non-compliance or non-implementation of corrections arising out of periodic Quality Audits. Ceiling - Total Implementation Price as per Annexure # 20.	Request to change the cap to 5% of the overall Implementation cost.	No change in clause
		7 -Penalties for non-adherence to Helpdesk SLA parameters		The penalties shall be capped at 5% of the pro-rated value of quarterly amount payable toward post go live support.	No change in clause
			Note - The total cumulative penalty for the above shall not exceed 10% of the total Contract Price.	We request to cap the penalty at 7.5% of the contract value	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
3.2			Base Project Location & Primary Data Center Location	We assume that this will be BHEL, Hyderabad. Pls confirm	Hyderabad/ Bhopal/ Delhi NCR - Central Location Datacente(DC) - Hyderabad
24	3. About 'ONE-BHEL' Initiative	3.2 Implementation Approach & Strategy	Existing SAP-HCM system shall have integration with the proposed 'ONE-BHEL' solution	What functionalities are implemented in HCM and what are the integration expectations	The Bidder has to ensure that the objectives of One-BHEL are achieved. Additional functionality over and above BHEL's SAP HCM implementation required for One-BHEL solution shall be implemented in the proposed solution. For all other information please visit the concerned unit, if required.
27	3. About 'ONE-BHEL' Initiative	3.3 Implementation Plan	Project plan duration	Is the plan fixed or is there a possibility of revisiting this plan	No change in clause.
63	5.8 Amendments and Variations to Contract	5.8.1 Instructions for Alterations	1. The Owner shall, at its sole discretion, be entitled to instruct any alteration, suspension, cancellation or deletion to the form, scope, specification, quality or quantity of the Work/Project	If the changes are such that there is an impact on some of the existing plans, then this might push the timelines. There could be certain tasks that have to be sequential and this may not squeeze timelines by adding additional resources	For such alterations, timelines shall be mutually discussed between Owner & Bidder.
63	5.8 Amendments and Variations to Contract	5.8.1 Instructions for Alterations	2. The Owner shall, at its sole discretion, be entitled to instruct in writing any variation to the scope of Contract without extension of the Contract Period apart from the other terms of the Contract remaining unchanged.	If the changes are such that there is an impact on some of the existing plans, then this might push the timelines. There could be certain tasks that have to be sequential and this may not squeeze timelines by adding additional resources	For such alterations, timelines shall be mutually discussed between Owner & Bidder.
64	5.8 Amendments and Variations to Contract	5.8.2 Confirmation of verbal instructions	No claims shall be made by Bidder & entertained by Owner if the Owner does not confirm in writing such approval within above two (2) days.	Verbal instructions, however minor, do have an impact on the project and unless the same is ratified in writing, becomes bottleneck and leads to conflict. It is to be ensured that if verbal instruction is not confirmed in writing within two days, it should be deemed confirmed	No change in clause.
78	8.2 Team Profile & Deployment	8.2.2 Minimum Resource Deployment	The ERP System Implementation Partner shall deploy full time, onsite human resources from ERP Product OEM across the functional and technical areas, as specified in the below table, for the mentioned phases of the project	AS this is a delivery engagement owned by bidder, can the bidder estimate the resources required for delivery based on the scope understanding	No change in clause
81	8.6 Organization Change Management	8.6 Organization Change Management	The ERP System Implementation Partner is required to conduct the Change Management Workshops for all the Owner employees in a phased manner in line with the 'ONE-BHEL' implementation plan defined in Section 3.3. These workshops shall be conducted at the respective workplaces of the Owner. The Change Management Workshops shall be conducted concurrently for three levels (Junior, Middle & Top management) of officials/employees in the Organization as defined by the Owner which will be communicated to the successful Bidding Consortium at the time of planning the workshops.	Is this to be done as a personal session or is it ok to have webcasts for each set of employees? Can the bidder look at training the core team and then have this cascaded to the other employees or can a separate identified team of the owner be trained on this?	These workshops shall be conducted at the respective workplaces of the Owner.
101	9.11 Training	9.11.2 Type of Training	- Certification Training for Central Core Team	IS the intent to have hands on training or get certification training for the employees. Does BHEL plan to set up their own service help desk?	Certification Training should be provided to Owner's Central Core Team (Functional, Technical) - Refer RFP Section 9.11.2 Type of Training.
118	9.12.4 Final preparation Phase	9.12.4.2 Cut-Over Data Conversion and Migration		Any specific requirement on legacy transaction data being available in new system for earlier years?	Details would be provided to the successful bidder.
126	9.15 Implementation of Audit/review findings	9.15 Implementation of Audit/review findings	The Changes arising out of ERP Product OEM reviews (ref. section 7.5) or any 3rd Party Audits conducted directly by the Owner, in order to bring execution in line with original proposal, at any stage of the project have to be incorporated after discussion of ERP Product OEM, Bidder and Owner without additional cost to the Owner	it is already mentioned that OEM would be conducting the audit and also PwC is involved in the entire project phases. If there is any other 3rd party audit planned, it would sure have to be known in advance as this would have a severe impact on the deliverables and project schedule	No change in clause.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
136	11.16 Delivery Period	11.16 Delivery Period	Delivery period is 36 months from the date of issuance of Purchase Order (PO).	Delivery must be 36 months from the date of project kick off	Refer addendum for details
139	12.3 Go-Live deferment	12.3 Go-Live deferment	<ul style="list-style-type: none"> The Owner reserves the right to defer the Go-Live for any/ multiple location. Such deferments shall be mutually discussed with the Bidding Consortium & the Owner will inform the Bidding Consortium at least one month in advance about such deferment. In case of such deferments, Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the Bidding Consortium. Such deferment(s) shall be limited to a maximum of 3 months 	Deferments of go live, unless attributable to the bidder, should be compensated for as the team would still be on ground and the resources cost is spent	No change in clause
131	Annexure #4 Overview of Functions (RFP Project Annexures)	Annexure #4 Overview of Functions (RFP Project Annexures)	PF/EPS accounting & bill passing (To Be Covered under SAP HR Project) Employee payments & accounting (To Be Covered under SAP HR Project)	We understand SAP HCM is already implemented. Is the expectation to study the existing implementation and cover additional scope in HCM part?	Bidder's understanding is correct.
192	Annexure #22 Penalty	Annexure #22 Penalty	If the Bidder fails to achieve the completion of project within defined duration, the payment to him will be liable for deduction @0.5% of the total contract price for delay of each week or part thereof.	The penalty can be made applicable if and only if the delay is on account of the bidder. If the delay is for any extraneous reasons and reasons attributable to delays in approvals or signoff from the owner, this should not be applied	No change in clause
192	Annexure #22 Penalty	Annexure #22 Penalty	If the Bidder fails to achieve the completion of any milestone within defined duration, the payment to him will be liable for deduction @0.5% of the milestone payment for delay of each week or part thereof	The penalty can be made applicable if and only if the delay is on account of the bidder. If the delay is for any extraneous reasons and reasons attributable to delays in approvals or signoff from the owner, this should not be applied. Also the max amount leviable is very high in this case	No change in clause
192	Annexure #22 Penalty	Annexure #22 Penalty	If the Bidder fails to deploy the minimum resources as mentioned in Section 7.6 Minimum Resource Deployment and/ or 8.2 Minimum Resource Deployment from the date the Contract becomes effective, the payment to the Bidder shall be liable for deduction at the rate of INR 1,00,000 (One Lac) per manpower resource shortfall for each day.	As the delivery is owned by Bidder, resourcing requirements would be planned based on deliverables. The bidder would bring in more resources as required to fulfill an obligation. However there could be days when the min resources required could fall below the stipulated number. the penalty for the same cannot be more than the per man day cost of resource shared as part of the proposal	No change in clause
64	5.8.1 Instructions for Alterations	nil	For sake of clarity it is hereby stated that the Total Contract Price shall exclude the price of additional 1000 man-days	Does this mean - Additional man-days' price will be a separate line item in price schedule?	Refer RFP Annexure #16 Total Price & Annexure #18 Manpower price.
68	7.1 Business process standardization and harmonization	nil	ERP Product OEM shall deploy senior business consultants (ref. section 7.4) along with the Implementation Partner project team to drive the overall business process standardization.	Can we phrase this like - Bidder shall deploy senior business consultants (ref. section 7.4) along with the ERP product vendor(as & when required) to drive the overall business process standardization.	No change in clause
69	7.3 Solution Quality Review Services	nil	This Quality Review Process shall be carried out by the ERP Product OEM.	Can this be carried out by any SAP certified independent testing agency? OEM cost will be too high.	No change in clause
68, 69	7.2 Program Management Office	nil	Program Manager & OCM role from product OEM.	Can someone from PwC or Bidder play this role? OEM cost will be too high.	No change in clause
69	7.3 Solution Quality Review Services		It is critical that regular quality checks be performed throughout each phase, as tasks are completed. All issues regarding scope, project environment, and initial technical setup must be addressed. This Quality Review Process shall be carried out by the ERP Product OEM.	While we understand the importance of Quality Review required to be done after each, again getting those done by OEM will be a costly matter. Suggest to do OEM audit during/after BBP (Blueprinting) phase, Final Implementation review and Pre-Go Live check.	No change in clause
70	7.4 Team Profile & Deployment	7.4.2 Minimum Resource Deployment	Deployment of Program Manager, Functional Lead, Tech Lead & OCM role from product OEM.	While we understand the importance of these roles, but deployment resources for such role, from OEM, will increase the project cost only.	No change in clause
84	8.8 Support Services	8.8.1 Project Implementation & Sustenance Support	Technical upgrade of the installation to the new version, as and when required.	Version upgrade is complex activity like mini implementation, hence request to consider this out of scope. SI will ensure to apply technical patches for the application.	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
84	8.8 Support Services	8.8.1 Project Implementation & Sustenance Support	Migration of the Integrated Solution from one Hardware Platform to another.	Request to consider OS or platform level migration as out of scope. Because without any specific requirement, it is difficult to do estimation.	No change in clause
96	9.6 Supply and Installation of Software & Application Licenses and Annual Technical Support (ATS)	nil	Following is covered under ATS: <input type="checkbox"/> Provide free upgrades, updates & patches of the products to Owner as and when released by ERP Product OEM & Database Vendor. <input type="checkbox"/> Technical upgrade of the installation to the new version, when required by Owner. <input type="checkbox"/> Unlimited Support through telephone / Fax / E-mail / Video Conferencing /Installation visit as required. <input type="checkbox"/> Quarterly visit to Owner's ERP installations.	Version upgrade is complex activity like mini implementation, hence request to consider this out of scope. SI will ensure to apply technical patches for the application.	No change in clause
98	9.9 Configuration, Customization & Bespoke (Custom Developments)	nil	The development & implementation of the bespoke component will however be under taken only after it is approved by the ERP Product OEM and subsequently by the Owner.	Do you mean every custom development requires to be approved by OEM? Implementation partner should not be responsible if there is any delay from OEM. Please confirm.	No change in clause
99	9.11.2 Type of Training	nil	Certification Training for Central Core Team (Functional, Technical): Each member shall be trained in relevant function/module of ERP product. The training will be required to be given to approximately 150 team members to each member as per the ERP Product Vendor Curriculum. This training shall be imparted and disseminated by the ERP Product Vendor or authorized and certified training/education partners of the ERP product Vendor only (subject always, to approval of the Owner in the event of certified Partners being used). The Certification Training should be conducted at ERP product Vendor's own or certified training center. Standard curriculum, ERP product study material leading to ERP product certification should be used. Vendor shall submit a detailed training plan and quote the per person training rate as per Annexure #19 (including certification examination fees). Payments shall be made based on actual number of persons trained & certified. The invoices from the Bidder should be annexed by corresponding invoices from ERP Product OEM/ Authorized Training Partner.	Depending on project requirement & BHEL business to run on SAP, it will be more relevant if training is given directly by Bidder, who are also SAP Implementation partner. Otherwise this type of trg. will be more theoretical instead of project/BHEL business specific. Request to omit the line - "This training shall be imparted and disseminated by the ERP Product Vendor or authorized and certified training/education partners of the ERP product Vendor only (subject always, to approval of the Owner in the event of certified Partners being used). The Certification Training should be conducted at ERP product Vendor's own or certified training centre."	No change in clause
139	12 Special Conditions of Contract	12.1 Resource Deployment	The team members of the Bidder should be permanent staff of the Bidder.	Since bidder is totally responsible for the delivery, bidder can choose to deploy permanent staff/contract staff on the project. However key positions like Program Manager/Project Manager will be permanent staff.	No change in clause
	General	General		Request BHEL to share the word format of the PDF file "ONE BHEL-ERP Project Annexures_1" and also the excel sheet of the commercial Template.	Shared along with the current corrigendum.
Page 50 to 60	Pre-Qualification 5.4.2 Implementation Partner - Experience	ONE BHEL-ERP Project RFP document_1.pdf	The Implementation Partner in the last financial year must have revenue of more than INR 50 Crores from software business with the Indian Government / Indian PSU. SI to provide: Audited financial statement for the last financial year. OR Statutory auditor's certificate for the last financial year.	We do not report services revenue data at industry vertical level and hence our audited financial statements will not give any such view. Is it acceptable if we are able to provide Government/Indian PSU client reference letters where we have executed software implementation projects?	No change in clause.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
Page 50 to 60	Pre-Qualification 5.4.2 Implementation Partner - Experience	ONE BHEL-ERP Project RFP document_1.pdf	<p>The Implementation Partner must have implemented offered ERP product during the last 8 years worth:</p> <p>At least 3 jobs with each worth over INR 25 Crores Or At least 2 jobs with each worth INR 30 Crores Or At least 1 job worth INR 60 Crores</p> <p>Audited financial statement for the last financial year OR Statutory auditor's certificate for the last financial year.</p>	<p>We do not report services revenue data at industry vertical level and hence our audited financial statements will not give any such view. Is it acceptable if we are able to provide Government/Indian PSU client reference letters where we have executed software implementation projects?</p>	Refer addendum for details
Page 46 of 122	Pre-Qualification 5.4.2 Implementation Partner - Financials	ONE BHEL ERP Tender Document.pdf	<p>The Implementation Partner must meet ALL criteria stated below for at least 2 years out of the last 3 years:</p> <ol style="list-style-type: none"> 1. Global Annual turnover of more than INR 2000 Crores per year. 2. Global Annual turnover of at least INR 400 Crores per year from offered ERP product Implementation Business 3. The Company should be profit making. 	<p>We do not report revenue by ERP product implementation type so it may not be possible for us to provide an Auditor's certificate as evidence of turnover of offered ERP licenses. We can however provide BHEL with a self-certificate on our capabilities and credentials in the offered ERP area as well as analyst mentions in reports which we request BHEL to accept as evidence. The same had been accepted in your earlier addendum document titled "Bid clarification and Addendum" dated 04/12/2013 in page 356. Request you to kindly oblige our request to provide self certification of the same as accepted in your earlier addendum.</p>	Refer addendum for details
Page 46 of 122	Pre-Qualification 5.4.2 Implementation Partner - Financials	ONE BHEL ERP Tender Document.pdf	<p>The Implementation Partner must meet ALL criteria stated below for at least 2 years out of the last 3 years:</p> <ol style="list-style-type: none"> 1. Annual turnover from Indian Operations of more than INR 500 Crores per year. 2. Annual turnover of at least INR 100 Crores per year from ERP product Implementation Business. 3. The company should be profit making at least for 2 years out of the last 3 years. 	<p>We do not report revenue by ERP product implementation type so it may not be possible for us to provide an Auditor's certificate as evidence of turnover of offered ERP licenses. We can however provide BHEL with a self-certificate on our capabilities and credentials in the offered ERP area as well as analyst mentions in reports which we request BHEL to accept as evidence. The same had been accepted in your earlier addendum document titled "Bid clarification and Addendum" dated 04/12/2013 in page 356. Request you to kindly oblige our request to provide self certification of the same as accepted in your earlier addendum.</p>	Refer addendum for details
Page 47 to 50	Pre-Qualification 5.4.2 Implementation Partner	ONE BHEL ERP Tender Document.pdf	<p>Completion certificate from the Customer for each complete implementation, mandatorily including: clear reference of broad scope of work undertaken by bidder & date of implementation (completion date). AND (A) Satisfactory performance certificate from the customer's authorized signatory certifying that the implementation is functioning satisfactorily. OR (B) In the event that the requirement under sl. no. (A) above is not available, then correspondence from the customer stating that such certification cannot be given due to administrative / other reasons together with: (i) Self certification from authorized signatory certifying satisfactory performance (ii) access to the Owner/ PwC (within 7 days of request from the Owner/ PwC) for validation from the customer's authorized signatory (including valid contact details) so as to enable the Owner to verify such information as required above. Annexure # 15 Citations duly filled in with the required details.</p>	<p>We request you to kindly consider the clause that was covered in your earlier addendum document titled "Bid clarification and Addendum" dated 04/12/2013 in page 357. We request you to kindly provide us the opportunity to provide client testimonials on the client letterheads which will capture all details and in absence of which we should be able to provide self certification along with documentary evidence which can qualify our claim.</p> <p>We also request the clause to be modified to: Completion certificate/Published Case Study/Relevant pages from the contract copy/reference letter from the Customer for each complete implementation OR Self certification with access to the Owner/ PwC for validation from the customer within 7 days of request from the Owner/ PwC. In case such timely access is not available & or customers are either non-responsive or give inadequate response, as decided by the Owner, such claims of Bidder shall be rejected.</p>	Refer addendum for details

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
2	Tender Information	Tender Document Fee	INR 20,000/- (INR Twenty Thousand only) by DD in favour of BharatHeavy Electricals Limited, payable at Hyderabad. The DD must be submitted by the bidders during the pre-bid meeting.	We have already submitted the DD during the first pre-bid meeting which was held in first week of October 2013 at BHEL Hyderabad. Do we need to submit INR 20000/- DD again?	This is a fresh tender and Tender document Fee has to be deposited as per details in the RFP.
38	Ernest Money Deposit (EMD) clause 4.9 and Bid Validity Period clause 4.8		One time EMD of INR 2,00,000 (INR Two Lakh Only) is to be submitted by each bidder in the form of Pay Order or Demand draft n favour of BharatHeavy Electricals Limited, payable in Hyderabad.....EMD shall remain valid upto 180 days from the actual date of opening of Techo Commerical/Un-priced Bids.	Since validity of Demand Draft is 3 months only there we request BHEL to suitably amend these clauses.	Refer addendum for details.
133	11 General Conditions of Contract	11.12 Termination and Suspension	Termination of Contract	The bidder should also have the right to terminate the contract and suspend the performance in case of any non-payment or delayed payment by BHEL or any other material breach.	No change in clause
40	4-Contract Performance Bond	12	The Owner shall have the right, without limitation, to call the performance bond for any noncompliance with the terms of the Contract which the Bidder fails to remedy within the period stated in the notice issued by the Owner advising the Bidder to remedy the non-compliance	Please clarify, on whether for non compliance to T&C against which there is a SLA and liquidated damages specified in the RFP, performance bonds needs to be called for only once the maximum penalty cap is reached.	No change in clause
114	9.12.3.7 Master Data Preparation	114	The ERP System Implementation Partner shall carry out the following activities related to Data migration strategy along with Owner's team	Please let us know if the data will be available at a single location	Data is available at Owner's various Units/Divisions as mentioned in section 9.5 Geographical Scope.
114	9.12.3.7 Master Data Preparation	114	The ERP System Implementation Partner shall carry out the following activities related to Data migration strategy along with Owner's team	Please provide the details of the Data to be migrated: No of tables, Data size, approx. columns in each table, data types	Information will be shared with succesful Bidder.
114	9.12.3.7 Master Data Preparation	114	The ERP System Implementation Partner shall carry out the following activities related to Data migration strategy along with Owner's team	Please let us know if any data is in the form of hard copies or all data is electronic	Data digitization of hard copies is out of scope of Bidder.
52	Pre-Qualification Criteria 5.4	Implementation Partner 5.4.2 SI No. 4	The implementation Partner must have implemented each of the following function in any of the two (2) implementations considered together for the offered ERP product : Sales, Marketing & Dispatch, Project Management, Material Management, Production Management, Financial Management & costing, Engineering, Quality & Plant Maintenance.	Definition of "Engineering" function is not clear in this clause. Kindly define that. We further request BHEL to consider SAP PLM module or SAP MII module as an Engineering function.	Typical Engineering function as in Manufacturing industry.
52	Pre-Qualification Criteria 5.4	Implementation Partner 5.4.2		In most of the pre-qualification criteria word "License" is specified, we are assuming that "License" and "Users" refer to the same thing. Pls clarify.	Bidder's understanding is correct.
204	Annexure 25 Consortium Agreement	Taxes	The Leader, shall have full and sole responsibility for the payment of any taxes, duties, fees or assessments of any nature whatsoever levied in connection with the contract imposed on any of the employees or personnel or any of its subcontractor's employees or personnel	the clause related to 'Taxes' is putting the onus of complying with all taxes on the leader-partner. This is not according to law in as much as parties are required to comply with respective applicable tax compliances in accordance with the prevailing tax provisions. Requesting you to kindly rephrase the clause to suit the legal obligations of the respective parties.	Refer addendum for details

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202	Annexure 25 Consortium Agreement	Common scopes/Common obligations	It is the common understanding of the parties that (INSERT PARTY NAME), shall be responsible for the payment of all types of taxes, duties including withholding tax, income tax, etc. imposed and applicable. Such payment of tax shall be made to the relative authorities by (INSERT PARTY NAME).	the clause is once again putting the onus of complying with all taxes on the one specific party. This is not according to law in as much as parties are required to comply with respective applicable tax compliances in accordance with the prevailing tax provisions. Requesting you to kindly rephrase the clause to suit the legal obligations of the respective parties.	Refer addendum for details
237	Annexure 31	Reverse Auction guidelines	Total price of the items covered under above cited enquiries is inclusive of (Packing & forwarding, ED., C.S.T., freight and insurance charges upto {} District, State and Type Test Charges etc., (exclusive of service tax), other as per NIT	The transaction taxes that would apply for the services may attract both VAT/CST and Service tax. However, here there is mention of only service tax as being exclusive. If the transaction with BHEL attracts VAT/CST then this also is required to be excluded. Requesting you to kindly rephrase the clause to suit the legal obligations of the respective parties.	Refer addendum for details
25	Implementation Approach & Strategy	3.2	The Engineering Systems like AutoCAD, PDMS, Wrench, etc. & certain legacy systems shall remain & be part of the overall landscape & integrated with 'ONE-BHEL' ERP solution, as per specifications contained in this document.	What are the other legacy systems that are needed to be integrated with the solution? Is the integration should be considered under the scope of estimation.	All systems other than the systems mentioned in Section 9.12.2.3 need to be migrated. Functionalities of the legacy systems have been included in the FRS. The detailed documents would be shared with the successful bidder.
25	Implementation Approach & Strategy		Existing SAP-HCM system shall have integration with the proposed 'ONE-BHEL' solution.	1)Is there any scope to enhance the existing functionality 2)What all current functionalities are being used by Bhel in HCM	The Bidder has to ensure that the objectives of One-BHEL are achieved. Additional functionality over and above BHEL's SAP HCM implementation required for One-BHEL solution shall be implemented in the proposed solution. For all other information please visit the concerned unit, if required.
27	Implementation Plan	3.3	Phase wise Implementation	After each phase implementation - support will be provided by Infy & Effort for previous phase support will be continued till last Phase. At the end of last phase implementation Total support will. Please confirm our assumption	Bidder's understanding is correct.
67	6.2	Responsibility of PMO	..Provide guidance and clarifications to the successful partner (e.g. FRS)..	Will the PMO Consultant team be involved during business blue printing stage and define the functional requirements ?	It may be involved, if deemed fit and required by the Owner.
72	Hardware Infrastructure sizing	7.3.7	The successful bidder would be responsible to conduct necessary site visits to prepare bill of material and all specifications for required IT / Non-IT infrastructure and Data Centre (DC) and Disaster Recovery (DR) site after studying the existing hardware inventory across owner's premises for reuse / economical solution, as feasible.	BHEL currently has few ERP instances and applications running. Since it is expected to best utilise the existing hardware, so we would like the BHEL to circulate the existing hardware with the SAPS on each server, so that the same can be factored in while sizing the hardware for the BOM.	The sizing needs to be done keeping in mind the Owner's requirement for performance, response time and scalability, latest state-of-the-art, virtualisation & guaranteed uptime during its entire lifespan with uninterrupted spares & services. The bidder must factor the number of licenses requirement and functional & technical scope.
91	9.4.16	Document Management	...Integrated Solution shall have the provision to link all the documents...	What are the type of documents that need to be linked and volume of the documents ?	Multiple documents like drawings, documents, specifications etc.
91	9.4.17	Corrective Actions	... Joint signed statement with ERP Product OEM..	Would the joint statement required from OEM for smaller corrections as well ?	No change in clause
92	9.5	Geographical Locations	...roll out locations may change during final.....	What would be the criteria for geographical constraints ? Will overseas locations be covered ?	Refer section 9.5 Geographical scope.
99	9.1	Report & BI	..Implementation of Unit MIRs on Business Intelligence shall be carried out from the start of Realization phase...	What would be the objective for using MIRs during realization ? Is it to confirm that it meets requirements - since the data for reports would not be available until the implementation is in at least test phase.	Unit level MIRs should be available once the respective Unit's data is migrated.

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100	9.11 Training	9.11.1	Central Functional Core Team, Central Functional Core Team, Central Project Management Core Team, Unit Functional Team, Unit Technical Team, Unit Power Users, End Users, Internal/ Statutory Auditors	Please specify the expected number of users will attend the training for each category.	Refer section 9.11.3 Training Plan.
100	Training		Training for End Users	As there are many locations, are you open to our suggestion on training locations i.e. are you open to centralized training system where all the users can be given training in 3-4 locations instead of giving at all the locations.	Can be considered but to be finalized with successful bidder.
102	9.11.3, 9.11.2	Training Plan	...Certification Training for Central Core Team (Functional, Technical)...Central Core Team (150 members)..	What is the break up - how many technical and functional team members ?	Approximately 70-80 % Functional
104	9.12.1.1.2	Training Strategy	..Owner will measure the effectiveness after the completion of the training through training feedback forms...	What would the criteria to measure training effectiveness versus perception ? Would certification be considered a criteria as well.	To be finalized with successful bidder.
112	9.12.2.5	Development Environment	..On availability of servers for the above functionalities by Owner..	What would be the approach and timing to acquire the servers .. Will it be as advised by vendor or solely decided by owner ?	Bidder's scope of work.
117	Data Extraction		This task includes pulling data from operational and external data sources in order to prepare the source data for Integrated Solution during the migration exercise. This step involves creation of data into the format required by ERP from data which is currently stored in the electronic / non – electronic format (hard copies).	Please specify the format of the electronic data that needs to be migrated. Also specify the volume of the data that needs to be migrated.	Data from Owner's existing SAP-ERP & other database systems.
117	Data Digitization			Is data digitization also part of the scope? If yes. Please provide Data volume to be digitised. Whether Hard Copies can be taken out of premises for digitisation.	Data digitization of hard copies is out of scope of Bidder.
139	Go live deferment	12.3	The Owner reserves the right to defer the Go-Live for any/ multiple location	Please Clarify the Go-Live deferment section	Section is self-explanatory.
	TRS	Web Portal	Ability to support redundant single sign on server	Details needed for the term : redundant single sign on server.	Redundancy at Single Sign-on server level
	TRS	Security and controls	Ability to support authentication by use of User IDs, passwords, encryption, tokens, PIN codes and timeouts	authentication systems requiring encryption/tokens would need third party tools . None of these are mentioned in the RFP. Also, authentication using PIN codes is mentioned. So we seek clarification for the same	The bidder must propose a Single instance integrated solution and propose the software.
	TRS	Integration	Ability to interface with Bar Code, SMS Gateway, GPS, RF devices, & RFID Systems	it is mentioned to interface with GPS. We would like to have more clarity whether this GPS is expected as part of mobility or else what exactly is sought when the interface with GPS is mentioned.	GPS Interface for Journey Management (Movement of Material to Site)
	TRS	Tender document , page 97	Integration point	it is mentioned that BHEL might want to retain a few applications like medical or hospital system , knowledge management, estate management, attendance recording system , corporate portal. We would like to seek more clarity on these application so that we can firm the integration strategy accordingly.	Details would be provided to the successful bidder.
	TRS	Operational	Provision for data transfer between different systems of the landscape like configuration data along with master data, based on particular period/financial period/ particular business node /company code data/specific business process etc.,	it is mentioned that the data might be required to be transferred based on different parameters like company code etc. Based on this, we might need specialised tools to achieve this functionality, hence would seek more clarity on this point	This pertains to transfer of data from production to test environment based on the selection criteria in the new landscape.
	TRS	User Friendly capabilities	Ability of the solution to provide query/ messaging facilities through: IVRS on intercom telephones, Mobile SMS based application, Feedback triggers similar to telebanking	it is mentioned that the solution should have messaging facility with IVRS on telephones. would need more clarity as to what sort of messaging or integration is required between the solution and the IVRS intercom telephones.	Interactive Text and Voice messages shall be supported

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	TRS	Mobility	The solution should support mobile application development and deployment for enterprise mobility	Requirements are not given in the RFP regarding which all application/ modules/ processes needs to be developed for the mobile phone. Therefore, request you to list all the applications needs to be developed for mobile deployment and the total number of mobile users using these applications	Solution looks for a provision to support the mobile application in various processes. Refer Annexure #32 Mobile Applications.
	TRS	Reporting Capability	Access to data and report based on user responsibilities (Roles based access to reports)	Please provide the total number of Corporate MIR and Unit MIR accessing KPI monitoring Dashboards, other reports and Adhoc query capability etc	Solution shall support role based access to reports and data.
118		Existing Licenses		The requirement for E-tendering with two envelopes is fulfilled with SRM PPS (Procurement for Public Sector) module. This is an ABAP add-on to SRM and only available for Public sector units. The licences are not covered in Annexure#3 of RFP. Are you ok to procure the same to consider the best fit module of SRM PPS?	Bidder to propose optimum solution & licenses based on Owner's functional requirement.
118		Existing Licenses		The requirement for vendor registration is better served with SAP SLM (Supplier Lifecycle Management) application. This is an ABAP add-on to SRM, The licences are not covered in Annexure#3 of RFP Are you ok to procure the same to consider the best fit module of SRM PPS?	Bidder to propose optimum solution & licenses based on Owner's functional requirement.
97	9.7 Hardware/Infrastructure Sizing		The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution.	From the RFP, we understand that the customer is already running some network setup at the datacenters. As part of the one - BHEL RFP, the bidder needs to be provide network sizing. Our understanding is that the ERP SI will provide server and storage sizing, and network infrastructure is already in place, and same will be utilised for BHEL-ONE. The best practices from ERP OEM will be provided to be considered for Network Architecture and design. Please clarify	Section 9.7 is self-explanatory. The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution, to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site
	9.7 Hardware/Infrastructure Sizing		The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution.	Our understanding is that the ERP SI input's on the WAN bandwidth sizing will be considered at the blueprint phase. Please clarify.	Section 9.7 is self-explanatory. The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution, to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site
98	9.7 Hardware/Infrastructure Sizing		The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution.	The scope of ERP SI is to provide sizing for Infrastructure required for smooth operations of proposed ERP Applications. We understand that BHEL will purchase the Hardware devices from another vendor / OEM with a separate contract. The ERP SI will not be responsible for any malfunction of hardware devices, also any impact on application performance and /or impact on Application availability due to Hardware related issues, any related SLAs will also be not applicable. Please clarify	1. Based on Bidder's sizing estimated, Owner will purchase the Hardware devices from another vendor / OEM with a separate contract. 2. Bidder will not be responsible for any malfunction of hardware devices.
	General			As part of the one - BHEL RFP, the bidder needs to be provide server (including the virtualization platform, OS, etc., and storage sizing. Our understanding is that inputs from ERP OEM and SI will be considered while finalizing infrastructure. Please clarify.	The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution, to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site
-	General	General	Network	Please provide the minimum network availability requirement.	Refer section 1.3.1 Existing Network Infrastructure

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-	General	General	Network	Can Infosys provide IT NOC operations support from Infosys delivery location	The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution, to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site
-	General	General	Data Centre (DC) and Disaster Recovery (DR) site	Please confirm if Infosys is free to propose the location of Data Centre (DC) and Disaster Recovery (DR) site	No change in clause
67	6 Roles & Responsibilities	6.1.9	Owner will provide the following facilities to the successful bidder: Office seating space (Central location), Network connectivity, Internet, PCs for Project Team.	Please confirm if connectivity between development center/NOC and datacenter(DC)/DR will be provided by BHEL	Bidder's understanding is correct.
96	9.7 Hardware/Infrastructure Sizing	9.7 Hardware/Infrastructure Sizing	The Bidder also needs to provide proposed N/W rchitecture. The Bidder will provide necessary inputs and support for the preparation of the RFP for H/W and N/W infrastructure to enable the Owner to procure all the required IT/ non-IT infrastructure and services.	Please Confirm if Maintainance support of the Network and hardware is in scope of the bidder.	Maintainance support of the Network and hardware is not in scope of the bidder.
95	9.6 Supply and Installation of Software & application Licenses and Annual echnical Support (ATS)	9.6 Supply and Installation of Software & application Licenses and Annual echnical Support (ATS)	9.6 Supply and Installation of Software & application Licenses and Annual echnical Support (ATS)	Please clarify on the total support duration required? As per section 8.8.2 Post Go-Live Support ends by 48months from start of project, but seven years of support, maintenance & upgrades is the requirement stated	For clarity, refer section 9.6 Supply and Installation of Software & Application Licenses and Annual Technical Support (ATS)
97	9.7 Hardware/Infrastructure Sizing	9.7 Hardware/Infrastructure Sizing	The Bidder will provide necessary inputs and support for the preparation of the RFP for H/W and N/W infrastructure to enable the Owner to procure all the required IT/ non-IT infrastructure and services.	Please Clarify if the required harware components Warranty/AMC is part of the present RFP or part of H/W and N/W infrastructure RFP	Other than 9.12.2.5 Development Environment, hardware components Warranty/AMC is out of scope for Bidder.
102	9.11	9.11.3	<p>Training for Unit Functional Team and Technical Team</p> <p>When Phase-I Locations: During Realization Phase <input type="checkbox"/> Phase-II Locations: During Implementation Support period of Phase-I <input type="checkbox"/> Phase-III Locations: During Stabilization Period of Phase II</p> <p>Minimum Duration per batch 4</p>	Please confirm if 4 day training is required for each phase?	Per batch 4 days training is required. Batches spread across phases.
	General	General		Can bidder involve their partners for training delivery?	No change in clause
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	The total 'ONE-BHEL' Solution proposed by the Implementation Partner is reviewed & vetted and meets all FRS & TRS requirements as specified in the Tender document.	As there are 3rd party products part of the overall solution, ERP product OEM cannot confirm that the entire solution meets all FRS/TRS requirements. Request you to restrict this review to respective OEM products meeting FRS/TRS criteria only.	Refer addendum for details
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	BHEL has exchange or swap rights for the ERP licenses and add-ons, permitting the future trade-in of unused licenses or add-ons in exchange for more usable licenses or add-ons of the same value with same discount being applicable.	Request you to delete this clause as it will not be possible to swap rights once they have been contracted. Exchange of licenses once sold is not industry standard.	Refer addendum for details
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	Wherever BHEL's required functionality cannot be met using our standard ERP solution & add-on engines, 3rd Party software is included in the 'ONE-BHEL' Solution (as also captured in FRS responses)	Inclusion of 3rd party components would be a challenge as it is totally partner's call and while partner would be submitting the bid, OEM would have no control over whether he is adding these components in solution or no.	Refer addendum for details

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36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	Transaction & Medium User licenses offered to BHEL shall have the right to use all the modules of the ERP (Finance, Materials Management, Inventory, Maintenance, Project Management, HR and DMS).	As HR is not part of the solution, we request you to delete HR from this requirement.	No change in clause.
43	5.4.1 ERP Product Vendor	2. Indian Annual Financial Turnover	The ERP Product Vendor must meet ALL criteria stated below for at least 2 years out of the last 3 years: 1. Annual turnover from Indian Business of at least INR 400 Crores per year. 2. Annual turnover of at least INR 80 Crores per year from ERP Business in India. 3. The company should be profit making. Evidence required: Audited financial statements for the last three financial years. OR Statutory auditor's certificate for the last three financial years	Request you to please accept self-certification for total revenue from Indian business, as providing statutory auditor's certificate or financial statements cannot be provided due to Indian revenue not being published. Also, we do not distinguish ERP business from applications business as it is integral part of it. Hence, request you please accept self-declaration stating that applications business is more than 80 Crore	Refer addendum for details
48	5.4.1 ERP Product Vendor	9. India specific Tax Compliance	The offered ERP product must meet Indian tax requirement and also capable of incorporating future changes Evidence required: Provide self-certificate from authorized signatory stating how the product will incorporate future changes, as & when applicable. Self-certification should be supported by Board resolution empowering the authorized signatory to sign on behalf of the company	Please accept self-declaration/confirmation stating compliance with Indian taxation requirement and remove requirement of incorporation of future commitments. Product keeps itself abreast with latest taxation policies of India.	No change in clause.
49	5.4.1 ERP Product Vendor	10. Integration Capability	The offered ERP product should be capable of integrating inter-alia with the following - · Auto CAD · SAP-HCM · Market standard Engineering automation & Product Life Cycle management software. Evidence Required: 1. Compliance certificate by authorized signatory certifying that the vendor shall comply with BHEL requirement.	Meeting BHEL requirement' will be a very open ended statement and will include components not provided by product OEM. As Product OEM cannot comment on 3rd party products added by implementation partners in solution, it may not be possible for OEM to provide this commitment. Request you to please delete it.	BHEL requirement means integration capability with Auto CAD, SAP-HCM, Market standard Engineering automation & Product Life Cycle management software.
FRS, RFP Annexure			Abbreviations and acronyms used in the RFP, Annexure, FRS & TRS documents.	Please elaborate on all abbreviations and acronyms used in the RFP, Annexure, FRS & TRS documents.	Abbreviations which have been asked by Bidders for clarification via Pre-Bid queries have been responded.
43	5.4.1 ERP Product Vendor Experience	Pt 3	3. Globally Accepted ERP Product The offered ERP product should have been implemented in 5 different countries in last 7 years. This should be 5 independent installations (for different clients) with at least 1000 licenses in each installation.	It is suggested that the ERP product experience clause should include both application and RDBMS, ie: The offered ERP product along with the offered RDBMS should have been implemented in 5 different countries in last 7 years. This should be 5 independent installations (for different clients) with at least 1000 licenses in each installation.	No change in clause

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43	5.4.1 ERP Product Vendor Experience 4.0	Pt 4	4. Implementation in related industry globally The offered ERP product should have been implemented for at least 3 operational global application customers in heavy equipment Engineering and Manufacturing sectors with at least 500 licenses in each installation.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
43	5.4.1 ERP Product Vendor Experience	Pt 5	5. Implementation in Engineer To Order (ETO) type of industry The offered ERP product should have been implemented for at least 1 operational application customer in ETO type of Industry in India.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
44	5.4.1 ERP Product Vendor Experience	Pt 6	6. Implementation in Engineering, Procurement & Construction (EPC) Industry in India The offered ERP product should have been implemented for at least 1 operational application customer in EPC type of Industry in India.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
44	5.4.1 ERP Product Vendor Experience	Pt 7	7. Implementation experience in India The offered ERP Product should have at least 10 installations in India with at least 500 licenses in each installation in last 7 years.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
44	5.4.1 ERP Product Vendor Experience	Pt 8	8. Experience in Indian PSU The offered ERP product should have been implemented for at least 1 Indian Public sector customer / Government department with licenses greater than 500 each in a single implementation.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
46	5.4.2 Implementation Partner	Pt 3	3. Global Implementation Experience The Implementation Partner must have implemented offered ERP product for at least 3 operational global customers with at least one of those implementation having minimum 5000 licenses.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause

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48	5.4.2 Implementation Partner	Pt 6	6. Implementation in EPC industry The Implementation Partner must have implemented the offered ERP product in at least 2 companies in Engineering, Procurement and Construction (EPC) industry with atleast 500 license in each installation.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
48	5.4.2 Implementation Partner	Pt 7	7. Current Implementation Experience The Implementation Partner must have implemented offered ERP product for at least ten customers in last 5 years with at least 500 licenses in each implementation.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
49	5.4.2 Implementation Partner	Pt 9	9. Large implementation Experience The Implementation Partner must have executed at least 1 offered ERP product implementation project in India with at least 1000 licenses.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
49	5.4.2 Implementation Partner	Pt 10.	10. Multi location Implementation Experience The Implementation Partner must have implemented offered ERP product in at least 1 company with multiple locations (minimum 5 locations).	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
49	5.4.2 Implementation Partner 11.0	Pt 11	11. Project Value The Implementation Partner must have implemented offered ERP product during the last 7 years worth: At least 3 jobs with each worth over INR 25 Crores Or At least 2 jobs with each worth INR 30 Crores Or At least 1 job worth INR 60 Crores	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
58	7.2 Supply of ERP Software & Licenses		7.2 Supply of ERP Software & Licenses	It is suggested that the requirement should include that all the software licenses (ERP application, Database and other software) should be perpetual, unrestricted, full use and in name of the purchaser.	No change in clause.

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	Annexure 2	-		Database parameters for inclusion: 1. The database should have published TPC-C and TPC-H benchmarks. 2. The TPC-C and benchmark of the database should be at-least placed in first five top results. 3. The proposed database in the solution should have received the security certification of level 4 (EAL4) or above from the International Common Criteria. 4. Database should provide horizontal scalability in such a manner that a new database node can be added (or removed) dynamically, as and when required in future, without disturbing the normal functioning of production system such as without shutdown. This should be supported by native database clustering components.	No change in clause
26	About ONE-BHEL	3.1	Single version of information with 'ONE-BHEL' view to all the stakeholders.	Apart from a unified user interface for accessing information does it also comprise of – 1. Information getting available based on the context of the user 2. Personalized User Views enhancing user engagement (and incase of employees their productivity)	Bidder's understanding is correct.
26	About ONE-BHEL	3.1	Single version of information with 'ONE-BHEL' view to all the stakeholders.	Are you looking for Web 2.0 based portal framework which can integrate will all the existing and proposed applications in owner's IT lanscape as a single centralized platform, has localization capabilities and provide features like Wikis, blogs, mashups, social integrations, Activity Streams, Project Communities, Knowledge Sharing etc. ?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
26	Objectives	3.1	Management dashboards for monitoring and decision support systems at Unit and Corporate level.	Do you want your end users to use portal as unified single portal which gives incontext and intuitive information. In order to do that , do you need your email server also integrated as part of the portal ? It enables users to compose a new mail message from within the application (with attachments) and delete, reply to, and forward messages from the portal itself.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
26	Implementation Approach & Strategy	3.2	ONE-BHEL' implementation shall ensure visibility of data, seamless data movement to achieve integration across inter / intra unit without human intervention, example – components visibility, financial transactions and information, procurement status, project related information i.e. 'ONE-BHEL' ERP solution shall provide an integrated solution across Owner's organization.	Do you need a comprehensive Enterprise Service Bus based Integration engine to integrate and exchange information with exiting applications such as Estate Management, Hospital Management, Knowledge Management etc.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. 9.12.2.3 Interface/ Integration with Existing Applications
82	Scope of Work	9.4.16	Document Management	Pls Confirm – Document management workflows/tasks could be initiated or acted upon from the central ERP as well as the unified user interface/portal	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
59	Supply of ERP Software & Licenses	7.2	Business Partners: For access to Business Partners such as Vendors, Customers, etc. for input/output of information through web-based, mobile Portals.	Should the Portal Application have capabilities to cater to range of Mobile devices and render set of information based on device types and form-factor.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. Refer Annexure #32 for mobile applications.
80	Data Archival	9.4.6	In order to meet statutory and MIS requirements, archiving and easy retrieval of data along with supporting documents/ attachments is required.	Should the capabilities related to Document Conversion be also an intrinsic feature of the proposed Content Management Solution?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.

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96	Interface/ Integration with Existing Applications	9.12.2.3	Hospital /Medical System	Please share the technical details of the existing Hospital/ Medical System? Is this a Single Central application for all the BHEL Employees?	Refer Section 1.1.3. Further details would be provided to the successful bidder.
96	Interface/ Integration with Existing Applications	9.12.2.3	Estate Management	Please share the technical details of existing Estate Management System? Is this a Single Central application for all the BHEL Employees? Or are there Unit Level separate applications?	Refer Section 1.1.3. Further details would be provided to the successful bidder.
96	Interface/ Integration with Existing Applications	9.12.2.3	Existing Bespoke Applications	Please share the technical details of the other Be-spoke Applications, both Corporate and Unit Level which need to be interfaced with ONE - BHEL Solution	RFP section referred is selfexplanatory. Further details would be provided to the successful bidder.
88	9.11.2	Type of Training	Certification Training for Central Core Team	1.What are locations where the trainings are required for users under above category by BHEL. 2. Functional Area wise breakup of participant who will be undergoing training under above category 3. Can we use BHEL Venue's for delivering training. If yes, then what all locations, and the details of their class room setup 4. Background of the participants (In terms of their experience, domain/functional knowledge, technical knowledge etc) who will be undergoing training under above category. 5. Whether the training delivery mode can be other than classroom like webex sessions?	The training for the Central Core Team will be conducted in Hyderabad/ Bhopal/ Delhi NCR. Refer Section 9.11 for details.
238	Supply and Installation of Software & Application Licenses	9.6	Business Partners: For access to Business Partners such as Vendors, Customers, etc. for input/output of information through web-based, mobile Portals.	Do you want to build Native / browser / hybrid mobile applications to access the business applications on mobile?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. Refer Annexure #32 for mobile applications.
TRS	Web Portal	85	Ability to publish and subscribe facility for web content delivery	please explain the use case for web content delivery	One such case is portal for supplier
116	Annexure 1 Hardware 112	solution should support load balancing at application layer.	It is recommended that the load balancing be also implemented and required at the database layer.	This will make the architecture consistent across all layers and provide the much required horizontal scalability and optimal use of computing resources.	No change in clause.
116	Annexure 1 Hardware 111	The application should be natively built And support RISC/ EPIC architecture	Please remove the constraint on RISC/EPIC	To take the advantage of the latest technology innovations the restrictions on hardware should not be imposed and should not be limited to RISC/ EPIC.	No change in clause.
114	TRS	Web Portals		From Port let do you mean that all relevant User Interfaces such as Core Application areas, Dashboards etc are aggregated on a common page for the ease of business user. Please confirm.	Yes.
115	TRS	Web Portals	88) Is single sign on to other components possible through portal	For enterprise Single Sign On, we assume that you would need a centralized access management solution for ONE BHEL. This would work along with the Portal solution for giving the required functionalities mentioned here. Please confirm.	Yes
115	TRS	Web Portals	89) Does the tool allow automatic indexing and searching portal	From automatic Indexing and Search, we assume that you would need a enterprise wide search engine for ONE BHEL Solution, that would help in Searching across different repositories. This solution would work along with the Portal Solution to give the required functionalities mentioned here. Please confirm.	Yes
115	TRS	Web Portals	90) Does the solution provide a tool for content management	From tool for Web Content Management, we assume ONE BHEL requires an enterprise content engine that is used for all unstructured content management such as documents, drawings etc. This solution would work along with the Portal Solution to give the required functionalities mentioned here. Please confirm.	Yes
28	Intructions to Bidders (4)	Eligible Bidders (4.1)	Consortium Agreement as per Annexure # 25	SAP proposes revised format for consortium agreement. Please find enclosed (Consortium Agreement_Revised_SAP_May 1_2014.docx)	Refer addendum for details
151 of Annexure document	Annexure 9	Annexure 9.1	Technical. Point 10. Integration Capability - Compliance Certificate by Authorized Signatory certifying that the vendor shall comply with BHEL requirement	Please clarify this clause. SAP can only provide confirmation whether integration with third party Auto CAD/ PLM software is feasible	Refer addendum for details.

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241 of Annexure document	Annexure 33		ERP Product OEM certificate	Kindly delete this Annexure	Refer addendum for details
84	9.7	Hardware Infrastructure sizing	The successful bidder would be responsible to conduct necessary site visits to prepare bill of material and all specifications for required IT / Non-IT infrastructure and Data Centre (DC) and Disaster Recovery (DR) site after studying the existing hardware inventory across owner's premises for reuse / economical solution, as feasible.	BHEL currently has few ERP instances and applications running. Since it is expected to best utilise the existing hardware, so we would like the BHEL to circulate the existing hardware with the SAPS on each server, so that the same can be factored in while sizing the hardware for the BOM.	The sizing needs to be done keeping in mind the Owner's requirement for performance, response time and scalability, latest state-of-the-art, virtualisation & guaranteed uptime during its entire lifespan with uninterrupted spares & services. The bidder must factor the number of licenses requirement and functional & technical scope.
112	TRS	Mobility	The solution should support mobile application development and deployment for enterprise mobility	Requirements are not given in the RFP regarding which all application/ modules/ processes needs to be developed for the mobile phone. Therefore, request you to list all the applications needs to be developed for mobile deployment and the total number of mobile users using these applications	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. Refer Annexure #32 for mobile applications.
114	TRS	Reporting Capability	Access to data and report based on user responsibilities (Roles based access to reports)	Please provide the total number of Corporate MIR and Unit MIR accessing KPI monitoring Dashboards, other reports and Adhoc query capability etc	The major requirements are mentioned in the FRS and TRS. For further information, the bidders can visit the concerned units.
70	7.3 Solution Quality Review Services	7.3.3 Technical Review	Procedures on printing and desktop operations	Role of OEM need to be clarified w.r.t Printing and desktop operations.	Refer addendum for details
72	7.3.7 Hardware/ Infrastructure Sizing		The sizing estimates must consider all aspects of sizing such as server configuration, storage, network, type of platform, number and type of users, the Owner's expected service levels, desired response time etc. The Owner also expects that the sizing estimate is backed up by appropriate testing undertaken by ERP Product OEM in its solution Centres to validate the sizing estimate.	SAP shall assist implementation partner to arrive at HW sizing based on its standard sizing tools	No change in clause.
23	2 Definitions	Month/Week	Month / Week: The Month shall mean calendar month & Week shall mean calendar week.	We are assuming that Month Shall mean 22 Working days and Week as 5 working days. Please clarify.	Normally the working days are Mon-Sat. However, in few units and sites, the work is carried out on all 7 days.
Pages 75 & 76	Section 8 (Obligation of Implementation Partner)	8.1 (a) (Training Manager) & 8.1.1 (Project Management Structure)	One Page 75, it is mentioned under Clause 8.1 (a) (Training Manager), "Owner expects the overall training program to be designed and managed by the ERP Product Implementer". However, on page 76, under Clause 8.1.1 (Project Management Structure), it is mentioned that the Project Management Structure shall consist of "Training Manager from ERP Product OEM organization".	Whether the Training Manager needs to be from ERP OEM Vendor or ERP Product Implementation Partner?	Refer change in Section 8.1.1 Project Management Structure
Page 66	Section 6 (Roles and Responsibilities)	6.1 (Responsibilities of Owner)	Pt. 2: "For the avoidance of doubt, the entire training material with distribution to all participants in hard copy and soft copy, travel costs, local logistics, boarding and lodging/ accommodation costs of the Bidder shall be borne by the Bidder."	All SAP Standard Training material is Intellectual Property of SAP. Hence, for all "Certification Training of Central Core Team", SAP shall only provide hardcopy of training material to all participants.	No change in clause.
Page 33	Section 4 (Instruction to Bidders)	4.4.3 (Envelope 3)	Table on Page 33, S. No. 7: Team composition & detail CV's of each of the proposed team member (Including ERP product Vendor resources)	Can we submit a broad profile of the resource to be deployed at the bidding stage? Confirmed resource details/CV shall be shared at the stage of Project Preparation. Alternatively, we can share a profile, which shall be subject to confirmation/ change at the stage of Project Preparation.	No change in clause.

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83	8 Obligation of Implementation Partner	Organization Change Management (clause 8.6)	Minimum number of workshops required for conducting change management workshops should be: ...	Request BHEL to kindly confirm: 1. Are the total participants indicated in the table for OCM Workshops, is across the three phases, covering entire duration of the project? 2. Whether OCM workshops will be conducted in each phase, for the respective locations in scope? 3. Is there any specified limit on maximum batches by BHEL, or bidders can specify the same? 4. Batch sizes of 50 and 25 are too high to handle OCM workshops. Suggested batch sizes are 25 and 15. Need confirmation if bidder can change these guidelines in RFP 5. BHEL will provide change agents for execution of OCM strategy defined.	To be finalized with successful bidder.
82	8 Obligation of Implementation Partner	Organization Change Management (clause 8.6)	Success of above change management implementation through written satisfaction level of the trainers of such change management practices / trainings imparted	Request modification to this statement to express "joint responsibility of Change Management teams of BHEL and ERP OEM"	No change in clause.
NIL	Not Applicable	Not Applicable	Not Applicable	General Assumptions for Training, OCM, Content Creation Scope from ERP OEM. Request BHEL to kindly confirm below assumptions from ERP OEM's scope for Training, OCM and Content Creation: 1. Content creation (for training, elearning, online help manual, etc.) and trainings will be done in English language only 2. Content creation (for training, elearning, online help manual, etc.) will be restricted to SAP applications only 3. Content deliverables will be limited to Simulations, End User Documentation in PDF format, concept slides, exercises 4. It is assumed that 40% transactions will be global standard content and they will not be edited during roll outs 5. Standards for review and approval of content created will be agreed between BHEL and SAP 6. Training infrastructure will be provided by BHEL (including training server, class rooms, projectors, stationery, whiteboards, virtual class room technology etc.) 7. BHEL will make available trainees as per training calendar finalized 8. No of trainees per batch will be limited to a maximum of 16 per batch 9. No of batches per module will be decided based on the thumb rule of 16 participants per batch 10. SAP responsibilities will include change impact analysis, OCM Strategy & Plan, coaching, suggesting appropriate communication and other OCM interventions to Customer. While SAP will co-manage implementation of recommendations, the outcome of such recommendation on project success will be the sole responsibility of Customer.	Training scope as per section 9.11. Owner's change management requirements are clearly defined in the RFP sections 7 & 8.J308
28	3. About 'ONE-BHEL' Initiative	3.3. Implementation Plan	The Owner proposes the below timelines for the 'ONE-BHEL' initiative.	Does BHEL want the bidder to stick to the proposed plan and activities sequencing as per the Tender document or the bidder has the flexibility to propose any alternate schedule with alternate activity sequencing as per the bidder's experience of such large ERP implementations? Does this signify that the entire deployment cannot exceed 36 months to complete from start but it does not mandate that it can be done within a lesser time frame? Please clarify this point clearly	No change in clause.

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61	5.5.1 Evaluation Process	Step 1	The bidders qualifying in the Pre-Qualification criteria will be provided the Proof of Concept (POC) document along with the schedule for demonstration of POC.	What would be the duration allowed to the bidders for preparation of the Demo based on the POC? Can the POC script be shared earlier as it would take time to prepare a live demo as required in the RFP.	Details will be shared with PQ qualified bidders. Sufficient time as per market standard for similar projects shall be given.
67	7.6.2 Minimum Resource Deployment	7.6.2 Minimum Resource Deployment	At no point in time, ERP Product OEM's number of resources shall fall below the minimum numbers as specified below, apart from its concurrent availability at all times, otherwise penalty as mentioned in Annexure #22 Penalty would be levied on the bidder	It is not right to penalize the Bidder for resource short fall from the OEM as the Bidder will not be able to control the OEM's resource availability.	No change in clause
72	7.3 Solution Quality Review Services	7.3.7 Hardware/ Infrastructure Sizing	ERP Product OEM shall review the hardware sizing estimate for Primary Site, Business Continuity Site and Remote Disaster Recovery Site prepared by the Implementation Partner	Normally DR site acts as the business continuity site and the primary site acts as the DC. What is meant by a "separate" business continuity "site"? Does it mean HA solutions to be built in the same DC? Or does it mean a separate backup (near line DR) site?	Business Continuity Site is the near DR site with full DC capability and Remote Disaster Recovery is the far DR site.
84	8.8. Support Services	8.8.1. Project Implementation & Sustenance Support	Migration of the Integrated Solution from one Hardware Platform to another.	Requesting BHEL to remove this activity as it is not part of standard maintenance support activities but a new project in itself	No change in clause
89	9.4.9	Business Intelligence	Ability to access the reports on Mobile Devices (Device Independent).	What are the kind of KPI / Reports that needs to be made available through mobile app based interface ? What is your broad expectation around mobility and what are the business functions to be made available on Mobile platform ?	The indicative KPI are mentioned in Section 9.12.2.1 Business Process Realignment (BPR). The final list will be shared with the successful bidder. For mobile applications, refer Annexure #32
91	9.5	Geographical Scope	SN 1to 37 : CFFP,HEEP, SSTP, HPBP etc.	Please provide a glossary of all abbreviations of plants mentioned in RFP	These are abbreviated names of BHEL Units/Divisions.
91	9.5	Geographical Scope	37. BHPV, Vishakapatnam	This was a separate company earlier before being taken over by BHEL. Is this still a separate legal entity / subsidiary of BHEL ?	It is BHEL's manufacturing division.
91	9.5	Geographical Scope	37. BHPV, Vishakapatnam	How many plants / office locations (apart from Vizag) does BHPV have in India ?	It is BHEL's manufacturing division.
93	9.6	Supply and installation of application licenses	Table: transaction users 300 to 8000 internal users; 1000 to 2800 medium users and 8000 - 15000 partner users till end of sustenance support .	What is the expected user growth from end of sustenance support till Year-8. ?	Details will be shared with successful Bidder.
93	9.6	Supply and installation of application licenses	Table: transaction users 300 to 8000 internal users; 1000 to 2800 medium users and 8000 - 15000 partner users till end of sustenance support .	Out of these 300 / 800; 1000/2800 and 5000/15000 users , how many users or what percentage of users would access the system concurrently ?	Details will be shared with successful Bidder.
93	9.6	9.6 Supply and Installation of Software & application Licenses and ATS	The table below gives the requirement of Licenses in case of a non-SAP ERP product.	Can a breakup of the number of users per functional area e.g. Store & Inventory (MM) , Purchasing, Finance, Projects, Engg & Manufacturing, Commercial, Maintenance etc (as per Functional Requirements sheet) be provided ?	Details will be shared with successful Bidder.
100	9.11 Training		Bidder shall organize the following trainings for the Owner's manpower. Cost towards travel expenses, boarding, lodging etc. for the Owner's personnel shall be borne by the Owner and for Bidder's personnel shall be borne by the Bidder. Such trainings shall be conducted concurrently, if required by owner, at owner's different premises as per pre-agreed plan	We assume that the Training sessions can be done at a centralized location with representatives from each unit to be collocated during the training as per the training plan. This will be valid for all BHEL personnel as per the above section in the Tender document, except the End Users. In case of End users, it may be conducted at the regional hubs of BHEL . The end users will be collocated during the training sessions as per the training plan in their respective regional hub. Please confirm the approach.	Bidder's understanding is correct.

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110	9.12.2.3	Interface/Integration with Existing Applications	3. Unit/Corporate Portals	Does BHEL have any existing corporation wide internet and intranet portal which they wish to extend to accommodate the new ONE-BHEL internet/intranet portal requirements. If so, please describe the portal platform/technology used to build the existing corporation wide - internet, and - extranet	Unit level Intranet portals are there.
110	ONE BHEL-ERP Project RFP document_1	9.12.2.3 Interface/Integration with Existing Applications	Please specify the AS-IS technology for each legacy application which will be integrated with ONE-BHEL ERP?		Multiple technologies like J2EE, Microsoft, Open source etc.
110	ONE BHEL-ERP Project RFP document_1	9.12.2.3 Interface/Integration with Existing Applications	Please specify the number of business interfaces that is envisaged between existing Legacy applications and destination ONE BHEL ERP?		Refer section 9.12.2.3 Interface/ Integration with Existing Applications
Annexure-2, Page 1 of 6.	ONE BHEL-ERP Project Annexures_1.pdf	Integration - SN 9	What product does BHEL use or would use for EDI application which would be integrated with ONE BHEL ERP? Or, are there B2B partners who would be integrated with ONE-BHEL ERP thru' EDI? Can you please provide details of no of partners, Type of EDI messages etc.		Details will be shared with successful Bidder.
Annexure-2, Page 1 of 6.	ONE BHEL-ERP Project Annexures_1.pdf	Integration - SN 11	What product does BHEL use or would use for CRM, SCM, SRM application which would be integrated with ONE BLEL ERP?		Multiple off-the shelf & in-house software
	General		Do you have any Organizational level Integration roadmap or vision or initiative (e.g. Service oriented Architecture)? If yes, please provide the aspirations /goals / strategies. Is your integration program in the current context aligned towards the Organization level roadmap/initiative?		The bidder must propose a Single instance integrated solution and propose the software.
116	9.12.4.1	Master data migration and conversion	General	Is there a need for a separate Master Data Management (MDM) application apart from the DWH solution? If yes, will it be done using a separate MDM tool? Does BHEL envisage to utilize MDM for entities other than Suppliers, Products and Customers ?	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
-	Generic	Hardware and Infrastructure sizing / Generic	Does BHEL have any preferences for Operating System or hardware e.g. Oracle SUN / IBM etc.?	Does BHEL have any preferences for Operating System or hardware e.g. Oracle SUN / IBM etc.?	Refer Annexure #2 TRS
-	ONE BHEL ERP Tender Document	Generic - Sizing	Generic - Sizing	Will high availability will need to be factored in by bidder in its solution architecture ?	High availability is required.
-	ONE BHEL ERP Tender Document	Generic - Sizing	Generic - Sizing	Will the sizing need to be Intel x86 architecture based or RISC based ?	Sizing needs to be generic
-	ONE BHEL ERP Tender Document	Generic - Sizing	Generic - Sizing	Will datacentre setup be part of the scope of work of bidder ?	Refer the services required from the Bidder as per scope of work.
-	ONE BHEL ERP Tender Document	Generic - Sizing	Generic - Sizing	what is the initial amount of approx. data volume that will be migrated to new system and approx data volume growth ?	Details will be shared with successful Bidder.
-	Generic	Generic	Generic	We understand that the proposed system will not have any multi-lingual requirements; English will suffice - please confirm.	Refer FRS & TRS as per Annexure #1 & #2
-	-	Generic	General	Are there any "Single Sign On" product currently in use and what are the application that integrated ?	None
-	Generic	Generic	Generic	Do you need a Service Oriented Architecture (SOA) based solution for integration or will Point to Point batch integration suffice?	The bidder must propose a Single instance integrated solution and propose the software.
2	ONE-BHEL ERP Project Annexures_1 . PDF	Corporate MM - MM/018	The Indents should be available on website with detailed scope of work.	Is the website referred to an internal website - or is it available for general public viewing?	Internal website.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
192	Annexure #22 Penalty	Annexure #22 Penalty	Availability of license - If the Bidder is not able to provide the license within 4 weeks of requisition by the Owner, the payment to the Bidder will be liable for deduction @0.5% of the total contract price for delay of each week or part thereof.	Since the order for the Licenses would be placed directly by the Owner on the OEM and payments also made directly, it is requested that the penalty for delay in delivery of Licenses be levied on the OEM and not on the bidder as the transaction is being executed directly between the Owner and the OEM.	No change in clause
192	Annexure #22 Penalty	Annexure #22 Penalty	Annexure #22 Penalty	Adherence to minimum resource requirement	No change in clause
39	4.11- Security Deposit	Security Deposit	Security deposit amount of Rs.4,00,000 (INR Four lacs only) plus 5% of the amount by which the order value exceeds Rs.50 lacs shall be submitted by the successful bidder before start of the work. Non-submission in time of SD for value stated herein shall lead to forfeiture of EMD and cancellation of Order.	Request to withdraw this clause as per our Corporate policy, we are unable to submit any Security Deposit. Request BHEL to consider this.	No change in clause
39	4.11- Security Deposit	Security Deposit	Security deposit amount of Rs.4,00,000 (INR Four lacs only) plus 5% of the amount by which the order value exceeds Rs.50 lacs shall be submitted by the successful bidder before start of the work. Non-submission in time of SD for value stated herein shall lead to forfeiture of EMD and cancellation of Order.	Request to withdraw this clause as per our Corporate policy, we are unable to submit any Security Deposit. Request BHEL to consider this.	No change in clause
224	Annexure #28 Implementation Payment Schedule	Annexure #28 Implementation Payment Schedule	Proposed payment milestones as per RFP is as under:	TCS Proposes the following payment schedule for sincere consideration:	No change in clause
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	BHEL has exchange or swap rights for the ERP licenses and add-ons, permitting the future trade-in of unused licenses or add-ons in exchange for more usable licenses or add-ons of the same value with same discount being applicable.	Request you to delete this clause as it will not be possible to swap rights once they have been contracted. Exchange of licenses once sold is not industry standard.	No change in clause
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	The contracted Licenses price(s), covering Transaction Users, Medium Users & Business Partners all add-on engines & ATS percentage will be valid for a period of 5 (five) years from the date of signing the First License buying agreement	Our licensing policies do not distinguish these kind of users. Please let us use the standard licensing policies.	No change in clause
36	4.4.3 Envelope 3	18. ERP Product OEM Certificate	Transaction & Medium User licenses offered to BHEL shall have the right to use all the modules of the ERP (Finance, Materials Management, Inventory, Maintenance, Project Management, HR and DMS).	As HR is not part of the solution, we request you to delete HR from this requirement.	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
43	5.4.1 ERP Product Vendor	2. Indian Annual Financial Turnover	The ERP Product Vendor must meet ALL criteria stated below for at least 2 years out of the last 3 years: 1. Annual turnover from Indian Business of at least INR 400 Crores per year. 2. Annual turnover of at least INR 80 Crores per year from ERP Business in India. 3. The company should be profit making. Evidence required: Audited financial statements for the last three financial years. OR Statutory auditor's certificate for the last three financial years.	Request you to please accept self-certification for total revenue from Indian business, as providing statutory auditor's certificate or financial statements cannot be provided due to Indian revenue not being published. Also, we do not distinguish ERP business from applications business as it is integral part of it. Hence, request you please accept self-declaration stating that applications business is more than 80 Crore	Refer addendum for details
48	5.4.1 ERP Product Vendor	9. India specific Tax Compliance	The offered ERP product must meet Indian tax requirement and also capable of incorporating future changes Evidence required: Provide self-certificate from authorized signatory stating how the product will incorporate future changes, as & when applicable. Self-certification should be supported by Board resolution empowering the authorized signatory to sign on behalf of the company	Please accept self-declaration/confirmation stating compliance with Indian taxation requirement and remove requirement of incorporation of future commitments. Product keeps itself abreast with latest taxation policies of India.	No change in clause.
FRS, RFP Annexure			Abbreviations and acronyms used in the RFP, Annexure, FRS & TRS documents.	Please elaborate on all abbreviations and acronyms used in the RFP, Annexure, FRS & TRS documents.	Abbreviations which have been asked by Bidders for clarification via Pre-Bid queries have been responded.
43	5.4.1 ERP Product Vendor Experience	Point 3	3. Globally Accepted ERP Product The offered ERP product should have been implemented in 5 different countries in last 7 years. This should be 5 independent installations (for different clients) with at least 1000 licenses in each installation.	It is suggested that the ERP product experience clause should include both application and RDBMS, ie: The offered ERP product along with the offered RDBMS should have been implemented in 5 different countries in last 7 years. This should be 5 independent installations (for different clients) with at least 1000 licenses in each installation.	No change in clause
43	5.4.1 ERP Product Vendor Experience 4.0	Point 4	4. Implementation in related industry globally The offered ERP product should have been implemented for at least 3 operational global application customers in heavy equipment Engineering and Manufacturing sectors with at least 500 licenses in each installation.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
43	5.4.1 ERP Product Vendor Experience	Point 5	5. Implementation in Engineer To Order (ETO) type of industry The offered ERP product should have been implemented for at least 1 operational application customer in ETO type of Industry in India.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
44	5.4.1 ERP Product Vendor Experience	Point 6	<u>6. Implementation in Engineering, Procurement & Construction (EPC) Industry in India</u> The offered ERP product should have been implemented for at least 1 operational application customer in EPC type of Industry in India.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause
44	5.4.1 ERP Product Vendor Experience	Point 7	<u>7. Implementation experience in India</u> The offered ERP Product should have at least 10 installations in India with at least 500 licenses in each installation in last 7 years.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause
44	5.4.1 ERP Product Vendor Experience	Point 8	<u>8. Experience in Indian PSU</u> The offered ERP product should have been implemented for at least 1 Indian Public sector customer / Government department with licenses greater than 500 each in a single implementation.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause
46	5.4.2 Implementation Partner	Point 3	<u>3. Global Implementation Experience</u> The Implementation Partner must have implemented offered ERP product for at least 3 operational global customers with at least one of those implementation having minimum 5000 licenses.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause
48	5.4.2 Implementation Partner	Point 6	<u>6. Implementation in EPC industry</u> The Implementation Partner must have implemented the offered ERP product in at least 2 companies in Engineering, Procurement and Construction (EPC) industry with atleast 500 license in each installation.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause
48	5.4.2 Implementation Partner	Point 7	<u>7. Current Implementation Experience</u> The Implementation Partner must have implemented offered ERP product for at least ten customers in last 5 years with at least 500 licenses in each implementation.	It is suggested that the implemetation experience should include the offered ERP application and the offered RDBMS.	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
49	5.4.2 Implementation Partner	Point 9	9.Large implementation Experience The Implementation Partner must have executed at least 1 offered ERP product implementation project in India with at least 1000 licenses.	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
49	5.4.2 Implementation Partner	Point 10.	10. Multi location Implementation Experience The Implementation Partner must have implemented offered ERP product in at least 1 company with multiple locations (minimum 5 locations).	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
49	5.4.2 Implementation Partner 11.0	Point 11	11. Project Value The Implementation Partner must have implemented offered ERP product during the last 7 years worth: At least 3 jobs with each worth over INR 25 Crores Or At least 2 jobs with each worth INR 30 Crores Or At least 1 job worth INR 60 Crores	It is suggested that the implementation experience should include the offered ERP application and the offered RDBMS.	No change in clause
58	7.2 Supply of ERP Software & Licenses		7.2 Supply of ERP Software & Licenses	It is suggested that the requirement should include that all the software licenses (ERP application, Database and other software) should be perpetual, unrestricted, full use and in name of the purchaser.	No change in clause
	Annexure 2	-		Database parameters for inclusion: 1. The database should have published TPC-C and TPC-H benchmarks. 2. The TPC-C and benchmark of the database should be at least placed in first five top results. 3. The proposed database in the solution should have received the security certification of level 4 (EAL4) or above from the International Common Criteria. 4. Database should provide horizontal scalability in such a manner that a new database node can be added (or removed) dynamically, as and when required in future, without disturbing the normal functioning of production system such as without shutdown. This should be supported by native database clustering components.	No change in clause
26	About ONE-BHEL	3.1	Single version of information with 'ONE-BHEL' view to all the stakeholders.	Apart from a unified user interface for accessing information does it also comprise of – 1. Information getting available based on the context of the user 2. Personalized User Views enhancing user engagement (and incase of employees their productivity)	Yes. These are some of the things apart from the functionalities included in the FRS to meet the objectives of One-BHEL.

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26	About ONE-BHEL	3.1	Single version of information with 'ONE-BHEL' view to all the stakeholders.	Are you looking for Web 2.0 based portal framework which can integrate will all the existing and proposed applications in owner's IT lanscape as a single centralized platform, has localization capabilities and provide features like Wikis, blogs, mashups, social integrations, Activity Streams, Project Communities, Knowledge Sharing etc. ?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
26	Objectives	3.1	Management dashboards for monitoring and decision support systems at Unit and Corporate level.	Do you want your end users to use portal as unified single portal which gives incontext and intuitive information. In order to do that , do you need your email server also integrated as part of the portal ? It enables users to compose a new mail message from within the application (with attachments) and delete, reply to, and forward messages from the portal itself.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
26	Implementation Approach & Strategy	3.2	ONE-BHEL' implementation shall ensure visibility of data, seamless data movement to achieve integration across inter / intra unit without human intervention, example – components visibility, financial transactions and information, procurement status, project related information i.e. 'ONE-BHEL' ERP solution shall provide an integrated solution across Owner's organization.	Do you need a comprehensive Enterprise Service Bus based Integration engine to integrate and exchange information with exiting applications such as Estate Management, Hospital Management, Knowledge Management etc.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. 9.12.2.3 Interface/ Integration with Existing Applications
82	Scope of Work	9.4.16	Document Management	Pls Confirm – Document management workflows/tasks could be initiated or acted upon from the central ERP as well as the unified user interface/portal	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS.
59	Supply of ERP Software & Licenses	7.2	Business Partners: For access to Business Partners such as Vendors, Customers, etc. for input/output of information through web-based, mobile Portals.	Should the Portal Application have capabilities to cater to range of Mobile devices and render set of information based on device types and form-factor.	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. For mobile applications refer Annexure #32
80	Data Archival	9.4.6	In order to meet statutory and MIS requirements, archiving and easy retrieval of data along with supporting documents/ attachments is required.	Should the capabilities related to Document Conversion be also an intrinsic feature of the proposed Content Management Solution?	As per Tender Document
96	Interface/ Integration with Existing Applications	9.12.2.3	Hospital /Medical System	Please share the technical details of the existing Hospital/ Medical System? Is this a Single Central application for all the BHEL Employees?	Refer Section 1.1.3. Further details would be provided to the successful bidder.
96	Interface/ Integration with Existing Applications	9.12.2.3	Estate Management	Please share the technical details of existing Estate Management System? Is this a Single Central application for all the BHEL Employees? Or are there Unit Level separate applications?	Refer Section 1.1.3. Further details would be provided to the successful bidder.
96	Interface/ Integration with Existing Applications	9.12.2.3	Existing Bespoke Applications	Please share the technical details of the other Be-spoke Applications, both Corporate and Unit Level which need to be interfaced with ONE -BHEL Solutior	Refer Section 1.1.3. Further details would be provided to the successful bidder.

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88	9.11.2	Type of Training	Certification Training for Central Core Team	<p>1. What are locations where the trainings are required for users under above category by BHEL.</p> <p>2. Functional Area wise breakup of participant who will be undergoing training under above category</p> <p>3. Can we use BHEL Venue's for delivering training. If yes, then what all locations, and the details of their class room setup</p> <p>4. Background of the participants (in terms of their experience, domain/functional knowledge, technical knowledge etc) who will be undergoing training under above category.</p> <p>5. Whether the training delivery mode can be other than classroom like webex sessions?</p>	The training for the Central Core Team will be conducted in Hyderabad/ Bhopal/ Delhi NCR. Refer Section 9.11 for details.
238	Supply and Installation of Software & Application Licenses	9.6	Business Partners: For access to Business Partners such as Vendors, Customers, etc. for input/output of information through web-based, mobile Portals.	Do you want to build Native / browser / hybrid mobile applications to access the business applications on mobile?	The bidder must propose a Single instance integrated solution based on the requirements mentioned in FRS & TRS. For mobile applications refer Annexure #32
TRS	Web Portal	85	Ability to publish and subscribe facility for web content delivery	please explain the use case for web content delivery	One such case is portal for supplier
116	Annexure 1 Hardware 112	solution should support load balancing at application layer.	It is recommended that the load balancing be also implemented and required at the database layer.	This will make the architecture consistent across all layers and provide the much required horizontal scalability and optimal use of computing resources.	The bidder must propose a Single instance integrated solution and propose the software.
116	Annexure 1 Hardware 111	The application should be natively built And support RISC/ EPIC architecture	Please remove the constraint on RISC/EPIC	To take the advantage of the latest technology innovations the restrictions on hardware should not be imposed and should not be limited to RISC/ EPIC.	No change in clause
-	-	-	-	There is no mention of Pre-Bid for this revised RFP. Pl suggest the date & time for the same.	No pre-bid meeting is envisaged.
39 & 40	4.11 & 4.12	-	<p>Security deposit amount of Rs.4,00,000 (INR Four lacs only) plus 5% of the amount by which the order value exceeds Rs.50 lacs shall be submitted by the successful bidder before start of the work. Non-submission in time of SD for value stated herein shall lead to forfeiture of EMD and cancellation of Order.</p> <p>Security Deposit will be retained by the Owner till the Completion of Post Go-Live Support (section 8.8.2) period or 48 months from start of Project, whichever is later, as certified by Owner.</p> <p>The Bidder shall at its own expense provide the Owner with a Contract performance bond as per Annexure #26 issued by a first class bank in India in the form of 10 (Ten) % of total contract price and valid till Contract completion period or extended period, if any.</p>	We request to please allow the provision of submission of bifurcated Security Deposits & Performance Bonds from different consortium partners. i.e. Each Partner submitting the documents as per their ownership	No change in clause.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
23/140	2-Integrated Solution:		Integrated Solution: Shall mean, ERP Product / Software as specified above, Bolt-on / Addon solutions, third party applications and any other tools, accessories and services required for the fulfilment of the intent of the contract.	Integrated Solution: Shall mean, ERP Product / Software as specified above, Bolt-on / Addon solutions, third party applications and any other tools, accessories and services- required for the fulfilment of the intent of theas are contracted.	No change in clause.
23/140	2-Bidding Consortium / Bidder:		Bidding Consortium / Bidder: Shall mean, ERP Product Vendor and its authorized Implementation Partner entering into a Consortium Agreement for a common objective of satisfying the Owner's requirements & represented by the Implementation Partner as Lead member of the consortium.	Bidding Consortium / Bidder: Shall mean, ERP Product Vendor and its authorized Implementation Partner entering into a Consortium Agreement for a common objective of satisfying the mutually agreed Owner's Contractual requirements & represented by the Implementation Partner as Lead member of the consortium.	Refer addendum for details
23/140	2-Approved		Approved: Shall mean approved in writing by authorized Officer of the Owner. No review, consent, approval or acknowledgement by the Owner shall relieve the Bidder from any liability or obligation under the Contract.	Approved: Shall mean approved in writing by authorized Officer of the Owner. No review, consent, approval or acknowledgement by the Owner shall relieve the Bidder from any liability or obligation under the Contract.	No change in clause.
23/140	2-Month / Week:		Month / Week: The Month shall mean calendar month & Week shall mean calendar week.	Month / Week: The Month shall mean calendar month & Week shall mean calendar week. And the working days of a week shall be Monday through Friday except any day of the week which is declared as public holiday	No change in clause. Normally the working days are Mon-Sat. However, in few units and sites, the work is carried out on all 7 days.
23/140	2-Penalties:		Penalties: Shall mean, the imposition of pecuniary liability against unfulfilled/incomplete Works and/or milestones calculated on the basis of prescribed milestones in Section 9 herein If the Bidder fails to achieve Substantial Completion of the Work on or before the due date, the Bidder shall pay the Owner penalties as set out in the Contract for each day or part of a day that Substantial Completion is delayed beyond the required date up to the maximum prescribed under Annexure #22 hereunder or such other limit as may have been stated in the Contract. Unless stated otherwise in the Contract if a certificate of Substantial Completion has been issued for part of the Work on or before the Substantial Completion Date, the penalties payable shall be reduced in the proportion which the value of such part of the Work bears to the value of the whole of the Work.	Penalties: Shall mean, the imposition of pecuniary liability against unfulfilled/incomplete Works and/or milestones calculated on the basis of prescribed milestones in Section 9 herein If the Bidder fails to achieve Substantial Completion of the Work on or before the due date for the reasons directly attributable to Bidder and are not contributed by acts or omissions of Owner. then the Bidder shall pay the Owner penalties as set out in the Contract for each day or part of a day that Substantial Completion is delayed beyond the required date up to the maximum prescribed under Annexure #22 hereunder or such other limit as may have been stated in the Contract. Unless stated otherwise in the Contract if a certificate of Substantial Completion has been issued for part of the Work on or before the Substantial Completion Date, the penalties payable shall be reduced in the proportion which the value of such part of the Work bears to the value of the whole of the Work.	No change in clause.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
23/140	2-Breaches:		Breaches: Shall mean inter alia and include a failure of performance under the contract, whether or not penalties are attracted/applicable for the violation of terms and conditions contained herein, non-adherence of instructions and prescribed compliances, non-performance or unsatisfactory performance of obligations in the opinion of the Owner, non-adherence to laws and regulations, and shall include within its purview, a failure to ensure satisfactory performance parameters of the 'ONE- BHEL' initiative as defined hereunder which is significant enough to give the Owner the right to sue in a manner so as to place itself in the position they would be in if not for the breach committed.	Breaches: Shall mean inter alia and include a failure of performance under the contract <u>for the reasons directly attributable to Bidder and are not contributed by acts or omissions of Owner or not due to reasons of Force Majeure</u> , whether or not penalties are attracted/applicable for the violation of terms and conditions contained herein, non-adherence of <u>mutually agreed</u> instructions and prescribed compliances, <u>non-performance or unsatisfactory performance of obligations in the opinion of the Owner</u> , non-adherence to laws and regulations, and shall include within its purview, a failure to ensure <u>satisfactory performance- the mutually agreed</u> parameters of the 'ONE- BHEL' initiative as defined hereunder which is significant enough to give the Owner the right to sue in	No change in clause
24/140	2-Work		Work: Shall mean all work to be carried out and all services rendered by the Bidder including all temporary work, design, procurement and installation work to be performed by the Bidder for and in connection with the permanent and temporary works, and all other work and services to be carried out by the Bidder under the Contract.	Work: Shall mean all <u>mutually agreed</u> work to be carried out and all services rendered by the Bidder including all temporary work, design, procurement and installation work to be performed by the Bidder for and in connection with the permanent and temporary works, and all other <u>mutually agreed</u> work and services to be carried out by the Bidder under the Contract.	No change in clause
24/135	2-Instruction:		Instruction: Shall mean communication issued by the Owner in accordance for purposes herein including but not limited to requiring the Bidder to add to, omit from, alter, cancel or delete all or part of the Work.	Instruction: Shall mean communication issued by the Owner in accordance <u>for purposes with mutual agreement of the parties</u> , herein including but not limited to requiring the Bidder to add to, omit from, alter, cancel or delete all or part of the Work <u>and implementation of such mutually agreed instruction require incurring of any extra effort or expenditure by the Bidder then the cost escalation shall be followed as per the Change Management Procedure and also the extention of appropriate delivery schedules</u>	No change in clause.
24/140	2-Associated Companies & Affiliates		Associated Companies & Affiliates: Shall mean the ultimate holding Owner of any Owner Affiliates and the subsidiaries in any tier in the chain thereof with such ultimate holding companies where the immediate parent Owner has a controlling or greater than 50% of the Bidder interest in the subsidiary.	Associated Companies & Affiliates: Shall mean the ultimate holding Owner of any Owner Affiliates and the subsidiaries in any tier in the chain thereof with such ultimate holding companies where the immediate parent Owner has a controlling or greater than 50% of the <u>Owner Bidder</u> interest in the subsidiary.	Refer addendum for details

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25/135	2-Completion:		Completion: Shall mean that the whole of the Work has been completed in accordance with the requirements of the Contract, when so certified by the Owner, with no exceptions or outstanding items. The date of issue of the Completion certificate shall be the date on which the Bidder is deemed to have achieved Completion.	Completion: Shall mean that the whole of the work has been completed in accordance with the requirements of the Contract, when so certified by the Owner <u>or effecting the Deemed acceptance provision</u> , with no other exceptions or outstanding items <u>other than as mutually agreed by the parties herein</u> . The date of issue of the Completion certificate shall be the date on which the Bidder is deemed to have achieved Completion <u>or as described in the Deemed Acceptance provision mentioned hereunder</u> . <u>A Work shall be treated as accepted by Owner if the Owner (a) fails to provide the list of Non Conformities within the review and acceptance Period, (b) fails to notify the acceptance of the Work in terms of this clause within the period agreed for the same, or (c) starts using the Work in a live production environment.</u>	No change in clause.
24/140	2-Final Completion		Final Completion: Shall mean that the end of Warranty Period, including any extension thereof has expired, when so certified by the Owner	• Final Completion: Shall mean that the end of Warranty Period, including any extension thereof, has expired, when so certified by the Owner <u>or in accordance with Deemed Acceptance clause.</u>	Refer addendum for details
24/140			Confidential Information: Shall mean all knowledge, data or information acquired by the Bidder from, or disclosed to the Bidder by, the Owner, or on behalf of the Owner, in connection with the Work in writing, drawings, magnetic tapes, computer programs or in any other way, as well as all data derived there-from, to the extent that such knowledge, data or information at the time of such acquisition or disclosure is not either already in the unrestricted possession of the Bidder or part of public knowledge or literature.	Confidential Information: Shall mean all knowledge, data or information <u>marked as confidential or marked with such other similar legend acquired by the Bidder from, or</u> disclosed to the Bidder by, the Owner, or on behalf of the Owner, in connection with the Work in writing, drawings, magnetic tapes, computer programs or in any other way, as well as all data derived there-from, to the extent that such knowledge, data or information at the time of such acquisition or disclosure is not either already in the unrestricted possession of the Bidder or part of public knowledge or literature. <u>or independently developed by the Bidder without reference to information of the Owner or disclosed to the Bidder by a third party without an obligation of confidentiality or previously known to the receiving party at the time of disclosure or required to be disclosed by the receiving party by law, regulation, court order or other legal process.</u> * <u>Further, any oral disclosure that is to be considered as Confidential Information shall be identified as Confidential while it is disclosed and shall be reduced into writing and be communicated to the recipient as Confidential Information within seven (7) days of such disclosure.</u> <u>"Confidential Information", with regard to the information of Bidder, should at least include all business strategies, plans and procedures, proprietary information, software, tools, processes, methodologies, data, trade secrets, financial information, technical information or information which by its nature is confidential.</u> <u>The confidentiality obligations shall survive for a period of three</u>	No change in clause.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
24/140	2-Commencement Date		Commencement Date: Shall mean the date stipulated in the Contract on which the Bidder shall commence executing the Work. If no date has been stipulated in the Contract, the Commencement Date shall be the Effective Date.	Commencement Date: Shall mean the date stipulated in the Contract on which the Bidder shall commence executing the Work <u>or such other mutually agreed date</u> . If no date has been stipulated in the Contract, the Commencement Date shall be the <u>mutually agreed Effective-Date</u> .	Refer addendum for details
28/140	4.1(b)		The Lead Member of the Bidding Consortium shall be liable to incur all liabilities and receive instructions for and on behalf of both/all the members of the Bidding Consortium, as the case may be and shall be over-all responsible for delivery of all provisions of the contract till the completion of the contract.	The <u>Lead Members</u> of the Bidding Consortium shall be <u>jointly and severally liable</u> liable to incur all liabilities for their actions <u>and the Lead Member of the Consortium shall be single point of contact</u> to receive instructions for and on behalf of both/all the members of the Bidding Consortium, as the case may be and shall be over-all responsible for delivery of all provisions of the contract till the completion of the contract.	No change in clause
38/140	4.9-Earnest Money Deposit (EMD)		4.9 Earnest Money Deposit (EMD) One time EMD of INR 2,00,000 (INR Two Lakh Only) is to be submitted by each bidder in the form of Pay order or Demand draft in favour of 'Bharat Heavy Electricals Limited' and be payable in Hyderabad. EMD may be forfeited under following conditions: a. After opening of bid, the bidder revokes his bid within the validity period or increases his earlier quoted rates. b. Non-faithful performance, including but not limited to delayed and inadequate response, in the opinion of the Owner in the bidding process until order is placed. c. The Bidder not abiding by Section 5.7 w.r.t to failure to accept the issued PO within a maximum of 7 Calendar days along with the submission of Security Deposit. EMD will only be refunded upon presentation of a valid bank guarantee to the Owner by the Successful Bidder and receipt of balance security. EMD given by all unsuccessful bidders shall be refunded within 15 days of acceptance of award of work by the successful bidder on production of Original Cash receipt along with claim. EMD shall not carry any interest. In case of any delay in refund due to any reason, Owner shall not pay any interest on delayed refund. EMD shall remain valid as per clause 4.8 above.	4.9 Earnest Money Deposit (EMD) One time EMD of INR 2,00,000 (INR Two Lakh Only) is to be submitted by each bidder in the form of Pay order or Demand draft in favour of 'Bharat Heavy Electricals Limited' and be payable in Hyderabad. EMD may be forfeited under following conditions: a. After opening of bid, the bidder revokes his bid within the validity period or increases his earlier quoted rates. b. Non-faithful performance, including but not limited to delayed and inadequate response, in the opinion of the Owner in the bidding process until order is placed. c. The Bidder not abiding by Section 5.7 w.r.t to failure to accept the <u>mutually agreed-issued</u> PO within a maximum of 7 Calendar days <u>or such mutually agreed days</u> along with the submission of Security Deposit. EMD will only be refunded upon presentation of a valid bank guarantee to the Owner by the Successful Bidder and receipt of balance security. EMD given by all unsuccessful bidders shall be refunded within 15 days of acceptance of award of work by the successful bidder on production of Original Cash receipt along with claim. EMD shall not carry any interest <u>except</u> . In case of any delay in refund due to any reason, Owner shall <u>not</u> pay <u>any</u> interest on delayed refund <u>at the rate imposed by SBI on commercial loans</u> . EMD shall remain valid as per clause 4.8 above.	No change in clause.

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39/140	4.11-security deposit		<p>Acceptance of security deposit against serial 4.11-iv and 4.11-v will be subject to hypothecation or endorsement on the documents in favour of the Owner. However, Owner will not be liable or responsible in any manner for the collection of interest or renewal of the documents or in any other matter connected there with. Security deposit shall not be refunded to the Successfulbidder except in accordance with the terms of the Contract i.e. upon successful completion of the Contract.</p> <ul style="list-style-type: none"> • EMD of the successful bidder may be converted and adjusted against the Security Deposit. • The security deposit shall not carry any interest. • The Owner reserves the right to forfeit the Security Deposit under following circumstances: <p>a. In the event that the successful Bidder fails to sign the Final Contract Agreement within a maximum of 15 calendar days from the date of issue of draft agreement.</p>	<p>Acceptance of security deposit against serial 4.11-iv and 4.11-v will be subject to hypothecation or endorsement on the documents in favour of the Owner. However, Owner will not be liable or responsible in any manner for the collection of interest or renewal of the documents or in any other matter connected there with. Security deposit shall not be refunded to the Successful bidder except in accordance with the terms of the Contract i.e. upon successful completion of the Contract.</p> <ul style="list-style-type: none"> • EMD of the successful bidder may be converted and adjusted against the Security Deposit. • The security deposit shall not carry any interest unless there is delay in refund of the security deposit to the Bidder. • The Owner reserves the right to forfeit the Security Deposit under following circumstances: <p>a. In the event that the successful Bidder fails to sign the mutually agreed Final Contract Agreement within a maximum of 15 calendar days from the date of issue of draft agreement or in such mutually agreed time period.</p>	No change in clause.
39/140	4.11-Security Deposit		<p>The Bidder shall forfeit the Security Deposit under following circumstances:</p> <p>a. In the event that the successful Bidder fails to sign the Final Contract Agreement within a maximum of 15 calendar days from the date of issue of draft agreement.</p>	<p>The Bidder shall forfeit the Security Deposit under following circumstances:</p> <p>a. In the event that the successful Bidder fails to sign the mutually agreed Final Contract Agreement within a maximum of 15 calendar days or such mutually agreed time period from the date of issue of draft agreement.</p> <p>b. Non-performance of any scope of Contract entered into with the Owner for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions till commencement of Post Go-Live Support (section 8.8.2) period , duly certified by the Owner.</p> <p>c. Non-provision of support services for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions during Post Go-Live Support (section 8.8.2) period (ref. section 8.8).</p> <p>d. Non-rectification of problems for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions arising during Post Go-Live Support (section 8.8.2) period (ref. section 8.8).</p>	No change in clause.
40/135	4.13 Interest Liability		<p>In case of any delay in payment due to any reason, Owner shall not pay any interest on delayed payment.</p>	<p>4.13 Interest Liability In case of any delay in payment due to any reason, Owner shall not pay any interest on delayed payment with an interest of 2% per month for every month of default, from Owner calculated from the date the payment became due until it is realised in full with interest.</p>	No change in clause

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40/140	4.12 - Contract performance bond		<p>The Bidder shall forfeit the Contract Performance Bond under following circumstances:</p> <p>a) Non-performance of any scope of Contract entered into with the Owner till commencement of Post Go-Live Support (section 8.8.2) period, duly certified by the Owner.</p> <p>b) Non-provision of support services during Post Go-Live Support (section 8.8.2) period (ref. section 8.8).</p> <p>c) Non-rectification of problems arising during Post Go-Live Support (section 8.8.2) period (ref. section 8.8).</p>	<p>The Bidder shall forfeit the Contract Performance Bond under following circumstances:</p> <p>a) Non-performance of any scope of Contract entered into with the Owner till commencement of Post Go-Live Support (section 8.8.2) period, duly certified by the Owner <u>for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions.</u></p> <p>b) Non-provision of support services during Post Go-Live Support (section 8.8.2) period (ref. section 8.8) <u>for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions.</u></p> <p>c) Non-rectification of problems arising during Post Go-Live Support (section 8.8.2) period (ref. section 8.8) <u>for the reasons directly attributable to the Bidder and not contributed by the Owner by its acts or omissions.</u></p>	No change in clause
40/140	4.14-Duty of Due Diligence:		<p>For the purposes of the procurement and execution of this Contract, the Bidder does hereby accept, covenant and acknowledge its duty at all times to ensure the highest degree of care and competence in execution of the Contracts in question and hereby acknowledges its inherent duty of due diligence in all its acts/commissions and/or omissions at all times. For the purposes of this provision, such duty of due diligence shall continue and extend jointly and severally amongst its consortium partners. Wilful Negligence: For the purposes of this clause, wilful negligence shall be defined as any act/omission necessary for the completion of the objectives of the works which has been known to the bidder/ Implementer by virtue of his proficiency in this field but has been omitted/committed by his negligence with an intention to deceive and/or cause hindrance to the smooth functioning of the objectives herein. Wilful negligence and negligence in general, arising out of the Bidder's obligation of due diligence towards the Owner shall amount to a breach under this contract, the difference between the two being only that while the former shall attract penalties as defined in Annexure #22 Penalty of the contract, the latter shall amount to a breach under tort not necessarily attracting consequential damages.</p>	<p>Duty of Due Diligence: Wilful Negligence: For the purposes of this clause, wilful negligence shall be defined as any act/omission necessary for the completion of the objectives of the works which have been contracted under this Contract with known to the bidder/ Implementer by virtue of his proficiency in this field but has been omitted/committed by his negligence with an intention to deceive and/or cause hindrance to the smooth functioning of the objectives herein <u>which has resulted in the direct damage to the Owner</u>. Wilful negligence and negligence in general, arising out of the Bidder's obligation of due diligence towards the Owner shall amount to a breach under this contract, the difference between the two being only that while the former shall attract penalties as defined in Annexure #22 Penalty of the contract, the latter shall amount to a breach under tort not necessarily attracting consequential damages.</p>	No change in clause.

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63/140	5.7-signing of the contract		<p>After the notification of award, the Owner will issue Purchase Order (PO). Within 15 (fifteen) Days from the date of issuance of PO, the Bidder shall submit:</p> <p>a) Signed copy (in two originals) of Owner's issued Purchase Order as an acceptance of the PO.</p> <p>b) Consortium Agreement as per Annexure #25 between the Consortium partners, duly executed on non-judicial stamp paper and notarised.</p> <p>c) Security Deposit (SD).</p> <p>d) Contract Performance Bond.</p> <p>Thereafter, the Owner shall issue the draft contract agreement within 30 days of acceptance of Purchase Order along with submission of SD & Contract Performance Bond by the Bidder.</p> <p>The Contract agreement between the Owner & Bidder shall be signed in the next 15 days from the date of issue of the Contract.</p> <p>** Bidder shall furnish the details regarding Address, Tax details, Bank details etc. on which Purchase Orders shall be placed.</p> <p>Bill to party is BHEL Hyderabad. Bidder billing from Andhra Pradesh (AP) can quote with VAT (AP TIN) and those billing from states other than AP can quote with CST (without AP TIN). Input credit is available for AP VAT.</p>	<p>After the notification of award, the Owner will issue Purchase Order (PO) <u>which does not contain any Terms and conditions of Contract (or) which contains the mutually agreed terms and conditions of the Contract.</u> Within 15 (fifteen) Days from the date of issuance of PO <u>or in such mutually agreed time period</u>, the Bidder shall submit:</p> <p>a) Signed copy (in two originals) of Owner's issued Purchase Order as an acceptance of the PO <u>or propose such revisions to it for discussion and consideration by both parties.</u></p> <p>b) <u>mutually agreed</u> Consortium Agreement as per Annexure #25 between the Consortium partners, duly executed on non-judicial stamp paper and notarised.</p> <p>c) Security Deposit (SD).</p> <p>d) Contract Performance Bond.</p> <p>Thereafter, the Owner shall issue the draft contract agreement within 30 days of acceptance of Purchase Order along with submission of SD & Contract Performance Bond by the Bidder.</p> <p>The Contract agreement between the Owner & Bidder shall be signed in the next 15 days <u>or such mutually agreed time period</u> from the date of issue of the Contract. <u>Or to propose the revisions to it for discussion and consideration between the parties.</u></p> <p>** Bidder shall furnish the details regarding Address, Tax details, Bank details etc. on which Purchase Orders shall be placed.</p> <p>Bill to party is BHEL Hyderabad. Bidder billing from Andhra Pradesh (AP) can quote with VAT (AP TIN) and those billing from states other than AP can quote with CST (without AP TIN). Input credit is available for AP VAT.</p>	No change in clause.

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63 and 64/140	5.8.1- Instructions for Alterations and 5.8.3 Amendment/Variations		<p>5.8.1 Instructions for Alterations</p> <p>1. The Owner shall, at its sole discretion, be entitled to instruct any alteration, suspension, cancellation or deletion to the form, scope, specification, quality or quantity of the Work/Project.</p> <p>2. The Owner shall, at its sole discretion, be entitled to instruct in writing any variation to the scope of Contract without extension of the Contract Period apart from the other terms of the Contract remaining unchanged.</p> <p>3. Upon issue of such written instructions, the Bidder, while taking up the execution of such instructions (without delay and immediately), shall also submit, within 10 (ten) days to the price of additional man-days. Owner, additional costs arising out of such instructions, detailing direct manpower requirements.</p> <p>4. For the avoidance of doubt, no indirect, overhead and/or consequential costs can be claimed as payable by the Bidder.</p> <p>5. For such amendments/variations, 1000 man-days (500 each from ERP Product OEM and Implementation Partner) are envisaged for additional man-power that may be required by the owner to be provided by the Bidder as per Annexure #18.1 & Annexure #18.2. For the purpose of payment, actual utilization will be the basis. For sake of clarity it is hereby stated that the Total Contract Price shall exclude</p> <p>6. Actual payment shall be effected by the Owner</p>	<p>5.8.1 Instructions for Alterations</p> <p>1. The Owner shall, at its sole discretion, be entitled to instruct any alteration, suspension, cancellation or deletion to the form, scope, specification, quality or quantity of the Work/Project <u>in accordance with the Change Request Procedure for discussion and condieration by both parties.</u></p> <p>2. The Owner shall, at its sole discretion, be entitled to instruct in writing any variation to the scope of Contract without extension of the Contract Period for discussion and consideration by both parties apart from the other terms of the Contract remaining unchanged <u>in accordance with the Change Request Procedure.</u></p> <p>3. Upon issue of such written instructions, the Bidder, while taking up the execution of such instructions (without delay and immediately) shall also submit, within 10 (ten) days to the Owner, <u>its readiness, appraisal and estimation of the</u> additional costs arising out of such instructions, detailing direct manpower requirements.</p> <p>4. For the avoidance of doubt, no indirect, overhead and/or consequential costs can be claimed as payable by the Bidder <u>which are not intimated to the Owner.</u></p> <p>5. For such amendments/variations, 1000 man-days (500 each from ERP Product OEM and Implementation Partner) are envisaged for additional man-power that may be required by</p>	No change in clause.

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			<p>5.8.3 Amendment/Variations</p> <p>1. Once the effect of an Instruction or series of Instructions has been evaluated and agreed then they shall be summarized and issued in an Amendment/ Variation to Contract document delineating full details of the Value and effect on the Contract duration if any.</p> <p>2. Amendments/Variations to Contract agreed by both parties in accordance with this section shall be the only valid manner of amending the Scope of Services and/or any other document or provision of the Contract, if any. For the avoidance of doubt, nothing contained in this section shall confer upon the Bidder, a right to initiate an Amendment/Variation to the Contract/Work.</p>	<p>5.8.3 Amendment/Variations</p> <p>1. Once the effect of an Instruction or series of Instructions has been evaluated and agreed then they shall be summarized and issued in an Amendment/ Variation to Contract document delineating full details of the Value and effect on the Contract duration if any.</p> <p>2. Amendments/Variations to Contract agreed by both parties in accordance with this section shall be the only valid manner of amending the Scope of Services and/or any other document or provision of the Contract, if any. For the avoidance of doubt, nothing contained in this section shall confer upon the Bidder, a right to initiate an Amendment/Variation to the Contract/Work.</p> <p>Need to add the following NEW Clause to the existing sections:</p> <p>CHANGE Request PROCEDURE: A change identified at any stage of the assignment, which requires the Deliverables under development to deviate from the then current baseline, shall be conveyed by the Owner to Bidder in writing at least a period of five(5) working days before the current stage is concluded, in the Change Request Format. The request for change will then be assessed by Bidder to evaluate its impact including on technical feasibility, technical requirements in consequence of the proposed change, time schedule and cost. Bidder will present this assessment with any review and re-estimation thereof to the Owner for its approval. The Owner shall signify either its approval or disapproval to Bidder within seven days of receipt</p>	No change in clause.
64/140	5.8.2-Confirmation of verbal instructions		<p>5.8.2 Confirmation of verbal instructions</p> <p>For the purposes of this section/Article all Instructions contemplated herein should be issued in writing. However, if the Owner considers it necessary to issue an Instruction verbally the Bidder shall immediately comply with such verbal request. Where the Owner confirms a verbal request in writing, either before or after carrying out of the Service, this shall be deemed an Instruction. If the Owner does not confirm such a verbal request in writing within seven (7) days then the Bidder shall so confirm within a period of seven (7) further days and shall obtain the Owner's written agreement which shall be deemed an Instruction. No claims shall be made by Bidder & entertained by Owner if the Owner does not confirm in writing such approval within above 7(seven) days.</p>	<p>5.8.2 Confirmation of verbal instructions</p> <p>For the purposes of this section/Article all Instructions contemplated herein should be issued in writing. However, if the Owner considers it necessary to issue an Instruction verbally the Bidder shall immediately comply with such verbal request upon receipt of e-mail or fax evidencing in writing such verbal request. Where the Owner confirms a verbal request in writing, either before or after carrying out of the Service, this shall be deemed an Instruction. Otherwise Bidder without such e-mail or fax communication shall not be required to execute or implement such instructions.</p> <p>If the Owner does not confirm such a verbal request in writing within seven (7) days then the Bidder shall so confirm within a period of seven (7) further days. Bidder shall not be required to execute or implement or act upon such instructions without there being such e-mail or fax communication in writing from the Owner .</p> <p>and shall obtain the Owner's written agreement which shall be deemed an Instruction. No claims shall be made by Bidder & entertained by Owner if the Owner does not confirm in writing such approval within above 7(seven) days</p>	No change in clause.

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65/140	5.9.1-pre-award stage		In the event of a conflict and/or contradiction of the terms contained herein, notwithstanding that this RFP and terms and conditions along with its Annexures, Amendments (if any), and any other document/s in writing by the Owner shall remain valid, the Owner's clarifications and understandings on such issues shall prevail. Further, in the event there arises a contradiction between the RFP terms and its annexures, the RFP shall always prevail. Further, in the event there arises a contradiction between the RFP terms and its subsequent Amendments (if any), the terms of the Amendment which is later in time shall prevail.	In the event of a conflict and/or contradiction of the terms contained herein, notwithstanding that this RFP and terms and conditions along with its Annexures, Amendments (if any), and any other document/s, in writing by the Owner shall remain valid; the Owner's clarifications communicated in writing to the Bidder and understandings on such issues shall prevail. Further, in the event there arises a contradiction between the RFP terms and its annexures, the RFP shall always prevail. Further, in the event there arises a contradiction between the RFP terms and its subsequent Amendments (if any), the terms of the Amendment which is later in time shall prevail.	No change in clause.
65/140	5.9.2		5.9.2 Post Award Stage Upon successful signing of the Contract arising out of the present RFP/ Tender No. M1A1M04216, Dated 4th September 2013 between the Parties, the Contract entered into between the Owner and the Successful Bidder/s along with its Annexures and Schedules (if any) shall prevail and supersede all communications previously executed and shall constitute the supreme governing document of this Project at all times. Notwithstanding that in the event of contradiction between the	5.9.2 Post Award Stage Upon successful signing of the Contract arising out of the present Tender No. M1A1N05271, Dated: 19th April 2014, and its corrigendum's and revisions between the Parties, the Contract entered into between the Owner and the Successful Bidder/s along with its Annexures and Schedules (if any) shall prevail and supersede all communications previously executed and shall constitute the supreme governing document of this Project at all times. Notwithstanding that in the event of contradiction between the Contract and its Annexures/Schedules etc. (if any), the Contract document shall forever prevail.	Refer addendum for details
67/140	6-Responsibilities of Owner		10. The decision of the Owner shall always be final and binding.	10. The decision of the Owner in relation to its operations shall always be final and binding	No change in clause.
68/140	7 and all its Sub-clauses			Obligations of ERP Product OEM NOTE: Why should there be a consortium when ERP-Vendor is individually taking the responsibilities under this clause.	No change in clause

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76/135	Clauses 7.3, 7.4.2, 7.5 & 7.8 and 8(including all its sub-clauses)		Clauses 7.3, 7.4.2, 7.5 & 7.8 and 8(including all its sub-clauses)	7.3- ** All review reports by the ERP product OEM shall be directly submitted to the Owner. These are the types of Review that are required to be carried out by the ERP Product OEM:	No change in clause
92/140	9.6Supply and Installation of Software & Application Licenses		<p>The Bidding Consortium will be responsible for supplying the current versions of ERP application licenses and related software, integration tools, along with the source code and installing the same. The licenses shall be supplied by the Bidding Consortium only on the basis of written requisition from the Owner. The licenses shall be provided to the Owner within 4 weeks of such requisition by the Owner.</p> <p>The Bidder shall carefully consider the functional scope of work and provide a solution (base ERP software/ industry and/ or functional solutions) that best meet the Owner's requirements. The Owner is a complex organization conducting manufacturing of diverse engineering products, undertaking turnkey projects in a variety of sectors and has a strong focus on outsourcing as well as Page 93 of 140</p> <p>transportation. Looking forward, the Owner expects the 'ONE-BHEL' Solution to be the source of providing business intelligence to aid in strategic decisions. Considering the scope set in this RFP, the Bidding Consortium in accordance with their respective scopes of work shall carefully consider the solutions proposed and explicitly mention the same in the Technical bid</p> <p>The Consortium shall supply:</p> <ul style="list-style-type: none"> • Core ERP software & licenses (Latest version). • Add-on Engines software & Licenses (Latest version). 	<p>The Bidding Consortium will be responsible for supplying the current versions of ERP application licenses and related software, integration tools, along with the source code and installing the same. The licenses shall be supplied by the Bidding Consortium only on the basis of written requisition from the Owner. The licenses shall be provided to the Owner within 4 weeks of such requisition by the Owner.</p> <p>The Bidder shall carefully consider the functional scope of work and provide a solution (base ERP software/ industry and/ or functional solutions) that best meet the mutually agreed specifications Owner's requirements. The Owner is a complex organization conducting manufacturing of diverse engineering products, undertaking turnkey projects in a variety of sectors and has a strong focus on outsourcing as well as transportation. Looking forward, the Owner expects the 'ONE-BHEL' Solution to be the source of providing business intelligence to aid in strategic decisions. Considering the mutually agreed scope set in this RFP, the Bidding Consortium in accordance with their respective scopes of work shall carefully consider the solutions proposed and explicitly mention the same in the Technical bid.</p> <p>The Owner ERP System Implementation Partner shall be responsible to ensure that the it Owner is compliant at all time during the project and the Bidding consortium will suitably advise the Owner in this regard as long as they are in control of the execution of the Work awarded under the Contract.</p> <p>In case of SAP-ERP (since SAP ERP is already in use at</p>	No change in clause.

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			<p>** Owner shall have exchange or swap rights for the ERP licenses and add-ons, permitting the future trade-in of unused licenses or add-ons in exchange for more usable licenses or add-ons of the same value with same discount being applicable. Following is covered under ATS:</p> <ul style="list-style-type: none"> • Provide free upgrades, updates & patches of the products to Owner as and when released by ERP Product OEM & Database Vendor. • Technical upgrade of the installation to the new version, when required by Owner. • Unlimited Support through telephone / Fax / E-mail / Video Conferencing /Installation visit as required. • Quarterly visit to Owner's ERP installations. 	<p>• Product Documentation: Two sets of Product Documentation in hard copy and one soft copy to be supplied along with licenses and shall include but not limited to following:</p> <p>** Owner shall have exchange or swap rights for the ERP licenses and add-ons, permitting the future trade-in of unused licenses or add-ons in exchange for more usable licenses or add-ons of the same value with same discount being applicable.</p> <p>Following is covered under ATS:</p> <ul style="list-style-type: none"> • Provide free upgrades, updates & patches of the products to Owner as and when released by ERP Product OEM & Database Vendor. • Technical upgrade of the installation to the new version, when required by Owner at the cost and expenditure of Owner and subject to recommendation by the Bidding Consortium only. • Unlimited Support through telephone / Fax / E-mail / Video Conferencing /Installation visit as required. • Quarterly visit to Owner's ERP installations. 	No change in clause.
96/140	9.7-Hardware sizing		<p>9.7 Hardware/Infrastructure Sizing</p> <p>The successful Bidding Consortium/Bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution. The successful Bidder/Bidding Consortium would have to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site. The sizing needs to be done keeping in mind the Owner's requirement for performance, response time and scalability, latest state-of-the-art, virtualisation & guaranteed uptime during its entire lifespan with uninterrupted services. Such lifespan shall not be less than 8 (eight) years. The successful bidder would be responsible to conduct necessary site visits to prepare bill of material and all specifications for required IT / Non-IT infrastructure and Data Centre (DC) and Disaster Recovery (DR) site after studying the existing hardware inventory across owner's premises for reuse / economical solution, as feasible. The ERP System Implementation Partner should review the network already laid out as well as additional network laying as required for connecting all the relevant units of the Owner with redundant connectivity including the Owner plants, offices and all other the Owner locations that would be using the Integrated Solution. The ERP System Implementation Partner also needs to provide proposed N/W architecture. The ERP System Implementation</p>	<p>9.7 Hardware/Infrastructure Sizing</p> <p>The successful Bidding Consortium/Bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution <u>as agreed under the Contract</u>. The successful Bidder/Bidding Consortium would have to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site. The sizing needs to be done keeping in mind the <u>mutually agreed</u> <u>Owner's Contract's</u> requirement for performance, response time and scalability, latest state-of-the-art, virtualisation & guaranteed uptime during its entire lifespan with uninterrupted services. Such lifespan shall not be less than 8 (eight) years. The successful bidder would be responsible to conduct necessary site visits to prepare bill of material and all specifications for required IT / Non-IT infrastructure and Data Centre (DC) and Disaster Recovery (DR) site after studying the existing hardware inventory across owner's premises for reuse / economical solution, as feasible. The ERP System Implementation Partner should review the network already laid out as well as additional network laying as required for connecting all the relevant units of the Owner with redundant connectivity including the Owner plants, offices and all other the Owner locations that would be using the Integrated Solution. The ERP System Implementation Partner also needs to provide proposed N/W architecture. The ERP System Implementation Partner will provide necessary inputs and support for the preparation of the RFP for H/W and N/W infrastructure to enable the Owner to procure all the required IT/ non-IT infrastructure and services. The RFP for H/W and N/W infrastructure would capture requirements for all three phases of the implementation. However, staggered delivery of</p>	No change in clause.

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97/140	9.8 System administration		9.8 System administration The Bidder shall extend all necessary support as required by the Owner and Hardware vendor(s).	9.8 System administration The Bidder shall extend all the necessary-mutually agreed support <u>within the scope of the Contract as required when requested</u> by the Owner and Hardware vendor(s) .	No change in clause.
129/140	11.1-Deviations		11.1 Deviations Bids shall be submitted strictly in accordance with the requirements and terms & conditions of the RFP. The Bidder shall submit a No Deviation Certificate as per Annexure #11 No Deviation Certificate. The bids with deviation(s) are liable for rejection.	11.1 Deviations Bids shall be submitted strictly in accordance with the requirements and terms & conditions of the RFP. The Bidder shall submit a No Deviation Certificate as per Annexure #11 No Deviation Certificate <u>with exception for those mentioned and tabled in the Deviation Sheet provided along with Bidder Proposal.</u> The bids with deviation(s) <u>except as consolidated in the Deviation Sheet provided along with the proposal of the Bidder</u> are liable for rejection.	No change in clause. Any assumptions/clarifications shall get settled prior to bid submission.
131/140	11.4-Confidentiality of Information		11.4 Confidentiality of Information All the material / information sent to the Bidder shall be treated as confidential and should not be disclosed in any matter to any unauthorized person under any circumstances. The successful bidder and their employees deployed on the project have to furnish a Non-Disclosure Agreement (NDA) as per Annexure #21 Non-Disclosure Agreement in line with the Owner's Information Security Management System (ISMS).	11.4 Confidentiality of Information All the material / information <u>marked and identified as confidential</u> sent to the Bidder shall be treated as confidential and should not be disclosed in any matter to any unauthorized person under any circumstances. The successful bidder and their employees deployed on the project have to furnish a Non-Disclosure Agreement (NDA) as per Annexure #21 Non-Disclosure Agreement in line with the Owner's Information Security Management System (ISMS). <u>The confidentiality obligations should not apply to information which is (a) previously known to the receiving party at the time of disclosure, (b) independently developed by the receiving party without reference to information of the disclosing party, (c) disclosed to the receiving party by a third party without an obligation of confidentiality, or (d) in or subsequently comes into the public domain or (e) required to be disclosed by the receiving party by law, regulation, court order or other legal process.</u> <u>The confidentiality obligations shall survive for a period of three (3) years from the date termination or expiry of the Contract.</u> - <u>Similarly Owner agrees that during the course of discussions/services, Owner is likely to receive or come into possession of information confidential/proprietary to the Bidder (including but not limited to information relating to software, trade secrets, know-how/technical data, research, products, software services, development, inventions, processes, engineering techniques, strategies, etc.) and that it shall not disclose or divulge such confidential/ proprietary information</u>	Refer addendum for details.

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132/140	11.7- Risk Purchase		<p>11.7 Risk Purchase</p> <p>In case the bidder withdraws the offer submitted by him/ her after it is accepted by the Owner and fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the contract wholly or in part, the Owner shall be at liberty to cancel the Purchase Order and to recover from the Bidder the extra cost and the other loss incidentals to the breach of Contract on the part of the Bidder apart from other legal recourses. Prior to invoking Risk Purchase clause, notice period of thirty (30) days and cure period of ninety (90) days will be offered to the Bidder.</p>	<p>11.7 RISK Purchase</p> <p>In case the bidder withdraws the offer submitted by him/ her after it is accepted by the Owner and fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the contract wholly or in part <u>for the reasons directly attributable to the Bidder and are not due to reasons attributable to the Owner or not due to any events of Force Majeure, then</u> the Owner shall be at liberty to cancel the Purchase Order and to recover from the Bidder the extra cost <u>which shall not in any case exceed 10% of the amount quoted by the Bidder for the same and the other loss incidentals to the breach of Contract on the part of the Bidder</u> apart from other legal recourses.</p> <p>Prior to invoking Risk Purchase clause, notice period of thirty (30) days and cure period of ninety (90) days will be offered to the Bidder.</p>	Refer addendum for details
133/140	11.9 Commencement		<p>11.9 Commencement</p> <ul style="list-style-type: none"> Effective date of Contract: This Contract shall come in to effect on the date of issue of Owner's signed Purchase Order. Such Purchase Order shall be accepted by the Implementation Partner within 7 Calendar days, from date of Purchase Order and shall be signed & sealed by bidder stating "Purchase Order Accepted" and return certified duplicate copy of owner.. If no such formal confirmation is received within the stipulated time of 7 Calendar days, then the contract is deemed to be accepted. The Bidder shall begin carrying out the services with installation of required hardware, 	<p>11.9 Commencement</p> <ul style="list-style-type: none"> Effective date of Contract: This Contract shall come in to effect on the date of <u>acceptance issue</u> of Owner's signed Purchase Order <u>by the Bidder</u>. Such Purchase Order shall be accepted by the Implementation Partner <u>if there are no revisions to be suggested from Bidder</u> within 7 Calendar days <u>or such mutually agreed time period</u>, from date of Purchase Order and shall be signed & sealed by bidder stating "Purchase Order Accepted" and return certified duplicate copy <u>to the effect Owner.. Otherwise Bidder shall inform its revisions to the Terms of the PO and same shall be discussed and considered as may be mutually agreed</u>. If no such formal confirmation is received within the stipulated time of 7 Calendar days, then the <u>effective date shall be the date as mutually agreed by the Parties herein contract is deemed to be accepted. Purchase Order shall not have any separate or additional Terms and conditions as are mentioned in the Contract.</u> The Bidder shall begin carrying out the services with installation of required hardware, software & services within one month <u>or in such mutually agreed time period</u> after the date the Contract becomes effective. 	Refer addendum for details
133/140	11.10- Completion		<p>11.10 Completion</p> <p>The Project will have deemed to be completed at the end of Post Go-Live Support period when all the Deliverables have been met, verified, certified and accepted by the Owner.</p>	<p>11.11 Completion</p> <p>The Project will have deemed to be completed at the end of Post Go-Live Support period when all the Deliverables have been met, verified, certified and accepted by the Owner or <u>Deemed to have been accepted by the Owner if .Owner (a) fails to provide the list of Non Conformities within the review and acceptance Period, (b) fails to notify the acceptance of the Deliverables within the period agreed for the same, or (c) starts using the Deliverable in a live production environment or puts to commercial utilization.</u></p>	No change in clause.

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133/140	11.12-Termination and Suspension		<p>11.12 Termination and Suspension Suspension of the Work The Owner may, by a written order, instruct the Bidder to suspend the Work or any part of the Work for the period and in the manner which the Owner considers necessary. The Bidder shall cease work on said part of the Work on the effective date of suspension, but shall continue to perform any unsuspended part of the Work. During the suspension the Bidder shall properly protect and secure the Work so far as is necessary in the opinion of Owner.</p> <p>The Owner shall not pay any costs incurred by the Bidder in giving effect to the suspension order, including under the following:</p> <ul style="list-style-type: none"> • necessary because of Force Majeure; or • necessary for the proper execution of the Work, or any part thereof; or • necessary because of some negligence, error or other default on the part of the Bidder; or • necessary for the health or safety of Owner and/or Bidder Personnel, third parties or for the protection of the Work, Owner property or environment; or • otherwise provided for in the Contract. If the suspension of the Work is not attributable to any negligence, error or default of the Bidder, in the opinion of the Owner, and should be of such duration as to entitle the Bidder in the Owner's reasonable judgement to an extension of the Completion Date, the parties shall negotiate 	<p>Following sentence need to be added: However period of suspension shall not exceed beyond a working week i.e five (5) working days. Any suspension beyond this period shall be appropriately compensated by Owner to the Bidder if such suspensions are not directly attributable to Bidder alone.</p>	No change in clause.
134/140	11.12		<p>Termination of the Contract The Contract shall terminate on the date of the issuance of the certificate of Final Completion of the Work by operation of law without any notice being required, unless terminated earlier in accordance with the provisions of this Article or unless otherwise explicitly provided for in the Contract.</p> <p>The Owner shall have the right at any time and at its absolute discretion to terminate the Contract by giving the Bidder notice of termination. Such notice shall become effective immediately after delivery to the Bidder or on such later date or after completion of such work in progress as specified by the Owner in the notice served one month in advance.</p>	<p>Termination of the Contract The Contract shall terminate on the date of the issuance of the certificate of Final Completion of the Work by operation of law or upon fulfillment of Deemed Acceptance provision without any notice being required, unless terminated earlier in accordance with the provisions of this Article or unless otherwise explicitly provided for in the Contract.</p> <p>The Owner shall have the right at any time and at its absolute discretion to terminate the Contract by giving the Bidding Consortium one hundred and eighty (180) days notice of termination . Such notice shall become effective immediately after delivery to the Bidder or on such later date or after completion of such work in progress as specified by the Owner in the notice served one month <u>one hundred and eighty (180) days</u> in advance. <u>If Termination is resorted to for convenience then Owner shall pay the suitable termination compensation to Bidder in addition to the payment of dues for Work done by the Bidding consortium till the date of such Termination.</u></p>	No change in clause.

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130/135	11.12-Default by Bidding Consortium		<p>Default by Bidding Consortium In the event of the failure, refusal or inability of the Bidding Consortium to perform any part of the Work in accordance with the Contract, the Owner may give notice of default to the Bidding Consortium stating the details of such failure. If the Bidding Consortium within fifteen (15) calendar days after receipt of such notice does not commence, or having commenced does not continuously proceed with action satisfactory to the Owner to remedy such failure, the Owner may issue a notice of termination by giving 30 days notice period, without prejudice to any other rights or remedies which the Owner may have under the Contract.</p>	<p>Default by Bidding Consortium In the event of the failure, refusal or inability of the Bidding Consortium <u>for reasons directly attributable to Bidding Consortium and not contributed by Owner</u>, to perform any part of the Work in accordance with the Contract, the Owner may give notice of default to the Bidding Consortium stating the details of such failure. If the Bidding Consortium within fifteen (15) calendar days after receipt of such notice does not commence, or having commenced does not continuously proceed with action <u>satisfactory to the Owner</u> to remedy such failure, the Owner may issue a notice of termination by giving <u>ninety(90)30</u> days notice period, without prejudice to any other rights or remedies which the Owner may have under the Contract. <u>Termination by Bidder:</u> <u>Bidder may terminate the Contract if under circumstances such as large delay in finalising the requirement specifications, failure to give acceptance of Products and/or Services in mutually agreed time schedules, non-payment of dues to Bidder or failure of Owner in performing any of its responsibilities under this Contract by giving thirty (30) days prior notice, provided the breach is not cured by the Owner within such notice period. If Bidder issues the termination notice then Owner shall pay all the payments that are due to Bidder as of the termination date stated in the notice, including those for the work completed or in progress as on the date of termination.</u></p>	No change in clause

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
131/135	11.12 Amounts payable on Termination		<p>If the Owner terminates the Contract then, provided the termination is not in consequence of Force Majeure, bankruptcy etc., or improper business conduct, or the Owner exercising a specific right to terminate the Contract the Bidding Consortium shall be paid the following:</p> <ul style="list-style-type: none"> the value of the Work completed in accordance with the Contract up to the effective date of termination less any part of the Contract Price previously paid by the Owner to the Bidding Consortium, if any, and less any amounts due or owing by the Bidding Consortium to the Owner less any monies deductible due to reason of penalties and/or damages as applicable. <p>The total payment made to the Bidding Consortium under this Article shall in no event exceed the Contract Price.</p> <ul style="list-style-type: none"> If the Owner terminates the Contract, then the Bidding Consortium shall be entitled to payment for the value of Work completed in accordance with the Contract prior to the date of notification of termination by the Owner, or, the amounts actually paid under the Contract for such part of the Work, whichever is the lower. No further payments shall be due to the Bidding Consortium under the Contract. The Bidding Consortium shall not be entitled to any costs, loss or damage sustained by the Bidding Consortium from discontinuance of part of the Work or from termination of the Contract. If it is provided in the Contract that the Bidding 	<p>Amounts payable on Termination</p> <p>If the Owner terminates the Contract then, provided the termination is not in consequence of Force Majeure, bankruptcy etc., or improper business conduct, or the Owner exercising a specific right to terminate the Contract the Bidding Consortium shall be paid the following:</p> <ul style="list-style-type: none"> <u>Mutually agreed suitable termination compensation and</u> the value of the Work completed in accordance with the Contract up to the effective date of termination less any part of the Contract Price previously paid by the Owner to the Bidding Consortium, if any, and less any amounts due or owing by the Bidding Consortium to the Owner less any monies deductible due to reason of penalties and/or damages as applicable. The total payment made to the Bidding Consortium under this Article shall in no event exceed the Contract Price <u>unless otherwise mutually agreed by the Parties herein.</u> If the Owner terminates the Contract <u>for convenience</u>, then the Bidding Consortium shall be entitled to <u>suitable mutually agreed termination compensation and</u> payment for the value of Work completed in accordance with the Contract prior to the date of notification of termination by the Owner, <u>or, the amounts actually paid under the Contract for such part of the Work, whichever is the lower.</u> No further payments shall be due to the Bidding Consortium under the Contract <u>unless otherwise mutually agreed by the parties.</u> The Bidding Consortium shall not be entitled to any costs, loss or damage sustained by the Bidding Consortium from discontinuance of part of the Work or from termination of the Contract <u>without cause.</u> If it is provided in the Contract that the Bidding Consortium shall pay a certain sum per day as penalties for delay in 	No change in clause.
			<ul style="list-style-type: none"> If upon termination of the Contract the part of the Contract Price previously paid to the Bidding Consortium exceeds the total amount to which the Bidding Consortium is entitled, as calculated in accordance with this Article and after deduction of any amounts due to the Owner, then the Bidding Consortium shall repay the excess to the Owner within 45 days of receipt of a specified invoice, failing which the Owner may call on the performance bond. 		No change in clause

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137/140	11.17.1		<p>11.17.1 Sufficiency of Contract Price</p> <ul style="list-style-type: none"> • The Bidder shall be deemed to have satisfied itself on and taken due account in the Contract Price of: <ul style="list-style-type: none"> o all the conditions and circumstances affecting the Contract Price; o carrying out the Work as described in the Contract & instructions issued by the owner time to time; o general circumstances at field sites; o general personnel requirements and restrictions; and o the incidental costs to be borne by the Bidder. <p>The Contract Price shall cover the completion of the Work and all other obligations of the Bidder and all costs direct, indirect & consequential, incurred by the Bidder for and in connection with the Work and shall be fixed for the duration of the Contract.</p>	<ul style="list-style-type: none"> • The Bidding Consortium shall be deemed to have satisfied itself on and taken due account in the Contract Price of: <ul style="list-style-type: none"> o all the conditions and circumstances affecting the Contract Price; o carrying out the Work as agreed under described in the Contract & instructions issued by the owner time to time; o general circumstances at field sites; o general personnel requirements and restrictions; and o the incidental costs to be borne by the Bidder. <p>The Contract Price shall cover the completion of the Work and all other obligations of the Bidding Consortium and all costs direct, indirect & consequential, incurred by the Bidder for and in connection with the Work and shall be fixed for the duration of the Contract.</p>	No change in clause.
137/140	11.17.3 Submission of invoice		<p>11.17.3 Submission of invoice</p> <ol style="list-style-type: none"> 1. All invoices along with Owner's authorised signatory work done certificate, and other applications for payment shall be submitted in accordance with the requirements of Procedures detailed in this Contract. 2. If the Owner disputes any item on any invoice in whole or in part and or charges claimed for uncertified works or if the invoice is prepared or submitted incorrectly in any respect, the Owner shall pay only the undisputed portion of a disputed invoice. 3. Neither the presentation nor payment of an individual invoice shall be irrevocable or constitute a settlement of a dispute, or otherwise waive or affect the rights of the parties hereunder. 	<p>following sentence need to be added to the existing clause: <u>Mere stipulation of submitting an invoice at the end of the fortnight as detailed in this clause shall not absolve Owner of its liability to make payments on such invoices when presented at a later date.</u></p>	No change in clause.

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138/140	11.17.4 Form of Payment		<p>11.17.4 Form of Payment</p> <p>1. Within forty five (45) days of receipt of the correctly prepared and adequately required documentary supported invoice duly certified by the Owner for fulfilling the criteria for payment, the Owner shall pay the amount of such invoice into a nominated bank account of the Leader of the Consortium, provided that such invoices are in accordance with the provisions of this clause/Article.</p> <p>2. All payments made by the Owner to the Leader of the Consortium shall be made by bank transfer to the latter's nominated bank account. The nominated account shall be in the name of and solely owned by the Leader of the Consortium. .</p>	<p>1. Within 30forty five (3045) days of receipt of the correctly prepared and adequately required documentary supported invoice duly certified by the Owner for fulfilling the criteria for payment, the Owner shall pay the amount of such invoice into a nominated bank account of the Leader of the Consortium, provided that such invoices are in accordance with the provisions of this clause/Article.</p> <p><u>Any invoice remaining unpaid after the aforesaid period of thirty days shall be treated as debt owed by Owner to Bidding Consortium and Bidding Consortium shall be entitled to recover it as a debt as aforesaid, with an interest of 2% per month for every month of default, from Owner calculated from the date the payment became due until it is realized in full with interest.</u></p> <p><u>Without prejudice to the other rights available, Bidding Consortium also reserves the right to withhold the provision of services till such time all the payments due to it under this Contract have been made by the Owner and any such withholding by Bidding Consortium shall not be treated as breach by it of the provisions of this Agreement.</u></p> <p><u>If any new taxes or increase in the taxes is attracted to this transaction, then, Bidding Consortium shall be reimbursed of the payment so made, if required to be made so by Bidding Consortium . Such reimbursement shall be inclusive of any interest or any other sum, or both, paid by Bidding Consortium as part and incidence thereof. The liability of Bidding Consortium under this clause, shall not be coterminous with this agreement and shall continue at all times the payment is so required to be made by Bidding Consortium at any time.</u></p>	No change in clause.
138/140	11.17.5 Final Completion		<p>11.17.5 Final Completion</p> <p>The issue of a Final Completion certificate shall not absolve the Bidding Consortium from the obligation to remedy, or indemnify the Owner for the cost of remedying, latent defects which transpire within ten years from the issue of the Final Completion certificate and which are attributable to the Bidding Consortium, a Sub-Bidder or Bidding Consortium Personnel. In this Article, the term "latent defect" shall mean a defect which produces no readily observable effects prior to the issue of the Final Completion certificate and which is attributable to an unfit for purpose design, or to poor or faulty engineering or workmanship, or to Materials which do not conform to the Contractual specifications or are unfit-for-purpose.</p>	<p>11.18.6 Final Completion</p> <p>The issue of a Final Completion certificate shall not absolve the Bidding Consortium from the obligation to remedy, or indemnify the Owner for intellectual property infringement claims for the cost of remedying, latent defects which transpire within ten years from the issue of the Final Completion certificate and which are attributable to the Bidding Consortium, a Sub Bidder or Bidding Consortium Personnel. In this Article, the term "latent defect" shall mean a defect which produces no readily observable effects prior to the issue of the Final Completion certificate and which is attributable to an unfit for purpose design, or to poor or faulty engineering or workmanship, or to Materials which do not conform to the Contractual specifications or are unfit for purpose.</p>	Refer addendum for details.

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138/140	11.18 Limitation of Liability		<p>11.18 Limitation of Liability The cumulative liability of the Bidding Consortium for all damages or other amounts arising in connection with this Contract shall be limited to Total Contract value. However, this limitation shall not be applicable to any claim, loss or damages w.r.t. IPR breach, wilful negligence, Confidentiality breach, tangible property damage or any other claim, loss or damages that cannot be limited as per Indian Laws.</p>	<p>11.18 Limitation of Liability The cumulative liability of the Bidding Consortium for all damages or other amounts arising in connection with this Contract shall be limited to <u>the Total Contract value paid by the Owner to the Bidding Consortium for its services in the twelve (12) months immediately preceding the claim which gave rise to such liability</u>. However, this limitation shall not be applicable to any claim, loss or damages w.r.t. IPR breach, wilful negligence, Confidentiality breach, tangible property damage or any other claim, loss or damages that cannot be limited as per Indian Laws.</p> <p><u>Neither party shall be liable to the other for any special, indirect, incidental, consequential (including loss of profit or revenue), exemplary or punitive damages whether in contract, tort or other theories of law, even if such party has been advised of the possibility of such damages.</u></p> <p><u>Bidding Consortium shall not be liable or responsible for any delay or failure to perform or failure of the services or the Store under this Contract to the extent that such delay or failure has arisen as a result of any delay or failure by Owner or its employees or agents to perform any of its duties and obligations as set out in this Contract. In the event that Bidding Consortium is delayed or prevented from performing its obligations due to such failure or delay on the part of Owner, Bidding Consortium shall be allowed an additional period of time to perform its obligations and unless otherwise agreed the</u></p>	No change in clause
139/140	12.3.Go-Live deferment		<p>12.3 Go-Live deferment</p> <ul style="list-style-type: none"> □The Owner reserves the right to defer the Go-Live for any/ multiple location. Such deferments shall be mutually discussed with the Bidding Consortium & the Owner will inform the Bidding Consortium at least one month in advance about such deferment. In case of such deferments, Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the Bidding Consortium. Such deferment(s) shall be limited to a maximum of 3 months. 	<p>12.3 Go-Live deferment</p> <ul style="list-style-type: none"> □The Owner reserves the right to defer the Go-Live for any/ multiple location. Such deferments shall be mutually discussed with the Bidding Consortium & the Owner will inform the Bidding Consortium at least one month in advance about such deferment. In case of such deferments, <u>Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the Bidding Consortium.</u> Such deferment(s) shall be limited to a maximum of <u>seven(7) working days only 3 months. Any deferment beyond seven(7) days shall be billable on the T & M rates of the Bidder and Owner is liable to pay the same to the Bidder</u> 	No change in clause.

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140/140	12.5 Expected Functionality and Overall performance:		<p>12.5 Expected Functionality and Overall performance: Notwithstanding anything contained hereinabove nothing shall absolve the Bidding Consortium from its responsibility to ensure that the Owner must have a finally comprehensive, qualitative, working product and solution and the Bidding Consortium shall recognize that the objective of this Project cannot be fulfilled by mere monetary compensation i.e. compensation may not be an adequate remedy for the fulfilment of the Owner's objective in this Project and to that effect, the Bidding Consortium shall always work to achieve its final Completion holistically and wholesomely in good faith. For the avoidance of doubt, failure and or non-compliance and/or insufficient compliance of the requirements enumerated herein above shall be considered a failure of performance parameters under the Contract with the Owner.</p>	<p>12.5 Expected Functionality and Overall performance: Notwithstanding anything contained hereinabove, nothing shall absolve the Bidding Consortium from its responsibility to ensure that the mutually agreed requirements under the Contract are met with active support from both parties to the Contract Owner must have a finally comprehensive, qualitative, working product and solution and the Bidding Consortium shall recognize that the objective of this Project cannot be fulfilled by mere monetary compensation i.e. compensation may not be an adequate remedy for the fulfilment of the Owner's objective in this Project and to that effect, the Bidding Consortium shall always work to achieve its final Completion holistically and wholesomely in good faith. For the avoidance of doubt, unless it can be solely and directly attributable to a party for its part of failure and or non-compliance and/or insufficient compliance of the requirements enumerated herein above shall not be considered a failure of performance parameters under the Contract with the Owner.</p>	No change in clause
Additional	Additional		<p>Additional connected clauses: 1. ACCEPTANCE CRITERIA: 1.1 Each Deliverable delivered by Bidding Consortium which is subject to the mutually agreed acceptance criteria shall be reviewed and accepted by Owner within a period of five days from the date of delivery. The review comments shall be provided within a period of five working days from the date of delivery. All Deliverables will be deemed accepted by Owner on successful closure of all review comments, whereupon Owner shall provide the sign-off letter to Bidding Consortium. However, if Owner does not provide any review comments within the above mentioned period of five days, then notwithstanding anything contained herein, the Deliverables shall be deemed to be unconditionally and absolutely accepted by Owner at the end of the fifth day allotted for provision of such review comments, whether Owner provides such sign-off letter to Bidding Consortium or not and Bidding Consortium shall be entitled to receive the charges due on acceptance. The Deliverables shall also be deemed to be accepted by the Owner in case of commercial utilization of the Deliverables by the Owner. However, if Owner provides the review comments within the above mentioned period of five days and Bidding Consortium arrives at a successful closure of review comments, then the Deliverables shall be deemed to be</p>	<p>1. Need to include the Clause for Acceptance procedure. 2. Need to protect the Intellectual property rights of Bidder, its Licensor(s) and third party owners whose services are utilized under this Contract. 3. For the material made available by the Client warranty need to be given by it for their usage.</p>	Any additional clauses will be discussed with the succesful bidder during contracting stage.

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			<p>3. INTELLECTUAL PROPERTY RIGHTS: 3.1 Bidding Consortium 's Proprietary Software and Pre-Existing IP or Facilities. Owner acknowledges and agrees that this is a professional services agreement and this agreement is not intended to be used for licensing of any Bidding Consortium 's proprietary software or tools or Facilities. If Bidding Consortium and Owner mutually agree that the Bidding Consortium provides to Owner any proprietary software or tools or Facilities of Bidding Consortium or of a third party, the parties shall negotiate and set forth the applicable terms and conditions in a separate license agreement and the provisions of this Clause shall not apply to any Deliverables related to customization or implementation of any such proprietary software or products of Bidding Consortium or of a third party. Further, Owner acknowledges that in performing Services under this Contract Bidding Consortium may use Bidding Consortium 's proprietary materials or Facilities including without limitation any software (or any part or component thereof), tools, methodology, processes, ideas, know-how and technology that are or were developed or owned by Bidding Consortium prior to or independent of the Services performed hereunder or any improvements, enhancements, modifications or customization made thereto as part of or in the course of performing the</p>		<p>Any additional clauses will be discussed with the successful bidder during contracting stage.</p>

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			<p>lease, exchange, mortgage, pledge, license, sub license, assign or in any other way convey, transfer or alienate the Bidding Consortium Pre-Existing IP or Facilities in favour of any person (either for commercial consideration or not (including by way of transmission), and/or (c) except as specifically and to the extent permitted by the Bidding Consortium in writing, reverse compile or in any other way arrive at or attempt to arrive at the source code of the Bidding Consortium Pre-Existing IP or Facilities.</p> <p>3.2 Residuary Rights. Each Party shall be entitled to use in the normal course of its business and in providing same or similar services or development of similar Deliverables for its other Owners, the general knowledge and experience gained and retained in the unaided human memory of its personnel in the performance of this Contract. For the purposes of clarity the Bidding Consortium shall be free to provide any services or design any Deliverable(s) that perform functions same or similar to the Deliverables being provided hereunder for the Owner, for any other Owner or customer of the Bidding Consortium (including without limitation any affiliate, competitor or potential competitor of the Owner). Nothing contained in this Clause shall relieve either party of its confidentiality obligations with respect to the proprietary and confidential information or material of the other party.</p>		Any additional clauses will be discussed with the succesful bidder during contracting stage.
	Annexure-25-Consortium Agreement	Annexure-25-Consortium Agreement	Annexure-25-Consortium Agreement	Consortium Agreement essentially contains the provisions governing the working relationship between consortium members. And those provisions which govern the working conditions between Owner and Bidding consortium need to be addressed in the Contract to be signed between Owner and Bidding Consortium.	No change in clause
	Annexure-26-Contract Performance Bond	Annexure-26-Contract Performance Bond	Annexure-26-Contract Performance Bond	<ol style="list-style-type: none"> 1. This requirement may be waived as there are other similar documents like EMD and Performance Bank Guarantee are taken from the Bidding Consortium for the same purpose. 2. The conditions of this Performance Bond are unilateral and onerous. 3. This document need to have the standard clause insisted by Bank for limiting the time period of claim and also the amounts claimable. 	No change in clause
	Annexure-22	Annexure-22	Annexure-22	<ol style="list-style-type: none"> 1. Penalties are too high and onerous and need to be reduced. 2. Overall penalty cap shall be limited to one(1)% of the value of the delayed portion of the Contract. 	No change in clause

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Annexure-21	Annexure-21-NDA	Annexure-21-NDA	Annexure-21-NDA	1. Standard exceptions need to be included 2. This NDA shall be valid till the Contract is signed or And if the Project is not awarded to the Receiving Party by the Owner, then validity period of this NDA shall for the duration of the validity period of the Bid/Proposal submitted by the Bidder. and obligation to maintain confidentiality shall be for a period of 1 year after the expiry or termination of this NDA.	Detailing will be done with successful bidder
32/140	4.4.2-Envelope-2	Types of Indmenities	Types of Indmenities	These forms Need to contain the standard exceptions for indemnity obligation	No change in clause
32/140	4.4.2-envelope-2 No deviation Confirmation	4.4.2-(6) No deviation Confirmation	No deviation Confirmation	1. Bidder has certain deviations and will provide the deviation sheet as part of its proposal along with revisions suggested by it. 2. NO deviation confirmation statement shall be subject to this understanding.	No change in clause
77	8.2	8.2.2	Minimum Resource Deployment during the (From Planning to end of Sustenance support of Phase-III locations roll-out)	During the sustenance period post all 3 Phases Go-live, can onsite-offshore model be suggested with onsite presence of resources for critical modules	No change in clause
82	8.8	8.8.2	Post Go-live support Deployment	During this period again can suitable onsite-offshore model be proposed	No change in clause
123	9.12	9.12.5.4	Help Desk support	Confirm the service window for ERP Application support i.e. 6.00 AM-10.00 PM	Normally the working days are Mon-Sat. However, in few units and sites, the work is carried out on all 7 days.
102	9.11.3	Training Plan Chart	Owner's Units	Kindly provide geographical details of training Units location wise, across India, to conduct the training delivery.	Refer section 9.5 Geographical scope.
72	7.3 Solution Quality Review Services	7.3.7 Hardware/ Infrastructure Sizing	ERP Product OEM shall review the hardware sizing estimate for Primary Site, Business Continuity Site and Remote Disaster Recovery Site prepared by the Implementation Partner. Such review shall necessarily factor optimal re-use of Owner's existing hardware inventory.	Please share the location & details of the Primary Site, Business Continuity Site and Remote Disaster Recovery Sites.	Primary Datacenter at Hyderabad.
84	8.8 Support Services	8.8.1 Project Implementation & Sustenance Support	24x7 Unlimited Support through telephone/Fax/E-mail/Video Conferencing/ Installation visit as required	Please clarify: 24x7 support is required to be provisioned only for ERP application support to end users or infrastructure support of end user computing infrastructure (desktop, laptop) as well? Also confirm as to who shall provide the required Telephony Infrastructure & Ticketing System of this purpose.	End user infrastructure support is out of scope for bidder
84	8.8 Support Services	8.8.1 Project Implementation & Sustenance Support	Tuning of ERP, Databases, third party software's and any other components provided as part of the business solution software including reconfiguration of the system in the event of any hardware/ network failures/ if any hardware/ network components have to be replaced.	Please confirm if reconfiguration of infrastructure components like network/hardware will be responsibility of bidder?	Scope of work for the Bidder is self-explanatory.
84	8.8 Support Services	8.8.1 Project Implementation & Sustenance Support	Tuning of ERP, Databases, third party software's and any other components provided as part of the business solution software including reconfiguration of the system in the event of any hardware/ network failures/ if any hardware/ network components have to be replaced.	Please confirm as to who shall provide the EMS tools to monitor the supplied platform for the purpose of performance monitoring & proactive support.	Scope of work for the Bidder is self-explanatory.

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96	9 Scope of Work	9.7 Hardware/Infrastructure Sizing	The successful bidder will be responsible for server, storage and network sizing for the 'ONE-BHEL' Integrated Solution. The successful Bidder would have to identify infrastructure requirement specification including requirement for Business Continuity & Disaster Recovery site...	Who will be responsible for operation and maintenance support of these infrastructure, succesful bidder for this RFP or successful bidder of the RFP which will be floated for procurement of the device? If succesful bidder for this RFP then what will be the support window for support, scope of support, who will provide tools? Pls Confirm	Scope of work for the Bidder is self-explanatory.
97	9 Scope of Work	9.8 System administration	The Bidder shall perform system administration activities for 'ONE-BHEL' Solution landscape	As per section 9.12.5.5, the sustenance team shall be at the owners central location. Please confirm the central location details.	Central Location is Hyderabad/ Bhopal/ Delhi NCR.
97	9 Scope of Work	9.8 System administration	OS/DB/ERP/3rd Party Software patch/services updation,	What kind of third party softwares	3rd Part software that are proposed by the Bidder for 'ONE-BHEL' solution.
97	9 Scope of Work	9.8 System administration	Backup, recovery and all other DBA related activities	What would be the Backup Infrastructure & the roles of the bidders sustenance team & the team managing the backup platform.	Scope of work for the Bidder is self-explanatory.
123	9 Scope of Work	9.12.5.4 Help Desk Support	Bidder is required to create and maintain a dedicated onsite Help Desk / hotline that will resolve problems and answer questions that arise from the use of the ERP solution as it is implemented. This will come into existence from end of Realization phase till the end of support period.	The helpdesk support (as part of Go-Live and Support Phase of 3 roll out phases) is to be provided onsite at each of the implementation site or at a central location of Owner.	Central Location is Hyderabad/ Bhopal/ Delhi NCR.
123	9 Scope of Work	9.12.5.4 Help Desk Support	Bidder is required to create and maintain a dedicated onsite Help Desk / hotline that will resolve problems and answer questions that arise from the use of the ERP solution as it is implemented. This will come into existence from end of Realization phase till the end of support period.	Please confirm if owner shall provide the communication infrastructure for helpdesk support - telephone / Fax / E-mail / Video Conferencing	Bidder's understanding is correct.
123	9.12.5 Go-Live and Support Phase	9.12.5.4 Help Desk Support	Bidder is required to create and maintain a dedicated onsite Help Desk / hotline that will resolve problems and answer questions that arise from the use of the ERP solution as it is implemented. This will come into existence from end of Realization phase till the end of support period.	Please confirm if owner shall provide the ITSM tools for logging incidents, SR for helpdesk support or the implementation partner needs to provision for these tools.	The bidder shall propose any tools required for the helpdesk as part of the solution.
123	9 Scope of Work	9.12.5.4 Help Desk Support	Bidder is required to create and maintain a dedicated onsite Help Desk / hotline that will resolve problems and answer questions that arise from the use of the ERP solution as it is implemented. This will come into existence from end of Realization phase till the end of support period.	What will be the operating location(city) of helpdesk support?	Central Location is Hyderabad/ Bhopal/ Delhi NCR.
123	9 Scope of Work	9.12.5.4 Help Desk Support	Bidder is required to create and maintain a dedicated onsite Help Desk / hotline that will resolve problems and answer questions that arise from the use of the ERP solution as it is implemented. This will come into existence from end of Realization phase till the end of support period.	What will be the operating location(city) of helpdesk support?	Central Location is Hyderabad/ Bhopal/ Delhi NCR.
84	RFP Part 1	8.8.1	Migration of the Integrated Solution from one Hardware Platform to another	Please qualify the statement i.e. whether hardware upgrade/migration is expected during the sustenance period?	No change in clause. Migration might be required from Bidder's development environment to Owner's later provured hardware or due to hardware refresh during the project.

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116	RFP Part 1	9.12.4	The ERP System Implementation Partner shall undertake data migration from the legacy systems to 'ONE-BHEL' ERP solution. The Bidder along with Owner's team shall undertake conversion and migration of transaction data, master data and cut-over data from the legacy systems	Please confirm Data Migration shall be limited to Cutover data as per ASAP methodology wherein only last period/quarter open balances/items are uploaded into the new environment! Hope the understanding is right?	Refer section
78		7.6	ERP product OEM shall assist the Bidder in preparing and providing detailed plan for establishing the Certified Competency Centre / Centre of Excellence and also help in creating its organization structure during and post implementation. This plan has to be mutually agreed between the Owner and Bidder	What is Wipro and SAP's responsibility with respect to this, need clarity	Establishment of Certified Competency Centre / Centre of Excellence shall be as per ERP product OEM's methodology and supervision.
134		12.3	The Owner reserves the right to defer the Go-Live for any/ multiple location. <input type="checkbox"/> In case of such deferrals, Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the bidder.	Suggest, there should be no deferrment for reasons attributable to the customer. For any delay from Wipro there should be a notice of 60days and deferrment as agreed mutually.	No change in clause
27		3.3	As per Plan, bidder reserves the right to change the roll out locations without impact on overall timeframe& payments.	Any change in efforts which will have a commercial impact will have to be through a Change Request. Location once agreed cannot be changed once fixed.	No change in clause
63		5.8	Owner reserves the right to make any changes(alteration, deletion, suspension) in scope, quality, quantity without effect in time and OV	Suggest, there should be no deferrment for reasons attributable to the customer. For any delay from Wipro there should be a notice of 60days and deferrment as agreed mutually.	No change in clause
90		9.4.9	scope not limited to	Scope has to clearly defined and hence should become limited	No change in clause
89		9.3	The functionalities which are not mentioned in the shared AS-IS process but are required for completeness of the optimal Integrated Solution shall form the part of the Functional Scope and have to be provided at no additional cost to the Owner.	Scope has to clearly defined and hence should become limited	This is w.r.t. gaps found during blueprinting.
92		9.4.17	Without any additional cost	Scope has to clearly defined and hence should become limited	No change in clause.
133		11.12	Termination and Suspension	Request to delete as we cannot agree to suspending the project except in case of an event of force majeure event.	Refer addendum for details
			Site not ready	To insert "Bidder assumes that the sites shall be kept ready for installations and acceptance well before deliveries. However, in case the installation/ acceptance gets delayed beyond 15 days of delivery, due to sites not ready or any other reason attributable to the customer, the equipment/Software shall be deemed to have been installed and commissioned for the purpose of payment, warranty, title transfer or any other related clause."	No change in clause
			Deemed Acceptance	"Deliverables will be deemed to be fully and finally accepted by Customer in the event Customer has not submitted such Deliverable Review Statement to Implimentation Partner before the expiration of the 5-day review period, or when Customer uses the Deliverable in its business, whichever occurs earlier ("Deemed Acceptance"). "	No change in clause
96		9.7	The ERP System Implementation Partner will provide necessary inputs and support for the preparation of the RFP for H/W and N/W infrastructure to enable the Owner to procure all the required IT/ non-IT infrastructure and services.	1. What's the Scope expected from the SI on the RFP preparation? 2. Do we need to factor Vendor Evaluation processes in part/scope of this RFP? 3. Please clarify, if H/W & N/W is going to be procured at a later stage than this engagement is inherently carrying the possibility of delay from day1?	Clause is self-explanatory.

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104		9.12.1.1.1, 9.12.2.5	Training, Development, Preproduction, etc.	1. Please clarify who's responsibility is it to provide the h/w (servers)? Is it expected from the SI or BHEL is going to provide? 2. Please also confirm who shall be providing the necessary N/w infra items such as bandwidth, softwares (OS/DB, etc.) for all such servers as maybe required for this project and mentioned in the RFP?	Refer RFP for clarity.
97		9.8	Backup, recovery and all other DBA related activities	Please clarify, such activities are continuous monitoring activity, hence whether such is included in the scope of SI or shall be taken care by BHEL once the servers are made available?	Clause is self-explanatory.
97		9.8	Database/ERP/3rd Party Software patch/services update	Please clarify the meaning of 3rd Party patch?	Patches for any 3rd part software supplied by Bidder as part of solution.
101			Vendor shall submit a detailed training plan and quote the per person training rate as per Annexure #19 (including certification examination fees). Payments shall be made based on actual number of persons trained & certified. The invoices from the Bidder should be annexed by corresponding invoices from ERP Product OEM/ Authorized Training Partner	a) It is suggestive to have number of batch/groups training cost taken from the OEM rather individual cost as otherwise cost become too large; kindly clarify if still you need individual cost? Also for such training users shall be called to central location or otherwise? Who shall take care of logistics part of such trainings? b) Also confirm even though the user has undergone such training, however he/she still couldn't clear the certification paper, in such case what shall be the consequences on the SI? Would the payment me made irrespective or what has been planned?	No change in clause. Refer Annexure # Certification Training price.
105		9.12.1.3	First level Central core team training	Please clarify how are such trainings different from trainings conducted by OEM as part of the RFP?	Clause is self-explanatory. These trainings are introductory type of trainings.
110		9.12.2.3	The ERP System Implementation Partner shall build necessary interfaces (on both sides) for integrating with AutoCAD using Industry standard tools/technologies	Please confirm whether AutoCAD expertise forms part of scope of SI deliverable?	Bidder to propose solution & resources as per Owner's FRS & TRS requirements.
112		9.12.2.5	The ERP System Implementation Partner shall maintain the technical administration of the servers. The bidder shall be responsible for taking backups and ensuring security of backup media	Please clarify how would the SI be responsible for security of the backup media? Besides, once again if backup monitoring is part of scope, which means a separate head needs to be factored for this activity as such!	No change in clause. This is w.r.t. Development environment for which Bidder is completely responsible.
112		9.12.2.6	The ERP System Implementation Partner shall provide certificate training to Owner's Central Core team (ref. section 9.11), catering to all functional/technical modules.	1. Please clarify statement "all functional/technical modules" - does this mean modules specified against the RFP by the SI or otherwise? 2. Please also confirm if such users (150) are different from the ones who shall coordinate with SI consultants? As if these are the same people than again the project is inherently including the possibility of delay?	This is Owner's project team.
114		9.12.3.2	ERP System Implementation Partner shall develop all the identified Custom developments as per the Business Blueprint gaps and do sample testing. Any changes necessitated w.r.t. cross-functional requirements need to be incorporated.	Closure of BBP phase shall mark the cataloguing of complete RICEFW object list and which shall become/form basis of developments for the project. Any changes from thereon shall be routed through change management process. Kindly confirm?	The major requirements are mentioned in the FRS. The detailed process documents would be shared with the successful bidder.
115		9.12.3.9	Bullet Point # 9 & 10 - Plan for stress/volume testing	1. Please confirm if SI needs to factor solutions like HP Loadrunner etc. for such activity or what's expected out from this? 2. Please provide volumetric data for measurement for the same to be deemed accepted?	Bidder shall propose solution based on Owner's requirement. Further details shall be shared with successful Bidder.
117		9.12.4.1	This step involves creation of data into the format required by ERP from data which is currently stored in the electronic / non – electronic format (hard copies).	1. Please clarify and confirm whether SI is supposed to factor products/software to convert printed data into digital formats (OPEN TEXT/FLM etc.) into the scope? 2. In such case please provide volumetric segregation of such data i.e number of A4, A3, A1, etc. pages that need to digitized?	Data digitization is not in the scope of this Tender
27	3.3		As per Draft. As per Plan, bidder reserves the right to change the roll out locations without impact on overall timeframe& payments.	Request to insert language stating any change in efforts which will have a commercial impact will have to be through a Change Request. Location once agreed cannot be changed once fixed. Further, request deletion of language which provides BHEL to change the locations without Bidder's consent.	No change in clause

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29	4.1	Eligible Bidders	If the executive management of Bidder is related to executive management of BHEL.	. This is practically not possible to comply with. We will require a list of the executive management of BHEL and a list of their relatives. We will also need to identify what specifically 'executive management' refers to. It will be extremely difficult if not impossible to comply with these requirements.	Information on 'executive management' of BHEL is available in published annual reports.
68	7	Obligations of ERP OEM		Need clarity on this clause, Is license and ATS Wipro's responsibility. If not no penalty should be levied on Wipro for delay in license supply.	No change in clause
87	9.1	Overall view of scope of work	Any additional cost, not factored suitably in the response, but necessary for completeness of the Integrated Solution shall be solely borne by the Bidder	Scope & Deliverables should be clearly defined and cannot be unlimited	No change in clause
	8.7/8.8.1/9.2/9.4.9/9.12.1.5/9.12.2.7/9.12.3.9/9.12.4.6/9.12.5.6/9.13 etc	Quality Assurance & General Scope	The deliverables for this phase will include but not limited to the following:...	Scope & Deliverables should be clearly defined and cannot be unlimited	No change in clause
89	9.3	Functional Scope	The functionalities which are not mentioned in the shared AS-IS process but are required for completeness of the optimal Integrated Solution shall form the part of the Functional Scope and have to be provided at no additional cost to the Owner.	Scope & Deliverables should be clearly defined and cannot be unlimited	No change in clause
92	9.4.17	Corrective Actions	Without any additional cost	Scope & Deliverables should be clearly defined and cannot be unlimited	No change in clause
132	11.7	Risk purchase	In case the bidder withdraws the offer submitted by him/ her after it is accepted by the Owner and fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the contract wholly or in part, the Owner shall be at liberty to cancel the Purchase Order and to recover from the Bidder the extra cost and the other loss incidentals to the breach of Contract on the part of the Bidder apart from other legal recourses. the Owner shall be at liberty to cancel the Purchase Order and to recover from the Bidder the extra cost and the other loss incidentals to the breach of Contract on the part of the Bidder apart from other legal recourses.	Notice period of 30days should be there and also Risk purchase to be capped upto a specified % of price quoted of the unperformed services.	Refer addendum for details
132	11.8	Force MajeureShould the Bidder be delayed by Force Majeure in performing any of its obligations under the Contract, that party shall notify the other party immediately giving the full particulars thereof along with tangible proof thereof submitted and intimated within 3 (three) days of the onset of such event, in writing and shall use its best efforts to minimise the effect of....In the event of force majeure....financial impact of the either party on the force majeure.	to insert the clause " In the event of Force Majeure , the supplier shall be entitled to receive the amount of consideration due to the supplier for the services already rendered"	No change in clause
133	11.12	Termination and Suspension	The Owner may, by a written order, instruct the Bidding Consortium to suspend the Work or any part of the Work for the period and in the manner which the Owner considers necessary. The Bidding Consortium shall cease work on said part of the Work on the effective date of suspension, but shall continue to perform any unsuspending part of the Work. During the suspension the Bidding Consortium shall properly protect and secure the Work so far as is necessary in the opinion of Owner.	Request to delete as we cannot agree to suspending the project except in case of an event of force majeure event.	Refer addendum for details

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133	11.12	Termination and Suspension	The Owner shall not pay any costs incurred by the Bidding Consortium in giving effect to the suspension order, including under the following:	Either party may terminate this Agreement upon written notice to the other in the event that: (a) the other party commits a material breach of the Agreement and fails to cure such default to the non-defaulting party's reasonable satisfaction within thirty (30) days after receipt of notice (or ten (10) days in the event of nonpayment by Company); or (b) the other party becomes insolvent or bankrupt, assigns all or a substantial part of its business or assets for the benefit of creditors, permits the appointment of a receiver for its business or assets, becomes subject to any legal proceeding relating to insolvency or the protection of creditors' rights or otherwise ceases to conduct business in the normal course; provided that this right to termination shall not apply if the other party is ordered to be wound up by the court for the purpose of a bona fide reconstruction or amalgamation. In the event of termination hereunder, Customer shall pay SI/Implementation partner for services rendered and Product delivered till the effective date of the termination	No change in clause.
138	11.18	Limitation of Liability	Limitation of liability is the amount paid under the subject contract plus original contract value. However, this is subject to applicable exceptions which pertain to the areas for which losses cannot be ascertained at this stage, for eg. Willful negligence, Confidentiality & IPR breach, Property damage etc.	Following is the new clause: "The cumulative liability of the Bidding Consortium for all damages or other amounts arising in connection with this Contract shall be limited to Total Contract value. However, this limitation shall not be applicable to any claim, loss or damages w.r.t. IPR breach, willful negligence, Confidentiality breach, tangible property damage or any other claim, loss or damages that cannot be limited as per Indian Laws." There is no clarity or definition provided for what is the Total Contract value. Request clarification.	Refer addendum for details
38	4.9	EMD	EMD Forfeiture. Owner says if in case of non faithful performance, not limited to delay, inadequate response will forfeit the EMD	Point b not Ok. Too open .To be deleted	No change in clause.
		TO BE INSERTED	Deemed Acceptance	to insert "Deliverables will be deemed to be fully and finally accepted by Customer in the event Customer has not submitted such Deliverable Review Statement to Implementation Partner before the expiration of the 15-day review period, or when Customer uses the Deliverable in its business, whichever occurs earlier ("Deemed Acceptance"). "	Any additional clauses will be discussed with the successful bidder during contracting stage.
		TO BE INSERTED	Exclusion of incidental damages	to insert "Neither party shall, in any event, regardless of the form of claim, be liable for any indirect, special, punitive, exemplary, speculative or consequential damages, including, but not limited to, any loss of use, loss of data, business interruption, and loss of income or profits."	Any additional clauses will be discussed with the successful bidder during contracting stage.
		TO BE INSERTED	Taxes	Any change in statutory taxes & duties shall be extra at the actual time of raising the invoice.	Refer section 11.17 Payment Terms, for details
186	Annexure 21		NDA	Request to make the NDA mutual such that the Confidential Information of Wipro is also protected.	Detailing will be done with successful bidder
201	Annexure 25 - Consortium Agreement			Request BHEL to clarify if their intention is to sign the Contract with the SI only or with the consortium of SI and OEM. If it is the latter, only then is there a requirement of a Consortium Agreement.	Refer addendum for details
201	Completeness		2. Save as otherwise provided herein, should any work not be defined expressly in the Scope Division Matrix in Annexure 25A and 25B but be necessary and incidental to perform the Contract, such work shall be delivered to the Owner promptly and to that effect performed by the Leader without any additional cost and impact to Owner.	Scope is open ended. Cannot agree to perform all incidental works without any additional consideration. Delivery to confirm.	Refer addendum for details.

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200		Lead Party of the Consortium	<p>1.Such Party shall at all times be the single point of contact responsible to the Owner in the discharge of obligations under the Contract.</p> <p>3. ...For the avoidance of doubt the Leader shall remain directly accountable and liable to the Owner at all times, for the execution of the entire Scope of Work as defined in this Agreement and Annexure A and B hereafter on behalf of the Parties to this Consortium. To this effect, the Owner shall at all times have complete recourse and the right to recovery through the Leader for the execution of the entire Project.</p> <p>4. For the purposes of this clause, the Leader shall take on the entire liability towards the Owner under the Contract and for performance of the Project. (INSERT PARTY OF THE SECOND PART) shall only be liable for its obligation to the Owner as listed herein or in the Contract.</p>	<p>All these clauses talk about the Leader taking responsibility for the entire scope. Since the scope is divided and identified in 2 separate schedules, each Party to the Consortium should be responsible for their part of the scope only. Else, there is no point in splitting the scope, if the LEader has to anyway take responsibility for the entire scope. There would be no requirement of a Consortium Agreement either in that case.</p>	Refer addendum for details
203	4		<p>For the purposes of this Agreement, any disputed payments, if applicable shall be addressed to the Owner only through the Leader of the Consortium and shall in any event, not be a cause for suspension of the work under the Contract. For the avoidance of doubt, all such claims shall be addressed to the Owner at the end of the Project.</p>	<p>As mentioned above, for non-payment we need the right to terminate. This clause contradicts. Hence request deletion.</p>	Proposal is not acceptable
203	B.2	Contract Negotiations and Bank Guarantee Obligations	<p>In the event of successful award by the Owner, the resulting Contract between the Parties and the Owner shall be signed by all the Parties to the Consortium or by the Leader of the Consortium for and on behalf of the parties to the Consortium.</p>	<p>Since the Parties scopes are being identified and divided and since we are entering into a Consortium the contract with BHEL should be between BHEL (as one Party) and the Consortium of Wirpo and OEM (as the second Party).</p>	Proposal is not acceptable
203	B.4	Contract Negotiations and Bank Guarantee Obligations	<p>In the event any Party foresees any delay in the timely performance of its Scope of Work as described in the Schedule, the Leader shall strive to ensure that the Owner's Project time schedules are not disturbed and to that effect shall ensure that the affected portion of work is carried out by other means in a manner to cure the interruption caused expeditiously.</p>	<p>Each Party is responsible for their own part of the Scope. Leader should not be responsible for delays in the OEM performance. Request to please delete this clause.</p>	Refer addendum for details
202 & 204		Taxes	<p>2. It is the common understanding of the parties that (INSERT PARTY NAME), shall be responsible for the payment of all types of taxes, duties including withholding tax, income tax, etc. imposed and applicable. Such payment of tax shall be made to the relative authorities by (INSERTPARTY NAME).</p> <p><u>TAXES</u> The Leader, shall have full and sole responsibility for the payment of any taxes, duties fees or assessments of any nature whatsoever including penalties and interest, if any, levied in connection with the Contract (including any personal income taxes levied or imposed on any of the employees or personnel or any of its subcontractor's employees or personnel).</p>	<p>Each party should take responsibility for all taxes and duties? Each Party to take responsibility for the taxes and duties applicable to each Party.</p>	Refer addendum for details

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204		Delays and Costs due to Delays	In the event any Party for any reason whatsoever causes, either willfully or negligently, any delay or default in the performance of the Contract, particularly the performance of the project in accordance with the Schedule, the Leader shall be responsible on behalf of the Consortium, to the Owner to make good any delay damages levied by the Owner notwithstanding recoveries from the other Party in a manner that is agreed upon between the Parties.	. Since the scope of work is being defined and separated, each Party to the Consortium should be liable for the delays related to their part of the scope.	Refer addendum for details
204		Patents	The Leader agrees to indemnify and save harmless the Owner against any loss or damage that may result from such claims by way of issuance of indemnities in favor of the Owner. (Insert Second Party Name) shall additionally provide Indemnification to the Owner as per the terms of the License Agreement to be signed between (Insert Second party/OEM) and Owner.	The Leader agrees to indemnify and save harmless the Owner against any loss or damage that may result from such claims by way of issuance of indemnities in favor of the Owner. (Insert Second Party Name) shall additionally provide Indemnification to the Owner as per the terms of the License Agreement to be signed between (Insert Second party/OEM) and Owner.	Refer addendum for details
206		Part VI - Liability and Indemnification	As per Draft	Request to delete the clause as the Parties indemnity obligations to BHEL are covered under the Contract. The Consortium Agreement which regulates the relationship between Wipro and the OEM should not contain any indemnity obligations to BHEL, who is not even a party to the Consortium Agreement.	Refer addendum for details
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 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.		If the Bidder(s)/Contractor(s), before award or during execution has committed a transgression through a violation of Section 2 above as determined by a Court of competent jurisdiction, or acts in any other manner 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. In no event, however, shall the exclusion from future projects extend for a period exceeding one (1) year.	Refer addendum for details.
Section 4.2	Compensation for Damages	As per Draft	Integrity Pact	Request to delete as we cannot agree to this under any circumstances. Any offense will be a penal punishable offense and there is no reason we should incur any financial liability to BHEL apart from what is determined by a Court of competent jurisdiction.	No change in clause
Section 9	Pact Duration	As per Draft	Integrity Pact	9.1 ...It expires for the Contractor 12 months after the last payment....	No change in clause
7	Obligations of ERP OEM			As per Annexure 22- Penalty " If the Bidder is not able to provide the license within 4 weeks of requisition by the Owner, the payment to the Bidder will be liable for deduction @0.5% of the total license price for delay of each week or part thereof." A back to back penalty clause should be included in the agreement with OEM, in the event BHEL decides to sign the contract only with the SI. In the event BHEL signs the agreement with the consortium, this penalty should be charged on the OEM as this is their part of the scope.	No change in clause.

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7.4.2	Team Profile			Pls find enclosed the point below on penalty.	No change in clause
8.2.2	Minimum Resource Deployment			Pls find enclosed the point below on penalty.	No change in clause
8.8.1	Support Services		Bidder shall provide Support services covering Implementation support, Performance Testing & Tuning, Help Desk & Sustenance Support for Owner's all Units going live in Phase-I, II & III without additional cost to the owner.	Scope & Deliverables should be clearly defined and cannot be unlimited	No change in clause
	Annexure 22	Penalty	1. Non Availability of License	penalty of licenses shall not be considered for implementation .	No change in clause
	Annexure 22	Penalty	2. Non-Availability of required & agreed man-power	Penalty should be at Rs.10000 per manpower resource per day . Ceiling - 10% of Sch 18.1 & 2 Prices.	No change in clause
	Annexure 22	Penalty	3.Non-Adherence to overall Project timelines	Customer may levy liquidated damages @ 0.5% of the value of the deliverables in delay for each week of delay until actual date of UAT, subject to a maximum of 10% of value of deliverables in delay.	No change in clause
	Annexure 22	Penalty	4. Non-Adherence to Milestone timelines	Customer may levy liquidated damages @ 0.5% of the value of the deliverables in delay for each week of delay until actual date of UAT, subject to a maximum of 10% of value of deliverables in delay.	No change in clause
	Annexure 22	Penalty	5.Non-Adherence to minimum resource requirement	Penalty should be at Rs.10000 per manpower resource per day . Ceiling - 10% of Sch 18.1 & 2 Prices.	No change in clause
	Annexure 22	Penalty	6. Non-compliance or nonimplementation of corrections arising out of periodic Quality Audits	Customer may levy liquidated damages @ 0.5% of the fees for Audit Services for each violation subject to a maximum of 10% of the fees for Audit Services.	No change in clause
	Annexure 22	Penalty	7. SLA Penalty	Customer may levy penalty, in case default in meeting the agreed Threshold Service level @ 1 % of the quarterly value for every percentage of default subject to maximum of 10% of Quarterly Value. For the purpose of this clause, quarterly value shall be annual value of the respective year, for the respective category divided by four. However ,it is agreed that no Penalty shall be levied for initial period of 3 Months .Penalty will be sole and exclusive remedy for the customer	No change in clause
1	Annexure 1		Annexure #1 Functional Requirement Specifications	Please share the xls version of Annexure #1 Functional Requirement Specifications	Being provided with current corrigendum.
1	Annexure 2		Annexure #2 Technical Requirement Specifications	Please share the xls version of Annexure #2 Technical Requirement Specifications	Being provided with current corrigendum.
50	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification Point no 1 - Global Annual turnover	Global Annual Turnover of at least INR 400 Crores per year from offered ERP product Implementation Business.	As a supporting for point no 1 of the Implementation Partner's pre-qualification criteria, bidder is required to share either Audited financial statements for last 3 financial year or Statutory Auditor's certificate. As an SI, we do not publish ERP product wise implementation business revenue figures in our Annual Report and neither is the same is audited by statutory auditor for each ERP product hence it will be a challenge producing similar certificate as part of the bid response. Would request you to kindly make changes in the supportings required to "Self Certification from Authorized signatory of the the bidder/Certificate from chartered accountant"	Refer addendum for details
51	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification Point no 2 - Indian Annual turnover	The Implementation Partner must meet ALL criteria stated below for at least 2 years out of the last 3 years: 1. Annual turnover from Indian Operations of more than INR 500 Crores per year. 2. Annual turnover of at least INR 100 Crores per year from ERP product Implementation Business. 3. The company should be profit making at least for 2 years out of the last 3 years.	As a supporting for point no 2 of the Implementation Partner's pre-qualification criteria, bidder is required to share either Audited financial statements for last 3 financial year or Statutory Auditor's certificate. As an SI, we do not publish revenue numbers for Annual Turnover from Indian Operations, ERP product wise implementation business revenue figures and Profits in our Annual Report and neither is the same is audited by statutory auditor hence it will be a challenge producing similar certificate as part of the bid response. Would request you to kindly make changes in the supportings required to "Self Certification from Authorized signatory of the the bidder/Certificate from chartered accountant"	Refer addendum for details

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51, 52, 53, 54, 55, 56, 57	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 3, 4,5,6,7,9,10	<p>Completion certificate from the Customer for each complete implementation, mandatorily including: clear reference of broad scope of work undertaken by bidder & date of implementation (completion date). AND (A) Satisfactory performance certificate from the customer's authorized signatory certifying that the implementation is functioning satisfactorily. OR (B) In the event that the requirement under sl. no. (A) above is not available, then correspondence from the customer stating that such certification cannot be given due to administrative / other reasons together with: (i) Self certification from authorized signatory certifying satisfactory performance (ii) access to the Owner/ PwC (within 7 days of request from the Owner/ PwC) for validation from the customer's authorized signatory (including valid contact details) so as to enable the Owner to verify such information as required above. Annexure # 15 Citations duly filled in with the required details.</p>	<p>In order to meet the pre-qualification criterias, bidder has to share details about 12-15 customers where the bidder has successfully completed the implementation for proposed ERP product. Most of these implementations have been completed in last 3-8 years. Since the teams which did the ERP implementations, both from customers and bidder have also changed during this time hence it will not be possible to get a fresh letters as per the requirement of this RFP. Completion letter have been issued post the satisfactorily completion of the project. We can also arrange for reference check call with our customer with PWC/BHEL to validate the same.</p> <p>Request you to kindly relax this point and be changed to following:</p> <p>1. Completion certificate from the Customer for each complete implementation, mandatorily including: clear reference of broad scope of work undertaken by bidder & date of implementation (completion date) and 2. Self certification from authorized signatory certifying satisfactory performance and access to the Owner/ PwC (within 7 days of request from the Owner/ PwC) for validation from the customer's authorized signatory (including valid contact details) so as to enable the Owner to verify such information as required above. Annexure # 15 Citations duly filled in with the required details.</p>	Refer addendum for details
56	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 8, Indian Government / Indian PSU experience	<p>The Implementation Partner in the last financial year must have revenue of more than INR 50 Crores from software business with the Indian Government / Indian PSU. Evidence Required: Audited financial statement for the last financial year. OR Statutory auditor's certificate for the last financial year.</p>	<p>We do not publish geo wise revenues from verticals as part of the Annual Report and neither is the same audited by Statutory Auditors hence would request you to kindly make changes to the evidence required for this qualification to "Self certificate from authorized signatory certifying the same/Certificate from chartered accountant"</p>	No change in clause.
56	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 8, Indian Government / Indian PSU experience	<p>The Implementation Partner in the last financial year must have revenue of more than INR 50 Crores from software business with the Indian Government / Indian PSU.</p>	<p>We understand that software business includes revenue from software license sales, software ATS, implementation of software, Application support. Please confirm</p>	Bidder's understanding is correct.
58	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 11, Project Value	<p>The Implementation Partner must have implemented offered ERP product during the last 8 years worth: At least 3 jobs with each worth over INR 25 Crores Or At least 2 jobs with each worth INR 30 Crores Or At least 1 job worth INR 60 Crores Reference date shall be 31st March 2014.</p>	<p>We understand that bidder is expected to showcase multiple turnkey software projects valuing more than 25/30/60 crores each including supply of hardware components, license cost, implementation of software, Hardware & Application support. Please confirm</p>	Refer Note in Pre-Qualification section.

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58	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 11, Project Value	The Implementation Partner must have implemented offered ERP product during the last 8 years worth: At least 3 jobs with each worth over INR 25 Crores Or At least 2 jobs with each worth INR 30 Crores Or At least 1 job worth INR 60 Crores Reference date shall be 31st March 2014. Evidence Required: Audited financial statement for the last financial year OR Statutory auditor's certificate for the last financial year	Request for changes in the evidence required for this qualification to "Self certificate from authorized signatory certifying the same/Certificate from chartered accountant"	Refer addendum for details
59	5.4 - Prequalification Criteria	5.4.2 - Implementation Partner, Qualification no - 15, Product Partnership	The Implementation Partner must have an active existing implementation partnership with the offered ERP product. Evidence Required: Recognition status should be verifiable through information available in public domain on offered ERP Product OEM website.	Please confirm on the documentary proof that needs to be submitted as supporting for this clause	Refer addendum for details
62	5.5 - Evaluation Process	5.5.3 - Step 3	The technically qualified Bidders (as per Step 2) will participate in the reverse auction/conventional price bid opening process, as the case may be, as per Owner's decision.	Please confirm by when will bidders come to know if the price bid opening will happen through reverse auction/conventional price bid opening process. Request if the same can be communicated before bid submission dates	Decision will be communicated after Technical evaluation.
76	8 - Obligations of Implementation Partner	8.1.1 - Project Management Structure	Core Group, consisting of functional experts, technical experts and infrastructural experts provided by the Bidding Consortium, technical resources (IT) and functional resources (core and business users) from the Owner.	Please confirm on the role and responsibilities of infrastructural experts requirements in the project management structure	Refer addendum for details
31	4 - Instructions to Bidders	4.4.2 - Envelope 2, point 3	Board Resolution authorizing participation in the present tender and/or tenders of similar classification/nomenclature.	The Board of Directors does not individually authorize every commercial bid that we participate in. Hence, there will be no Board Resolution authorizing participation. The authorization to participate emanates from our Articles of Association and Memorandum of Association. Please confirm if the same can be shared as documentary proof	Refer addendum for details.
32	4 - Instructions to Bidders	4.4.2 - Envelope 2, point 5	Types of Indemnities (duly stamped and notarized), to be provided: <input type="checkbox"/> General Indemnity for protection of 3rd party claims against the Owner <input type="checkbox"/> IPR compliance and compliance of law and regulations in force <input type="checkbox"/> Compliance of licenses and registration, as applicable.	Please elaborate on the documentary proof required as supporting on these point. We are not clear on the exact requirement.	Mutually agreed formats (amongst the Bidder & Owner) to be provided prior to signing of Contract with the successful bidder.
76	8.2 - Team profile and Deployment	8.2.1 - Team Profile	Project Manager: Minimum 15 years of professional experience, including ERP Project Management experience of minimum 2 Projects and implementation experience in minimum 3 ERP implementation lifecycles (end to end and more than 6 months) which includes at least 1 implementation experience in the Engineering, Procurement and Construction (EPC) industry OR Engineering & Manufacturing sector in India. PMP/PRINCE2 certification is mandatory.	As a process, all our project managers undergo project management certification mandatorily. We follow an internal Project Management Certification process which has been designed by industry experts based on the best practices following in project management and the same is inline with PMP/Prince 2. Please confirm if the same can be considered	No change in clause.
95	9 - Scope of Work	9.6 - Supply and Installation of Software and Application licenses and ATS	The Bidder / Bidding Consortium shall make provision for creation of License agreement between Owner & ERP Product OEM.	Please elaborate on the expectations from bidder	Clause is self-explanatory.

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102	9.11.3	Training Plan Chart	Induction Training for Central Core Team	Kindly clarify on "Induction Training", is this training on Application or for new joinees or anything else.	Introductory training for Central Core Team.
76	8.2	8.2.1	The ERP System Implementation Partner should deploy a team specialized, experienced in Implementations of offered ERP product to ensure successful and timely completion of the project. All resources other than Consultant level resources (d & f below) deployed at any stage of the project should be mandatorily certified (ERP Product OEM certification) for the relevant function/technical module of offered ERP product. Minimum 50% of the resources of Consultant level profile (d & f below) deployed at any stage of the project should be mandatorily certified (offered ERP product OEM certification) for the relevant function/technical module of offered ERP product. All the mandatory experience requirements mentioned in profiles below are w.r.t. the offered ERP Product.	Resources such as Project Manager, Functional Integration Manager, Training Manager may not be OEM product Certified as these are more process oriented resources, hence may have certifications on other streams as ITIL, PMI, Prince2, etc. - thus need to re-consider clause on the same and mend it accordingly.	No change in clause.
76	8.2	8.2.1	The ERP System Implementation Partner should deploy a team specialized, experienced in Implementations of offered ERP product to ensure successful and timely completion of the project. All resources other than Consultant level resources (d & f below) deployed at any stage of the project should be mandatorily certified (ERP Product OEM certification) for the relevant function/technical module of offered ERP product. Minimum 50% of the resources of Consultant level profile (d & f below) deployed at any stage of the project should be mandatorily certified (offered ERP product OEM certification) for the relevant function/technical module of offered ERP product. All the mandatory experience requirements mentioned in profiles below are w.r.t. the offered ERP Product.	As per our understanding, all Functional & Technical Leads that's needs to be deployed by bidder should have done certification (ERP Product OEM Certification) technical/functional modules. However, 50% of the Functional & Technical consultants needs to be certified (ERP Product OEM Certification) on technical/functional modules. Please confirm our understanding	Bidder's understanding is correct.
141	Annexure 5 - Technical Evaluation Methodology	Proposed Solution	Hardware Landscape with sizing for the 'ONE-BHEL' solution.	We understand that the hardware landscape and sizing inputs have to be shared by successful bidder post the award of contract. Please confirm and elaborate on the requirement.	Bidder's understanding is correct.
219	Section 3 Integrity Pact	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 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.	If the Bidder(s)/Contractor(s), before award or during execution has committed a transgression through a violation of Section 2 above as determined by a Court of competent jurisdiction, or acts in any other manner 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. In no event, however, shall the exclusion from future projects extend for a period exceeding one (1) year.	No change in clause.
219	Section 4.2	Compensation for Damages	As per Draft	Request to delete as we cannot agree to this under any circumstances. Any offense will be a penal punishable offense and there is no reason we should incur any financial liability to BHEL. apart from what is determined by a Court of competent jurisdiction.	No change in clause.
222	Section 9	Pact Duration	As per Draft	9.1 ...It expires for the Contractor 42 months after the last payment....	No change in clause

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203	4		For the purposes of this Agreement, any disputed payments, if applicable shall be addressed to the Owner only through the Leader of the Consortium and shall in any event, not be a cause for suspension of the work under the Contract. For the avoidance of doubt, all such claims shall be addressed to the Owner at the end of the Project.	As mentioned above, for non-payment we need the right to terminate. This clause contradicts. Hence request deletion.	Proposal is not acceptable
203	B.2	Contract Negotiations and Bank Guarantee Obligations	In the event of successful award by the Owner, the resulting Contract between the Parties and the Owner shall be signed by all the Parties to the Consortium or by the Leader of the Consortium for and on behalf of the parties to the Consortium.	Since the Parties scopes are being identified and divided and since we are entering into a Consortium the contract with BHEL should be between BHEL (as one Party) and the Consortium of Wirpo and OEM (as the second Party).	Proposal is not acceptable
203	B.4	Contract Negotiations and Bank Guarantee Obligations	In the event any Party foresees any delay in the timely performance of its Scope of Work as described in the Schedule, the Leader shall strive to ensure that the Owner's Project time schedules are not disturbed and to that effect shall ensure that the affected portion of work is carried out by other means in a manner to cure the interruption caused expeditiously.	Each Party is responsible for their own part of the Scope. Leader should not be responsible for delays in the OEM performance. Request to please delete this clause.	Refer addendum for details
202 & 204		Taxes	<p>2. It is the common understanding of the parties that (INSERT PARTY NAME), shall be responsible for the payment of all types of taxes, duties including withholding tax, income tax, etc. imposed and applicable. Such payment of tax shall be made to the relative authorities by (INSERTPARTY NAME).</p> <p>TAXES The Leader, shall have full and sole responsibility for the payment of any taxes, duties fees or assessments of any nature whatsoever including penalties and interest, if any, levied in connection with the Contract (including any personal income taxes levied or imposed on any of the employees or personnel or any of its subcontractor's employees or personnel),.</p>	<p>Why should the Leader take responsibility for all taxes and duties? Each Party to take responsibility for the taxies and duties applicable to each Party.</p>	Refer addendum for details
204		Delays and Costs due to Delays	In the event any Party for any reason whatsoever causes, either willfully or negligently, any delay or default in the performance of the Contract, particularly the performance of the project in accordance with the Schedule, the Leader shall be responsible on behalf of the Consortium, to the Owner to make good any delay damages levied by the Owner notwithstanding recoveries from the other Party in a manner that is agreed upon between the Parties.	Why should only the Leader be responsivle for the delays and damages. Since the scope of work is being defined and separated, each Party to the Consortium should be liable for the delays related to their part of the scope.	Refer addendum for details
204		Patents	The Leader agrees to indemnify and save harmless the Owner against any loss or damage that may result from such claims by way of issuance of indemnities in favor of the Owner. (Insert Second Party Name) shall additionally provide Indemnification to the Owner as per the terms of the License Agreement to be signed between (Insert Second party/OEM) and Owner.	The Leader agrees to indemnify and save harmless the Owner against any loss or damage that may result from such claims by way of issuance of indemnities in favor of the Owner. (Insert Second Party Name) shall additionally provide Indemnification to the Owner as per the terms of the License Agreement to be signed between (Insert Second party/OEM) and Owner.	Refer addendum for details

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206		Part VI - Liability and Indemnification	As per Draft	Request to delete the clause as the Parties indemnity obligations to BHEL are covered under the Contract. The Consortium Agreement which regulates the relationship between Wipro and the OEM should not contain any indemnity obligations to BHEL, who is not even a party to the Consortium Agreement.	eg. For Order worth Rs.1 Crore, security deposit is 4 lakhs + 2.5 lakhs (5% of 50 lakhs)
	TO BE INSERTED	Exclusion of incidental damages		to insert "Neither party shall, in any event, regardless of the form of claim, be liable for any indirect, special, punitive, exemplary, speculative or consequential damages, including, but not limited to, any loss of use, loss of data, business interruption, and loss of income or profits."	Proposal is not acceptable
	TO BE INSERTED	IPR		Need clarity whether Source Code to also be discussed and clarified.	No change in clause
78	7.6	CCC/COE	As per Draft.ERP product OEM shall assist the Bidder in preparing and providing detailed plan for establishing the Certified Competency Centre / Centre of Excellence and also help in creating its organization structure during and post implementation. This plan has to be mutually agreed between the Owner and Bidder	as per the understanding, since SAP has been involved into the engagement, it shall be SI & OEM's joint responsibility to render a plan for creating COE @ BHEL; however SI shall not be responsible in creating the same!	No change in clause.
80	8.2.2	Minimum Resource Deployment	The team for each resources...approval for owner...The additional...gaps & Delays..The Bidder....owner's acceptance	as rejection are subjective and would therefore yield delay into the project; hence should be either capped or defined with clarity on parameters of determination process	No change in clause.
		Payment schedules		1. For implementation - Suggest payment terms of 10% in PP, 25% in BBP, 30% in Realization (could be broken since we're having staggered Go-Live) and remaining to be distributed between FP (20%) & PGLS (15%) Phase 2. Payment for Software Licenses - License payment should be immediate on Delivery, need confirmation on this. ATS -Need clarity on the payment term and to whom it will be paid	No change in clause.
134	12.3	GO-LIVE Deferment	The Owner reserves the right to defer the Go-Live for any/ multiple location. <input type="checkbox"/> In case of such deferments, Owner is not liable to make any further payments for Licenses & Implementation activities and no penalties shall be imposed on the bidder.	As deferment would have adverse implications on the SI cost as well as pipeline planning; hence need to be omitted from the RFP	No change in clause.
TO BE INSERTED	Site not ready			Project delay has not been limited to delay from h/w commissioning or SAP Implementation, albeit holistic; hence whether h/w wasn't installed by 15 days delay; this would result in efforts overrun from SAP delivery team and hence still mount to penalties accordingly. Thus it should be articulated to be considered concluded if h/w commissioning is over!	No change in clause.
RFP - 19	1.2 Business processes at BHEL	1.2.1 BHEL Overall Process Flow		How does customer billing happening from customer site? System or manual. IF system, how connected?	Multiple systems
RFP - 25	3.2 Implementation Approach & Strategy			Is the implementation partner expected to do only the GAP analysis based on the existing Business process in the various plants and arrive at the Best Practice?	Bidder's understanding is correct.
RFP - 25	Implementation Approach and Strategy	3.2 Implementation Approach & Strategy	Existing SAP-HCM system shall have integration with the proposed 'ONE-BHEL' solution	Please provide the version of SAP HCM Implemented with the modules/sub-modules implemented	ECC 6.0 (ehp 4)
RFP - 26	Implementation Approach and Strategy	3.2 Implementation Approach & Strategy	Business Analytics, Corporate MIR's	Please specify the number of reports, dashboards required by Functional Area	Details shall be shared with successful Bidder.
RFP - 27	3.3 Implementation Plan		BI Dashboards for Corporate MIR's are scheduled to commence from Month 32 onwards	Does the 3 months(32,33 and 34) include blueprint, build and testing phases?	3 months(32,33 and 34) are for Go-Live & support.
RFP - 54	5.2.2 Bank Guarantee Monitoring			How is Bank Guarantee Monitoring done now in units with SAP implementation?	Bidder to propose single instance, integrated solution as per Owner's FRS requirements.
RFP - 54	5.2.4 Insurance			How is Insurance Monitoring done now in units with SAP implementation?	Bidder to propose single instance, integrated solution as per Owner's FRS requirements.
RFP - 67	Responsibilities of the Owner	6.1 Responsibilities of the Owner	9. Owner will provide the following facilities to the successful bidder: Office seating space (Central location)	What is the central project location for Common Phases - Project Preparation, Business Blue Print, Realization?	The central location is Hyderabad/Bhopal/ Delhi NCR
RFP - 74	7.4 Team Profile & Deployment	7.4.2 Minimum Resource Deployment	Technical lead is mentioned as BI Lead	Technical Lead is required only for BI OR Do we need to factor in a Technical Lead for ABAP/Integration as well?	The man power over and above the minimum resource deployment is left to the bidders assessment of the scope of work.

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RFP - 86	General Scope	9.2 General Scope	25) Provide Support services during Warranty period for entire solution.	Please specify the Warranty period for the solution	Refer addendum for details
RFP - 86	8.6 Organization Change Management			The Implementation partner is expected to have dedicated Change management consultants to carry out this activity. Please confirm	Bidder's understanding is correct.
RFP - 87	9.3 Functional Scope		The functionalities which are not mentioned in the shared AS-IS process but are required for completeness of the optimal Integrated Solution shall form the part of the Functional Scope and have to be provided at no additional cost to the Owner	Will this NOT be handled via a Scope Change Request?	No change in clause.
RFP - 89	9.4. Technical Scope	9.4.7 Workflow	The solution should be capable of replacing the current physical flow of documents, as defined during Business Blueprint stage, with the flow of electronic data	Can we assume that the workflows requested in the Project annexures are the ones that would be IN SCOPE?	Yes
RFP - 91	9.4. Technical Scope	9.4.15 Alerts / Notifications	The Integrated Solution should generate alerts/ notifications in various processes in the Integrated Solution. These alerts/ notifications could be time based or event based	Can we assume that the alerts/notifications requested in the Project annexures are the ones that would be IN SCOPE?	Requirement of alerts/notifications are broadly mentioned in annexures.
RFP - 91	9.4. Technical Scope	9.4.16 Document Management	The Integrated Solution shall have the provision to link all the documents stored in Document Management System (DMS) and provision for accessing the same from the Solution	Is there an existing DMS solution or the DMS solution needs to be included in the ONE-BHEL solution?	New DMS solution shall be included in the proposal. Also, the solution shall support ingration of local DMS solution wherever necessary
RFP - 100	9.11 Training	9.11.1 Owner teams to be trained		What is the responsibility of the Unit Technical team?	Unit level support & expertise.
RFP - 105	9.12 Implementation of ONE-BHEL Solution	9.12.1.2 Central Knowledge Management Portal	The ERP System Implementation Partner shall establish an on-site central knowledge management portal for storing 'ONE-BHEL' project related documents	In case of SAP, does this refer to Solution Manager OR the expectation is to create a customized portal for the Project related documents?	Unit level support.
RFP - 110	9.12 Implementation of ONE-BHEL Solution	9.12.2.3 Interface/Integration with Existing applications	The Integrated Solution should have the capability to interface with the PLM at appropriate points in the work flow	Is there an existing PLM system that needs to be interface? If yes, please share the details	The Integrated Solution should have the capability to interface with the PLM at appropriate points in the work flow with the help of out of the box connectors or custom built connectors.
RFP - 122	Performance Testing and Tuning	9.12.5.3 Performance Testing & Tuning		Is there any existing software tool for carrying out Performance Testing that can be leveraged during the implementation?	No such tools are available.
RFP - 129	Deviations	11.1 Deviations	The bids with deviation(s) are liable for rejection	Please specify the format for Deviation list to be submitted by the bidder	No change in clause. All assumptions/clarifications shall be taken prior to bid submission.
Annexure 3.3	Existing SAP Licenses	3. Optisuite Modules	8 modules	Please specify the 8 Optisuite Modules implemented at BHEL	Information can be taken from ERP product OEM.
	General			List of Interfaces	Refer section 9.12.2.3 Interface/ Integration with Existing Applications
RFP - 62	5.5 Evaluation Process	5.5.3 Step 3	The technically qualified Bidders (as per Step 2) will participate in the reverse auction/conventional price bid opening process, as the case may be, as per Owner's decision. In case of Reverse auction, Owner will inform all qualified Bidders about Reverse Auction & the multiplication factor applicable to that bidder in order to arrive at destination cost or Cost to the Owner. The successful bid in the reverse auction will be the one with lowest destination cost or cost to the Owner. Owner reserves the right to negotiate with the lowest bidder.	Would like to know in detail about whether there will be reverse auction . If yes what are the evaluation criteria for each step till Rev auction. And how the final selection will happen	Refer RFP for clarity.
RFP - 73	7.4.2 Minimum Resource Deployment			Kindly confirm whether it will be possible for BHEL to provide the Boarding and Lodging expenses of deployed resources on actual basis. Alternatively, will it be possible for BHEL to provide accommodation for the deployed resources	Refer section 6.1 Responsibilities of the Owner
RFP - 28	4 Instructions to Bidders	4.1 Eligible Bidders	a. The Bidder shall include a letter signed by both the members of the consortium who are bidding jointly expressing their intention to be jointly and severally responsible for the project.	We request BHEL to consider permitting the bidder to bid as a single entity with the required support undertaking from the OEM i.e. without the need for a consortium arrangement.	No change in clause
RFP - 131	11 General Conditions of Contract	11.4 Confidentiality of Information	All the material / information sent to the Bidder shall be treated as confidential and should not be disclosed in any matter to any unauthorized person under any circumstances. The successful bidder and their employees deployed on the project have to furnish a Non-Disclosure Agreement (NDA) as per Annexure #21 Non-Disclosure Agreement in line with the Owner's Information Security Management System (ISMS).	Please clarify the understanding that all the material / information sent to the Bidder shall be treated as confidential and should not be disclosed in any matter to any unauthorized person under any circumstances in accordance with the Non-Disclosure Agreement (NDA) as per Annexure #21 Non-Disclosure Agreement, agreed between the parties.	Refer addendum for details

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RFP - 131	11 General Conditions of Contract	11.5 Arbitration and Jurisdiction	<p><input type="checkbox"/> Any arbitration shall be under the 'Arbitration and Conciliation act 1996' and the rules there under as amended from time to time. Centre of arbitration shall be in New Delhi.</p> <p><input type="checkbox"/> The contract shall be governed by the Indian law. The suits/claims in respect of this contract shall be in the courts having jurisdiction at New Delhi.</p>	Please validate the understanding that each party shall appoint one arbitrator each and the two appointed arbitrators shall appoint the third arbitrator. The decision of the arbitrators shall be final and binding on both parties.	Arbitration Act defines the modality for appointment of arbitrtors. Hence no change in clause
RFP - 132	11 General Conditions of Contract	11.7 Risk Purchase	In case the bidder withdraws the offer submitted by him/ her after it is accepted by the Owner and fails to supply the goods and services as per the Terms & Conditions of the Contract, or at any time repudiated the contract wholly or in part, the Owner shall be at liberty to cancel the Purchase Order and to recover from the Bidder the extra cost and the other loss incidentals to the breach of Contract on the part of the Bidder apart from other legal recourses.	We request you to limit to value to extend of the work progress made and not the over all contract value	Refer addendum for details
RFP - 132	11 General Conditions of Contract	11.8 Force Majeure	<p>In the event of Force Majeure</p> <p><input type="checkbox"/> Neither the Owner nor the Bidder shall be responsible for any failure to fulfil its obligations under the Contract if and to the extent that fulfillment has been delayed, hindered or prevented by Force Majeure, provided that the Bidder shall have the benefit of this provision only if it takes all reasonable steps to protect the Work and minimise the effects of any Force Majeure event on the Work and the progress thereof.</p> <p><input type="checkbox"/> Should the Bidder be delayed by Force Majeure in performing any of its obligations under the Contract, that party shall notify the other party immediately giving the full particulars thereof along with tangible proof thereof submitted and intimated within 3 (three) days of the onset of such event, in writing and shall use its best efforts to minimise the effect of the Force Majeure on the Work and to take remedial measures.</p> <p><input type="checkbox"/> In the event of Force Majeure, the obligations affected by Force Majeure shall be suspended, as will any payment in respect of the suspended obligations, and the parties shall consult together with the view to determining mutually acceptable measures to overcome the difficulties arising there from. Under no circumstances shall the Contract Price be increased for the financial impact on either party of any Force Majeure.</p>	<p>We request the clause to be modified as:</p> <p><input type="checkbox"/> Force majeure conditions should apply to those situations outside the bidders reasonable control, including fire, explosion, riot, commotion, sabotage or civil disorder, irrespective of the cause.</p> <p><input type="checkbox"/> Should either party be delayed by Force Majeure in performing any of its obligations under the Contract, that party shall notify the other party, as soon as practicable, giving the full particulars thereof of such event, in writing.</p> <p><input type="checkbox"/> The bidder requests deletion of the last paragraph of this clause.</p>	No change in clause
RFP - 133	11 General Conditions of Contract	11.09 Commencement	<p><input type="checkbox"/> Effective date of Contract: This Contract shall come in to effect on the date of issue of Owner's signed Purchase. Such Purchase Order shall be accepted by the Implementation Partner within 7 Calendar days, from date of Purchase Order and shall be signed & sealed by bidder stating "Purchase Order Accepted" and return certified duplicate copy of owner.. If no such formal confirmation is received within the stipulated time of 7 Calendar days, then the contract is deemed to be accepted.</p> <p><input type="checkbox"/> The Bidder shall begin carrying out the services with installation of required hardware, software & services within one month after the date the Contract becomes effective.</p>	Kindly confirm our understanding that the contract shall come in to effect on the date of last signature on the Contract. The Purchase Order, governed by the terms of the Contract shall be accepted by the Implementation Partner within a reasonable period of time from date of Purchase Order and shall be signed & sealed by bidder stating "Purchase Order Accepted" and return certified duplicate copy of owner. The Bidder shall begin carrying out the services with installation of required hardware, software & services within one month after the date the Contract becomes effective or as specified in the bidder's proposal.	Refer addendum for details

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RFP -133	11 General Conditions of Contract	11.12 Termination and Suspension		The bidder requests deletion of "Suspension of the Work". The bidder requests validation of the principle of termination solely as follows: either party may terminate the contract, with thirty days prior written notice, if the other party has committed a material breach of the contract and if such breach has not been cured during the notice period. Owner shall pay bidder for all products and services provided up to the effective date of termination. Termination of the contract shall not relieve the parties of any accrued rights, obligations and liabilities under the Contract, including but not limited to the Articles headed, "Liabilities and indemnification", "Ownership patents and other proprietary rights and "Confidentiality."	No change in clause.
RFP - 136	11 General Conditions of Contract	11.17 Payment Terms	Payment terms are linked to major milestone activities identified and percentage as stipulated in Payment Schedule for Implementation Effort. For the avoidance of doubt no payments shall be made unless the services rendered are proven to be tangible and beneficial to Owner.	The bidder requests clarification that Payment terms are linked to major milestone activities identified and percentage as stipulated in Payment Schedule for Implementation Effort and shall be in accordance with those terms listed in the bidder's proposal	No change in clause.
RFP - 137	11 General Conditions of Contract	11.17.3 Submission of invoice	2. If the Owner disputes any item on any invoice in whole or in part and or charges claimed for uncertified works or if the invoice is prepared or submitted incorrectly in any respect, the Owner shall pay only the undisputed portion of a disputed invoice. 3. Neither the presentation nor payment of an individual invoice shall be irrevocable or constitute a settlement of a dispute, or otherwise waive or affect the rights of the parties hereunder.	The bidder requests deletion of clauses 2 and 3. Also the bidder request to add the following 1) Incase of delay to approval to bill (on basis of which the invoices are generated) beyond 5 days of sending the mail request the same shall be deemed approved	No change in clause.
RFP - 138	11 General Conditions of Contract	11.17.4 Form of Payment	1. Within forty five (45) days of receipt of the correctly prepared and adequately required documentary supported invoice duly certified by the Owner for fulfilling the criteria for payment, the Owner shall pay the amount of such invoice into a nominated bank account of the Bidder, provided the Bidder has submitted such invoice in accordance with the provisions of this clause/Article. 2. All payments made by the Owner to the Bidder shall be made by bank transfer to the latter's nominated bank account. The nominated account shall be in the name of and solely owned by the Bidder.	The bidder requests validation that within thirty (30) days of date of a valid invoice, the Owner shall pay the amounts. In the event of late payments, the bidder reserves the right to suspend services or a late payment fee of 2% of the invoice value	No change in clause
RFP - 138	11 General Conditions of Contract	11.18.6 Final Completion	The issue of a Final Completion certificate shall not absolve the Bidder from the obligation to remedy, or indemnify the Owner for the cost of remedying, latent defects which transpire within ten years from the issue of the Final Completion certificate and which are attributable to the Bidder, a Sub-Bidder or Bidder Personnel. In this Article, the term "latent defect" shall mean a defect which produces no readily observable effects prior to the issue of the Final Completion certificate and which is attributable to an unfit for purpose design, or to poor or faulty engineering or workmanship, or to Materials which do not conform to the Contractual specifications or are unfit-for-purpose	We requests deletion of this clause	Refer addendum for details
RFP - 138	11 General Conditions of Contract	11.18 Limitation of liability	The cumulative ability of the bidding consortium for all damages...	The bidder suggests to limit the overall liability to 10 % Total contract value for any circumstances	No change in clause
RFP - 38	4 Eligibility to Bid	4.9 EMD	One time EMD of INR 2 lakhs ...	Can this presented in terms of bank guarantee as against pay order or DD ?	No change in clause
RFP - 39	4 Eligibility to Bid	4.11 Security deposit	Security of 4 lakhs + 5% of amount by which order exceeds 50 lakhs ...	Did not understand this clearly ? Please provide additional clarity	eg. For Order worth Rs.1 Crore, security deposit is 4 lakhs + 2.5 lakhs (5% of 50 lakhs)

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68	Annexure (3 to 30)	Annexure #22 Penalty	We wishes to clarify that notwithstanding anything stated to the contrary, the aggregate of all penalties and liquidated damages under this contract shall not exceed 10% of the total contract price. Any penalty shall be levied only for reasons solely attributable to the bidder. Liquidated damages shall constitute the BHEL's sole and exclusive remedy against the vendor for such defect/delay. Kindly confirm the above understanding		No change in clause
		Defect liability	Defect liability and performance guarantee shall limited to duration for which the bidder had total control of the application landscape for development , deployment and configuration of the system. Apart from the bidder if any one else start doing development , deployment and configuration then bidder will be liable for the performance and the defects that may arise due to the same.		Any additional clauses will be discussed with the succesful bidder during contracting stage.
	GENERAL		Zero deviation clause . Non negotiability on RFP	Kindly confirm our understanding that the terms & conditions of the final contract should be mutually negotiated and agreed between the parties.	No change in clause. All assumptions/clarifications shall be taken prior to bid submission. Contract shall be based on RFP and addendum/corrigenda
	GENERAL		Limitation of liability	Notwithstanding anything stated to the contrary in the RFP and regardless of the nature of claim, Bidder's aggregate liability for direct damages under this Contract shall not exceed the charges paid by Owner to Bidder for the individual product or service that is the subject of claim (if recurring, twelve months charges apply). This limit shall not apply to damages for bodily injury (including death) and damage to real property and tangible personal property for which Bidder is legally liable. The Bidder shall in no event be liable for indirect, consequential, incidental or special damages, loss of/damage to, data and third party claims, even if Bidder has been advised of possibility of such damages.	No change in clause
	GENERAL		Ownership of materials	Please validate the understanding: Nothing in this Agreement affects the intellectual property rights of the parties that are in existence on or before the Effective Date of this Agreement. Bidder or third parties will own the copyright in all Materials created under the Agreement ("Bidder Materials"). Bidder grants Owner an irrevocable, nonexclusive, worldwide, paid-up license to use, execute, reproduce, display, perform, and distribute (within Owner's enterprise only) copies of Bidder Materials solely for the purposes for which they were delivered. "Materials" means literary works or other works of authorship such as programs, program listing, programming tools, documentation, reports, drawings, etc. that Bidder may deliver to customer as part of the Services. The term 'Materials' does not include licensed program products available under respective Bidder's license agreements	Any additional clauses will be discussed with the succesful bidder during contracting stage.
	GENERAL		Required Consents	If Owner is making available to Bidder any facilities, software, hardware or other resources in connection with our performance of Services, Owner agrees to obtain any licenses or approvals related to these resources that may be necessary for Bidder to perform the Services and develop Materials. Bidder will be relieved of its obligations that are adversely affected by Owner's failure to promptly obtain such licenses or approvals. Owner agrees to reimburse Bidder for any reasonable costs and other amounts that Bidder may incur from Owner's failure to obtain these licenses or approvals.	Any additional clauses will be discussed with the succesful bidder during contracting stage.
	GENERAL		Exclusion of warranties	The bidder will provide third party product warranties on a pass-through basis to Owner in accordance with the relevant third party terms and conditions. Further, there are no implied conditions or warranties, including warranties for merchantability and fitness for a particular purpose.	Any additional clauses will be discussed with the succesful bidder during contracting stage.

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65	Corp Fin/011(Annexure 1)			What is ability to check the financial workings. Ability to check the formula for desired financial results and not value only. pls clarify .	Ability to check the formula for desired financial results and not the value only. (Authorised control)
65	Corp Fin/016(Annexure 1)			What is ability to interact with Units for vairoous input requirements? Please explain the units and inputs involved for our understanding	To be shared later with successful bidders.
65	Corp Fin/017(Annexure 1)			Ability to store the backup document and same available for download . We assume here you are refeering to Archiving of the documents and retrieval .Pls confirm	It is about archivals of important documents.
69	Corp Fin/075(Annexure 1)			What is - Ability to calculate stage payment value based on progress report from production. Are you suggesting WIP value or In progress value ? Pls confirm	To be shared later with successful bidders.
69	Corp Fin/077(Annexure 1)			Clarify the link accounting system to processing Labour tabulations and Material tabulations. SAP is an integrated system as such there is an inbuilt link. Do you have any legacy systems foe labor and material for which you also need link ?	Other than systems mentioned in th RFP document, all other systems to be part of lthe bidder's proposed integrated solution.
70	Corp Fin/078(Annexure 1)			We understand you want to include the insurance, bank charges and interest s included in costing for analysis purpose.Pleasr confirm	To be shared later with successful bidders.
72	Corp Fin/082(Annexure 1)			Provide more information on ability to define product hierarchy with physical unit completion	To be shared later with successful bidders.
65	Corp Fin/016	Direct Taxation	Ability to store Back up documents and the same available for download.	Will this be more of a DMS requirement or for any relevant transaction in ERP ?	yes
65	Corp Fin/019	Direct Taxation	Alerts for IT assessment & court appeals one week before the important due dates. No current system exists for court appeals/ case management	What is the scope for case management - is it limited to alerts or case processing as well ?	No System exists.
66	Corp Fin/025, Corp Fin/028	Cash Management	..by accessing data through banks' websites..utilising web based bank statements..	Is the expectation here to get the bank statements from the web sites automatically or process the manually uploaded bank statement	Manual Bank Statement
	Corp Fin/038	Corporate Budget	Ability to make and approve strategy plan online	What would be the number of users who would be actively involved in the planning and consolidation process across BHEL	Strategic plan users may be around 100.
	Corp Fin/074	Finance Concurrence and Administration	Ability to access RFP / NIT and other related documents online	How many users would be actively involved in maintaining of electronic files and approval process of these e-files	Users will be present in all units/divisions.

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	Corp Fin/055	Corporate books	Ability to prepare CFS Online.	What is CFS and what is the expectation from the system	Corporate Financial Statements is CFS
Corporate Finance	Corporate Budget	Corp Fin/039		How many Units, Cost centers , business sectors are involved in the budget exercise? How many functional users would be required to interact with the system for budget preparation and approvals - i.e. for data entry, administration, consolidation and approval of budgets as well as extraction of reports for revenue & cost budgets at unit and consolidated levels?	All Units and BS are involved in budget exercise. 400 Functional Users would be interacting with System for Budget exercise.
Corporate Finance	Corporate Budget	Corp Fin/039		As part of the budget exercise, the comments against the budgets and it's multiple version needs to be captured. Is the expectation from the budget system proposed in the BHEL is the capture the comments provided by mutple approvers during the approval process against the budget(s) or it's multiple versions?	Yes
Corporate Finance	Corporate Budget	Corp Fin/041		Whether BHEL follows Top Down & Bottom Up approach for budget development? What is the approval process followed Top Down & Bottom Up approach for budget development?	Mixed
Corporate Finance	Corporate Budget	Corp Fin/042		BHEL budget should definitely require complex calculations including allocation of expenses, since they are dealing with multiple entities? Is the budgeted PL derived based on drivers for revenue and cost of BHEL ?	Yes
Corporate Finance	Corporate Budget	Corp Fin/045		Big corporates require historical information during budget preparation.Does BHEL access historical information for deriving the current budget? Does BHEL look forward for an integrated system for corporate so that they can drill down to the actuals in the ledger from budgeting system?	Definitely yes
Corporate Finance	Corporate Books	Corp Fin/049		should the budget support multiple versioning natively and it can be accessed at the same time in online form.	Yes

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Corporate Finance	Corporate Books	Corp Fin/050		Would you like to provide the users with forms for data entry to capture information outside financials to be reported along with financials for Schedule VI/IFRS/Ind AS?	It should be possible to derive these figures rather than data entry and calculations outside.
Corporate Finance	Corporate Books	Corp Fin/051		Does budgeting process require Multi-dimension and hierarchies ?	Yes
Corporate Finance	Corporate Books	Corp Fin/061		Does the budget need to go through exceptional approvals based on predefined thresholds?	Yes
Corporate Finance	Corporate Books	Corp Fin/062		Will this mean multiple attachment links and communication threads to be defined in a single cell reference to support proper audit trails and reviews?	This is also required.
66	Corporate Budget	Corp Fin/038	Ability to make and approve strategy plan online	What would be the number of users who would be actively involved in the planning and consolidation process across BHEL	Strategic plan users may be around 100.
65	ONE-BHEL ERP Project Annexures _1 . PDF	Corporate FIN/004	F & A module will need to be IFRS compliant.	Is this just a product functionality / feature or does the bidder need to cater of IFRS reporting as part of Scope of work ?	The System has to be compliant with the extant accounting regulations in the country.
67	ONE-BHEL ERP Project Annexures _1 . PDF	Corporate FIN/069	Ability to generate automatic alerts for any key milestones related to PCFC , buyers credit	What does PCFC stand for ?	pre-shipment credit in foreign currency
70	ONE-BHEL ERP Project Annexures _1 . PDF	Corp Fin/080	Ability to generate consolidated MIR for proposals / manpower (use of Hindi language) for / up to month	We assume that the report labels will be in Hindi and data will be in English. Please confirm. Approximately, how many MIRs will need to be generated in Hindi ?	Yes. Around 200 MIRs are required. Final number will be decided later
Corporate Finance	Corporate Budget	Corp Fin/039		How many Units, Cost centers , business sectors are involved in the budget exercise? How many functional users would be required to interact with the system for budget preparation and approvals - i.e. for data entry, administration, consolidation and approval of budgets as well as extraction of reports for revenue & cost budgets at unit and consolidated levels?	All Units and BS are involved in budget exercise. 400 Functional Users would be interacting with System for Budget exercise.
Corporate Finance	Corporate Budget	Corp Fin/039		As part of the budget exercise, the comments against the budgets and it's multiple version needs to be captured. Is the expectation from the budget system proposed in the BHEL is the capture the comments provided by multiple approvers during the approval process against the budget(s) or it's multiple versions?	Yes

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Corporate Finance	Corporate Budget	Corp Fin/041		Whether BHEL follows Top Down & Bottom Up approach for budget development? What is the approval process followed Top Down & Bottom Up approach for budget development?	Mixed
Corporate Finance	Corporate Budget	Corp Fin/042		BHEL budget should definitely require complex calculations including allocation of expenses, since they are dealing with multiple entities? Is the budgeted PL derived based on drivers for revenue and cost of BHEL ?	Yes
Corporate Finance	Corporate Budget	Corp Fin/045		Big corporates require historical information during budget preparation.Does BHEL access historical information for deriving the current budget? Does BHEL look forward for an integrated system for corporate so that they can drill down to the actuals in the ledger from budgeting system?	Definitely yes
Corporate Finance	Corporate Books	Corp Fin/049		should the budget support multiple versioning natively and it can be accessed at the same time in online form.	Yes
Corporate Finance	Corporate Books	Corp Fin/050		Would you like to provide the users with forms for data entry to capture information outside financials to be reported along with financials for Schedule VI/IFRS/Ind AS?	It should be possible to derive these figures rather than data entry and calculations outside.
Corporate Finance	Corporate Books	Corp Fin/051		Does budgteing process require Multi-dimension and hierarchies ?	Yes
Corporate Finance	Corporate Books	Corp Fin/061		Does the budget need to go through exceptional approvals based on predefined thresholds?	Yes
Corporate Finance	Corporate Books	Corp Fin/062		Will this mean multiple attachment links and communication trends to be defined in a single cell reference to support proper audit trails and reviews?	This is also required.
20	Annexure #1 Functional Requirement Specifications	Engg/017	Embedded CAD-neutral and Web-based visualization of product information for all users to enable viewing, mark up and measuring of information generated by various 2D and 3D mechanical and electrical CAD and documentation authoring tools.	Is this information available on Web in current state?	Mainly, 2D data i.e. Engg. Drawings are generated using AUTOCAD. For 3D data i.e. solid models & plant isometrics, "Creo (Pro/E)", UG-NX and PDMS are also used.
	Engg/004	General	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis.	Kindly advice what all parameters are considered during Producibility analysis by BHEL	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.

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	Engg/008	General	Ability to provide interface with technology group for feasibility & norm hours Provision to extract standard hours data from technological processes for tendering activity	Kindly advice what kind of interface is envisioned and what type of data in terms of hours is expected to be derived	Norm hours data shall be existing in ERP system. It should be available to Engg for Tendering purpose.
	Engg/014	General	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Kindly tell is there some content server/data repository tool already available	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
	Engg/017	General	Embedded CAD-neutral and Web-based visualization of product information for all users to enable viewing, mark up and measuring of information generated by various 2D and 3D mechanical and electrical CAD and documentation authoring tools.--	Kindly advice which electronic CAD tool is currently being used , is the current mechanical CAD tool giving 3 CAD data also	Mainly, 2D data i.e. Engg. Drawings are generated using AUTOCAD. For 3D data i.e. solid models & plant isometrics, "Creo (Pro/E)", UG-NX and PDMS are also used.
	Engg/022	General	Ability to link Delivery date with L2 schedule	Kindly tell which delivery date is being referred to here , from vendor side or internal production side	Delivery date is in context of Engg documents completion for a particular PG of a project. Based on L2 schedule (agreed despatch date with customer) of different PGs of the project, these dates should be automatically calculated from the system.
	Engg/029	General	Ability to generate alerts/dashboard for updated/revised interface documents.	What are the interfaces we are referring here?	Interface documents are those documents which are generated by one department / sister units and used by other department / sister unit. For a project, facility must be available to upload/ update the documents/ data and facility to view on dashboard must be available. Details to be decided during BBP preparation.
	Engg/031	General	Ability to raise and store all the queries and their replies related to a work order to be stores in the system	Which work orders are referred here	When a customer awards an order to BHEL a unique no. is allotted for taking up all manufacturing action. This is called work order no. It is project specific.
	Engg/032	General	Ability to generate alert related toMDL(master document list) to be addressed to concerned department as defined in the MDL	Kindly tell what kind of alerts are we taking of here?	Information availability to the concerned as notification (email/ dashboard etc.)
	Engg/041	General	Ability to generate drawing requirement of a project	Kindly tell what is meant by drawing requirement	Drawings for a project can be listed from the system. Requirement schedule of documents needs to be planned automatically as per L2 delivery date. Alert shall be generated on completion of each schedule.

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	Engg/053	General	Ability to generate Erection & Commissioning document from Master List.	Pls explain / share the current template of Erection and commissioning document . What is meaning of master list from BHEL perspective	System should facilitate to select a subset of drawing for a project to generate a project specific list from MDL (Master document list).
	Engg/076	General	Ability to integrate with external drawing management system	Kindly tell which drawing management system is this , is this Auto CAD?	ERP should be able to interact with DMS of other sister units.
	Engg/077	General	Ability to carry out Sensitivity Analysis on Project Cost based on various cost drivers. Linked to various changes that can affect costs like salaries, timelines, new activities coming from changes in Project classification or nomenclature	Pls explain what is performed in Sensitivity analysis from BHEL business perspective	It is comparison of estimated costs Vs actual expenditure.
	Engg/083	General	Development , updation & Management of software , programs & tools used in engineering are to be covered	Kindly tell which software, programs and tools is referred here? Pls elaborate the process	System should provide facility to update source programs in Fortran, basic etc for design calculations.
	Engg/084	General	Ability to Link MBOM to multiple work orders in a project/ across projects at a time for WBOM creation.	Kindly give details of all kind of BOMs & what kind of synchronization is needed	BOM - Engineering Data CBOM - Engineering & Technology Data Drawing Compilation - All Drawing of a WO Material Compilation - All material of a WO. Any change required should be able to implement across work orders on selective basis.
	Engg/087	General	Attestation indication shall flow from Material Master to BOM	Kindly tell whats meant by Attestation ? Please elaborate the requirement	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
	Engg/089	General	Ability to generate Alerts- with reference to Work Order for Performance Guarantee testing	Kindly explain whats the performance guarantee testing process here? How outputs will be mapped with the alerts?	Performance Guarantee testing shall be done off-line. Facility should be there to record the information and alert must be generated for concerned agencies.
	Engg/090	General	Ability to integrate with Site operation management system	Kindly tell whats site operations system? Is it a legacy system and what level of interfacing is expected	All owners project site operations to be mapped in the ERP system
	Engg/092	General	Ability to generate alert for issue of development indent.Recommendation to be stored in the system against Registration Number.	Kindly tell whats an development indent. Please elaborate the process	It is development of new vendor for an item / component. A committee decides an indent to be raised under the name development indent. There is a time frame for this. So an alert in the form of email is to be generated. Same is the case with BOI (Items directly despatched to the customer by vendor) also.

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	Engg/093	General	Raising/ amendment/ cancellation of Indents As Applicable	please elaborate the process.	Facility to make changes in the indent. Should be a part of normal indenting process.
	Engg/096	General	Ability to generate material list of a CBOM	Please explain the process and requirement in detail. Also explain the relationship between CBOM and other BOMS	CBOM is Combined BOM where both Engg & Technology data is available. Material list of a CBOM is requirement of raw material of a CBOM / group of CBOMs. Material compilation must also be available for a project.
	Engg/111	General	Separate identification required for IBR, ASME, etc. in the system	Please explain the expectation in detail	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
	Engg/114	General	Ability for Online filing of Intellectual Property Rights	Kindly explain this requirement in more detail	To include, if detailed in RFP.
	Engg/124	General	Ability to generate MIR	Kindly tell what's MIR. Please provide sample template	MIR Stands for Management Information Reports (like Status of Project Information Report, Monthly progress report of project/ dept, R&D expenditure etc). Templates shall be provided during BBP phase.
	Engg/125	General	Ability to generate reminder for timely MIR submission	Kindly tell what kind of reminders are needed on which parameters? Please elaborate the process	Include, if detailed in RFP
	Engg/130	General	Facility to Create a centralized Company Innovation bank at Corporate Level	Is there any online/offline feature of Company Innovation bank currently, what all is needed to be captured in that and who all will have access to it	Currently information is stored manually. This is to be mapped in ERP solution.
	Engg/133	General	Capability to track the Day to day progress of KBE projects initiated by different units for different products. The ARP should be able to review/ provide comments on the daily tracker.	Pls explain the process in detail	it is progress report on daily basis about progress of project in comparison to planned activity. Data should be available to other units for review.
FRS		Engineering	General: Engg / 004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.
FRS		Engineering	General: Engg / 011	Ability to calculate Estimated Factory Cost as per the inputs provided	EFC constitutes Direct (Man, machine, Material), Indirect and overheads.

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FRS		Engineering	General: Engg / 011	Product schedule manufacturing completion forecast	Reason for unsuccessful tender to be recorded.
FRS		Engineering	General: Engg / 014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
FRS		Engineering	General: Engg / 016	Support for product structure management to enable the management of product configurations as they are created and manipulated, including automated capture from CAD models	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
FRS		Engineering	General: Engg / 024	Ability to interface with design calculation	Refer annexure 3 of RFP
FRS		Engineering	General: Engg / 025	3D based collaborative system is required to merge electrical, wiring and mechanical designs	Presently, WRENCH Enterprise is in usage for Design documents (2D data) e.g. drawings, product standards, etc. An enhanced Product data management system, which shall also include 3D data, is in review.
FRS		Engineering	General: Engg / 028	Ability to generate Product wise pre-defined check list.	A list of documents (like technical offer details, write ups, some outline drgs etc) to be submitted against a tender is prepared. System should be able to cross check the documents being forwarded to different agencies before actual submission against the checklist

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FRS		Engineering	General: Engg / 034	Ability to incorporate amendments to design Memo in the system	When an order is received from customer , then design requirements (technical data, Purchaser requirements communication etc- PRC) is issued to various sub sections in an engineering department for starting design work. Several post award contract meeting are also held with customer / interfacing departments or units within BHEL. If some modification is required in product design then an amendment to earlier issued 'design memo' is released. System should be able to track and keep records of these changes. ERP should have Document Management System.
FRS		Engineering	General: Engg / 048	Ability to have standard Product Group Main Assembly (PGMA) templates for different types of product available online with Updating provision & Alert facility	PGMA is a unique 5-digit no. which identifies the product unique part.
FRS		Engineering	General: Engg / 055	Ability to allow the user to easily organize and structure the product information including parts, designs, drawings etc.	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 056	Ability to auto-generation drawing number based on BHEL drawing number	Drawing number generation is not required in Wrench. At present, this facility is available in business application in Oracle. ERP should have this facility. The generated number is used in creating BOMs
FRS		Engineering	General: Engg / 057	Ability to have interface with existing drawing server for uploading and high speed printing	This facility is not required for units having their own DMS solutions like Wrench.

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FRS		Engineering	General: Engg / 060	Ability to update Revision number in List of drawings for all work order	Drawing number is generated in Business application and stored in database. The number is used to create Drawings and store in Vault/ DMS system. Business applications use the same drawing number stored in database for creation of BOM/CBOM. As and when revised drawing is submitted in vault/DMS, a revision number is updated in database against this drawing number.
FRS		Engineering	General: Engg / 062	Ability to provide information (in the right format) relating to product design and size/capabilities/configuration of engineering team from the units should be available to all concerned stakeholders in BHEL.	Yes. Format means basic template in which data are to be filled. Format to be decided during execution.
FRS		Engineering	General: Engg / 076	Ability to integrate with external drawing management system	ERP should be able to interact with DMS of other sister units.
FRS		Engineering	General: Engg / 082	Design change Note (DCN) process to be linked with drawing and 3D modes	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 087	Attestation indication shall flow from Material Master to BOM	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
FRS		Engineering	General: Engg / 091	Ability to integrate training calender for better planning by the Engineering department	BHEL has training centres at some of the units where the training calenders are available. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint
20	General	Engg/014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Kindly tell is there some content server/data repository tool already	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
25	General	Engg/114	Ability for Online filing of Intellectual Property Rights	Kindly explain the expectations around IPR management. Or can it be assumed that BHEL only wants a system to file IPR's only.	To include, if detailed in RFP.
25	General	Engg/130	Facility to Create a centralized Company Innovation bank at Corporate Level	Is there any online/offline feature of Company Innovation bank currently, what all is needed to be captured in that and who all will have access to it	Currently information is stored manually. This is to be mapped in ERP solution.
20	General	Engg/004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Kindly advice what all parameters are considered during Producibility analysis by BHEL	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.

Pre-Bid Queries response to Tender Document for 'ONE-BHEL' - ERP Project (Tender No.: M1A1N05271)

Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
23	General	Engg/083	Development , updation & Management of software , programs & tools used in engineering are to be covered . System should update the source programs in fortran , basic etc	Does BHEL expect ERP Software to do program updation of other softwares like Fortran and basic.	System should provide facility to update source programs in Fortran, basic etc for design calculations.
14	1.2 Business Processes at BHEL	1.2.1 BHEL Overall Process Flow	Release of design documents – The design documents are finally released for manufacturing & procurement by BHEL units, civil and structural works, erection & commissioning and procurement of Balance of Plant (BOP)	For BOP, is maintenance done by BOP provider/package or is it owned by the PEM Division? If it is done by the BOP provider, then, are there any systems for the BOP provider that the proposed solution needs to integrate with?	It is expected that BoP systems may be integrated with project network.
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	General question	In what system are the business documents stored currently? Is it necessary to migrate these documents to the target DMS?	Major manufacturing divisions have their own DMS.
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	Interface with industry standard PLM and collaboration software.	What collaboration software must be integrated with DMS?	To be decided later.
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	General question	Is it necessary to scan and index paper documents for uploading to the DMS?	Mostly it will be necessary.
FRS		Engineering	General: Engg / 004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Manual. Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.
FRS		Engineering	General: Engg / 011	Ability to calculate Estimated Factory Cost as per the inputs provided	No EFC constitutes Direct (Man, machine, Material), Indirect and overheads.
FRS		Engineering	General: Engg / 011	Product schedule manufacturing completion forecast	Yes
FRS		Engineering	General: Engg / 014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Yes Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.

Pre-Bid Queries response to Tender Document for 'ONE-BHEL' - ERP Project (Tender No.: M1A1N05271)

Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
FRS		Engineering	General: Engg / 016	Support for product structure management to enable the management of product configurations as they are created and manipulated, including automated capture from CAD models	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
FRS		Engineering	General: Engg / 024	Ability to interface with design calculation	Refer annexure 3 of RFP
FRS		Engineering	General: Engg / 025	3D based collaborative system is required to merge electrical, wiring and mechanical designs	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
FRS		Engineering	General: Engg / 028	Ability to generate Product wise pre-defined check list.	A list of documents (like technical offer details, write ups, some outline drgs etc) to be submitted against a tender is prepared. System should be able to cross check the documents being forwarded to different agencies before actual submission against the checklist
FRS		Engineering	General: Engg / 034	Ability to incorporate amendments to design Memo in the system	When an order is received from customer , then design requirements (technical data, Purchaser requirements communication etc- PRC) is issued to various sub sections in an engineering department for starting design work. Several post award contract meeting are also held with customer / interfacing departments or units within BHEL. If some modification is required in product design then an amendment to earlier issued 'design memo' is released. System should be able to track and keep records of these changes. ERP should have Document Management System.
FRS		Engineering	General: Engg / 048	Ability to have standard Product Group Main Assembly (PGMA) templates for different types of product available online with Updating provision & Alert facility	PGMA is a unique 5-digit no. which identifies the product unique part.
FRS		Engineering	General: Engg / 055	Ability to allow the user to easily organize and structure the product information including parts, designs, drawings etc.	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 056	Ability to auto-generation drawing number based on BHEL drawing number	Drawing number generation is not required in Wrench. At present, this facility is available in business application in Oracle. ERP should have this facility. The generated number is used in creating BOMs
FRS		Engineering	General: Engg / 057	Ability to have interface with existing drawing server for uploading and high speed printing	This facility is not required for units having their own DMS solutions like Wrench.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
FRS		Engineering	General: Engg / 060	Ability to update Revision number in List of drawings for all work order	Drawing number is generated in Business application and stored in database. The number is used to create Drawings and store in in Vault/ DMS system. Business applications use the same drawing number stored in database for creation of BOM/CBOM. As and when revised drawing is submitted in vault/DMS, a revision number is updated in database against this drawing number.
FRS		Engineering	General: Engg / 062	Ability to provide information (in the right format) relating to product design and size/capabilities/configuration of engineering team from the units should be available to all concerned stakeholders in BHEL.	Yes. Format means basic template in which data are to be filled. Format to be decided during execution.
FRS		Engineering	General: Engg / 076	Ability to integrate with external drawing management system	ERP should be able to interact with DMS of other sister units.
FRS		Engineering	General: Engg / 082	Design change Note (DCN) process to be linked with drawing and 3D modles	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 087	Attestation indication shall flow from Material Master to BOM	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
FRS		Engineering	General: Engg / 091	Ability to integrate training calender for better planning by the Engineering department	BHEL has training centres at some of the units where the training calenders are available. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
Page 14	ONE-BHEL ERP Project Annexures _1 . PDF	Engg/024	Ability to interface with Design calculation.	what entity needs to be interfaced with Design calculations ?	To be provided later.
	Maint/009	General	Ability to generate generation of format of codification	Is this requirement mentioned here for codification for materials master or equipment's	For Material Master for indirect material.
	Maint/010	General	Ability to generate format for estimation based on budgetary offers or otherwise	Kindly advice that this format of estimation is for what?	This formate is for calculating the estimated cost of Work/ material for procurement of indirect and for outsourcing of work.
	Maint/011	General	Ability to generate single tender certificate based on various parameters	Kindly advice that this tender certificate is for what ?	When ever some material is to be procured from single vender due to various reasons , The Head of Indenting Department / MM dead/ Comercial head has to certify it that there are reasonable ground for the same.
	Maint/031	General	Ability to link Taxi booking process with payment of bill.	Kindly explain what is the current taxi booking process	Taxi is booked from L1 travel agent after obtainings at least 3 quotations and payment is maid to taxi provider from mislanious budget of WEX Dept.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	EC&SaS/011	Commercial-Pre-order	Availability of Work flow relation (interfaces with other functions like PMX, TSX, Quality etc) (Improvement in Web Page); interface with MU / PESD / PEM / Proposal group to SCT, CML-SCT, Interface to Finance	PLs specify what is PMX, TSX & other abbreviations. What kind of interface is expected. Is it ok to sunset the system incase the features are available in ERP	PMX: Project Management Dept. TSX: Technical Services MU: Manufacturing Units. PESD: Project Engineering & Systems Division Hyderabad. PEM: Project Engineering Division. SCT: SubContracting Department CML-Commerical Department. Available features in ERP may not be considered as it is. Customization may be required.
	OnE-BHEL ERP Project Annexures _1 . PDF	Commercial-Pre-order	Facility to create and upload erection write up & list of deviations.	Is a simple DMS upload expected otherwise pls spevify	Erection write-up/Deviation list will be created online in the system, and facility is required to upload an approved copy of the document, hence document generation, Versioning as well as upload will be required.
	EC&SaS/025	Commercial-Post-order	Interface with PS-MKTG, IS/IO/Corp Finance/ Regional finance / commercial and controlled (online) availability of Allocation Details.	PLs specify what is PS-MKTG, IS/IO etc & other abbreviations. What kind of interface is expected	PS-MKTG: Power Sector Marketing IS: Industry Sector IO: International Operations After receipt of order by PS-MKTG, allocation (share) is provided to various Business Units (Manufac. Units & PS Regions). This allocation data should to be avaiable online.
	EC&SaS/025	Commercial Post Order	Interface with PS-MKTG, IS/IO/Corp Finance/ Regional finance / commercial and controlled (online) availability of Allocation Details.	Kindly advice what kind of interface required	PS-MKTG: Power Sector Marketing IS: Industry Sector IO: International Operations After receipt of order by PS-MKTG, allocation (share) is provided to various Business Units (Manufac. Units & PS Regions). This allocation data should to be avaiable online.
	EC&SaS/028	Commercial-Post-order	Online creation of CIS	what is CIS?	CIS: Contract Information Sheet It is basically a summary of Contract that has been agreed with the Customer.
	EC&SaS/033	Commercial-Post-order	Online availability of LOA from PEM for BOP packages for conversion into detailed Pos	please elaborate the business process	LOA: Letter of Agreement BOP: Balance of Plant. (Various packages other than Boiler, turbine , generator; like DM Water Plant. etc) Material & service requirement (Technical Details) of BOP Packages are either vetted or obtained from PEM. These details should be available on line (work flow based system for approval and forwarding). Once the approved details are available Purchase Orders (POs) are initiated.
	EC&SaS/054	Project Management services	Online Availability of Scope Matrix.	The scope or customer spec soft copy is attached to project will this suffice. If not need elaboration on scope matrix	Soft Copy availability will suffice, but revision facility should be available.
	EC&SaS/055	Project Management services	Online Availability of Allocation Details (Price)	Need clarification of business scenario	PS-MKTG: Power Sector Marketing IS: Industry Sector IO: International Operations After receipt of order by PS-MKTG, allocation (share) is provided to various Business Units (Manufac. Units & PS Regions). This allocation data has to be avaiable online.
	EC&SaS/057	Project Management services	Online availability of Final broad sub-contract packaging philosophy	Need clarification of business scenario	For execution of Project, various Service sub-contracts are awarded for service packages, these packages are internally worked upon and are created/extended/ merged/clubbed as per business requirement for ordering. This is known as Subcontract Packaging philosophy.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	EC&SaS/064	Project Management services	Availability of Work flow Based mechanism for Preparation and Finalization of Pre Qualification Criteria. Interface with Fianance.	What is business need. Is it restrcited to collaboration and approval only?	This is a collaboration requirement with approval dependencies on Finance
	EC&SaS/066	Project Management services	Interface with FEX for Capital Budget Sanctioning for Order Placement.	What is FEX, why interface is required	FEX: Field Engineering Services, Deals with procurement, allocation and maintenance of T&Ps(Tools & Plants) required during execution of Projects. Future & current Capital T&P requirements are envisaged by FEX which is the basis of Capital Budget allocation and Order Placement. <u>Interface is required for the same</u>
	EC&SaS/090	Project Management services	Interface with PEM to obtain Techincal Specs for BOP packages.	Is it only sharing of documents on tech specs	BOP: Balance of Plant. (Various packages other than Boiler, turbine , generator; like DM Water Plant. etc) Material & service requirement (Technical Details) of BOP Packages are either vetted or obtained from PEM. These details should be available on line (work flow based system for approval and forwarding). Once the approved details are <u>available Purchase Orders (POs) are initiated</u>
	EC&SaS/090	Project Management Services	Interface with PEM to obtain Techincal Specs for BOP packages.	Please explain the business process	BOP: Balance of Plant. (Various packages other than Boiler, turbine , generator; like DM Water Plant. etc) Material & service requirement (Technical Details) of BOP Packages are either vetted or obtained from PEM. These details should be available on line (work flow based system for approval and forwarding). Once the approved details are <u>available Purchase Orders (POs) are initiated</u>
	EC&SaS/091	Project Management services	Ability of collaboration to finalise price schedule. Interface with PEM/SCT.	What is PEM/SCT, and what kind of interface is expected	PEM: Project Engineering Deptt.. SCT: Sub-Contracting Deptt. Technical Specifications for BOP packages are either provided by PEM or vetteed by them hence interface is required. Interface with SCT is required because after finalization, the Price Schedule is utilized by SCT during ordering.
	EC&SaS/094	Project Management Services	Interface with PMX (for customer inspection) and quality (for BHEL inspection)	What is PMX and explain this requirement. How inspection cals will be generated and who will be the users. Recommendation the customer and BHEL inspection results can be captured in ERP quality system	PMX: Project Management Department. Inspection call is raised by Vendor Towards BHEL & BHEL towards Customer. System should provide a facility through which Vendor can raise an Inspection call on BHEL (to be captured under Quality system) and facility to keep a track of <u>subsequent Customer Inpection call</u>
	EC&SaS/102	Project Management services	Interface with Planning & Monitoring Function to refer Site issues for Pre-MCM agenda points.	Is it an application to application interface? How is it being done today	It is a Report that will be taken from Planning & Monitoring System. The issues are discussed in Pre-Management Committee meeting and actions are discussed as per priority. Currently is is being done manually.
	EC&SaS/111	3.1- Awarding throgh Tendering	Auto registering of indents by system.	Do you want the system to consolidated similar indents to automatically float one tender for all such requirements. Please confirm.	End to end system for creation of Indent till finalization of P.O. System should also be capable of consolidation of P.O.s wrt cost & payments. Also system should provide BI reports on Indent/Enquiry/PO conversion/rate/success.
	EC&SaS/114	Awarding through tendering	Facility for online finalization of SCC as per available Corporate MM/Finance guidelines, that will be available with the system.	Please explain the business process	SCC: Special Conditions of Contract. BHEL is having specific guidelines(Corporate/MM/Fianance) to govern Special Conditions of Contact. These guidelines should be available online and should be <u>referable during creation of SCC.</u>
	EC&SaS/130	3.1- Awarding throgh Tendering	Ability of collaboration for resolution of contract related issues post award.	Is this online collaboration through application or offline collaboration by E-mail. Please confirm.	It will be an online Collaboration requiriment with audit trail sort of facility to maintain a record of all actions taken and users who took the action.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	3.3 - EC&SaS/141	Reconciliation with SAIL	Interface with Finance system for checking	What is the scope of this reconciliation other than invoicing and material receipts ? Does it also include payment ?	Periodic Reconciliation of supplies made against different Purchase Orders, to consolidate the supply and balance quantity. Interface is required with finance to keep a check on released and balance payments.
	3.3 - EC&SaS/142	Reconciliation with SAIL	Facility to upload relevant documents like..	Will these documents be relevant for any transaction in ERP or just be available for reference in Document Management System DMS and not linked to ERP transaction ?	Documents can be linked to Transactions
	EC&SaS/149	3.5 - Processing Vendor Bills	System assisted checking of bills..	Will this involve scanning and data recognition followed by automated validation and workflow for error resolution or approval ? Or just validation based on manual data entered ?	Validation based on manual/uploaded data.
	EC&SaS/199	5.1.1 Claims Lodged by individuals	Interface with SAP HR...Ability to issue payment..	Will the employee claims paid using Accounts Payable process or Employee Payroll ?	Employee Claims shall be paid using account payable process and not through Payroll.
	EC&SaS/202	Claims Lodged by individuals	updated repository for circulars and notifications - rules and eligibility	What kind of repository is expected. Will DMS suffice?	Circulars & Notifications (PDF/Word etc). DMS with authorization control will suffice .
	EC&SaS/225	5.1.7 Purchase against P O Awarded at PSER/Sub Contracting payment	online Claims against Purchase made..	Would the claims be made by vendors and are expected to be handled as per normal vendor payment process or differently as some online process ?	Claims will be made by BHEL Personnels. System should facilitate online creation/Modification/approval of Claims. Alert/Notification to vendor about Claim/Payment Status.
	EC&SaS/256	5.2.3 Service Tax	Online facility for Payment of service tax	Would the ERP system be expected to provide online payment facility or provide a link to the government / bank provided online payment facility ?	Both options should be available.
	EC&SaS/276	5.3 Other Financial Activities	Online Monitoring of Internal Audit Para	What is the requirement here ?	As an outcome of Audits an action list (NCs/Action Points) is raised against Auditee. Online system to upload the Audit Report/Action List and follow up till closure.
	EC&SaS/284	Quality & HSE	Online system Development, Issue & control of Project-specific FQPs (including Standard FQPs, RFQPs) for implementation at site	The FQP and RFQP scanned doc or CAD doc if attached with respective Projects will this suffice the requirement.	FQP : Field Quality Plan RFQP : Revised Field Quality Plan System should provide facility to categorize FQP/RFQP/CAD docs on the basis of Project Rating and other parameters. Also there should be a facility to map documents for a particular project, so that all the documents related to a particular Project can be found at one place
	EC&SaS/335	installation & execution	Facility to keep record of front availability from customer	Please explain the business process	"Front" corresponds to the physical area/land at site which is provided by Customer to carry out the installation of the system. System should provide a facility to enter & record the Front availability details
	EC&SaS/342	installation & execution	Online SARs/CARs/MDRs system.	Please explain the business process to understand to what extent automation is needed	SAR: Site Action Report is a document generated by Site against Design Non-Conformities during Erection. Currently the document is generated manually at site and sent to MUs for further action.Manufacturing Unit after taking necessary action send the disposition report. CAR: Commissioning Action Report is a document generated by Site against Design Non-Conformities during Erection. Currently the document is generated manually at site and sent to MUs for further action Manufacturing Unit after taking necessary action send the disposition report. MDR: Material Discrepancy Report is a document generated by Site against Material discrepancy (Damage/Shortfall) during Erection. Currently the document is generated manually at site and sent to MUs for further action Manufacturing Unit after taking necessary action send the disposition report.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	EC&SaS/343	installation & execution	Online monitoring of updating of Log Sheets as per FQP.	Please explain the business process to understand to what extent automation is needed	To verify the accuracy of Installation (Erection/Commissioning), its parameters are verified against the parameters mentioned in Field Quality Plan and the Log Sheet is updated with obtained values. Till date the log sheets are updated manually. Facility for upload and online availability of logsheet required
	Corp Fin/006	General Requirement	Ability to track Units, Regions, sectors, products, projects and employees uniquely	Would you expect every employee to be available in the finance system ?	Tracking is required.
	Annexure 1 Functional Requirement Specification	EC&SaS/055	Online Availability of Allocation Details (Price)	Please elaborate Allocation details	PS-MKTG: Power Sector Marketing IS: Industry Sector IO: International Operations After receipt of order by PS-MKTG, allocation (share) is provided to various Business Units (Manufac. Units & PS Regions). This allocation data should be available online.
	Annexure 1 Functional Requirement Specification	EC&SaS/059	Facility to work out quantum of enabling Work required for the project and upload it to the system.	How is quantum of enabling work calculated	Quantum of enabling work is calculated manually. Once the quantum is calculated, system should provide a facility to upload the details for online availability.
	Annexure 1 Functional Requirement Specification	EC&SaS/340	Online Monitoring of BOP Requirements and alert facility for the same.	What details need to be monitored in BOP	Details include monitoring of tentative requirement as well as availability/status of BOP systems required during various erection/commissioning milestones of BTG system. Some the BOP systems are: Startup power, DM water, Cooling water, Fuel oil etc.
	Annexure 1 Functional Requirement Specification	EC&SaS/344	System generated List of Critical Material as well as system generated Erectability analysis. Facility to update critical issues of project that can further be utilized in creation of MCM Reports. Interface with CPMG/PMX	How is erectability calculated.	Erectability Analysis is calculated on the basis of Formulae. One of the formula is: Erectability Analysis = (Erectable Material available at Site)/(Total Material available at site)
	Annexure 1 Functional Requirement Specification	EC&SaS/445	Online Facility for preparation of Erection Schedules (L3) at site (Project Planning & Mgmt System) and online availability of Erection & Engineering Documents (Interface with DMS & Material Management System)	Is it required to link the erection and engineering documents to the activities so that the end users responsible for these activities can access these documents online along with their task list?	Yes. Erection/Engineering Documents are to be linked with Activities as well as material.
	Annexure 1 Functional Requirement Specification	EC&SaS/447	Online Project Planning & Mgmt System for 3 months rolling plan, Progress tracking as per plan and delay analysis.	Is it required to display a progress line to graphically trace progress on activities and see how a project is performing with regard to its scheduled deadlines	That will be an additional benefit.
	Annexure #1 Functional Requirement Specifications	EC&SaS/339	Ability to generate Erection L3 Schedule (rolling Plan for Site Erection work); Interface with Panning & Monitoring System (Function-10) Erection L3 is generated in parts referring master network maintained by CPMG as per availability of front at site. Further updation at L3 level is done at site.	1) Is Erection L3 schedule required to be automatically generated from the CPMG master network? 2) Is there a linkage between Erection L3 schedule and CPMG master network?	Automatic generation if possible, will be an added advantage, but the user should have a liberty to add/remove tasks. CPMG Master schedule is almost an L2 schedule for erection. This schedule is the basis for creation of L3 schedule of erection which is further detailed.
	1.2 Business processes at BHEL	Power Sector – Regions and Site Teams	Contractor Billing – Contractor Bills are checked & verified by the Site Engineer & paid by the Site Finance personnel. Customer Billing - Customer billing is also done by Site Finance Personnel.	Is the concept of Back-to-Back Billing being practiced?	No. Back to Back billing concept is not followed.

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	Annexure 1 Functional Requirement Specification	EC&SaS/055	Online Availability of Allocation Details (Price)	Please elaborate Allocation details	PS-MKTG: Power Sector Marketing IS: Industry Sector IO: International Operations After receipt of order by PS-MKTG, allocation (share) is provided to various Business Units (Manufac. Units & PS Regions). This allocation data should be available online.
	Annexure 1 Functional Requirement Specification	EC&SaS/059	Facility to work out quantum of enabling Work required for the project and upload it to the system.	How is quantum of enabling work calculated	Quantum of enabling work is calculated manually. Once the quantum is calculated, system should provide a facility to upload the details for online availability.
	Annexure 1 Functional Requirement Specification	EC&SaS/340	Online Monitoring of BOP Requirements and alert facility for the same.	What details need to be monitored in BOP	Details include monitoring of tentative requirement as well as availability/status of BOP systems required during various erection/commissioning milestones of BTG system. Some the BOP systems are: Startup power, DM water, Cooling water, Fuel oil etc.
	Annexure 1 Functional Requirement Specification	EC&SaS/344	System generated List of Critical Material as well as system generated Erectability analysis. Facility to update critical issues of project that can further be utilized in creation of MCM Reports. Interface with CPMG/PMX	How is erectability calculated.	Erectability Analysis is calculated on the basis of Formulae. One of the formula is: Erectability Analysis = (Erectable Material available at Site)/(Total Material available at site)
	Annexure 1 Functional Requirement Specification	EC&SaS/340	Ability to generate Erection L3 Schedule (rolling Plan for Site Erection work); Interface with Panning & Monitoring System (Function-10)	Is Erection L3 schedule required to be generated from the master network maintained by PMG or created as a separate schedule and integrated to the PMG managed master network by means of cross project relationships?	Currently it is being done manually. CPMG Master schedule is almost an L2 schedule for erection. This schedule is the basis for creation of L3 schedule of erection which is further detailed.
	Annexure 1 Functional Requirement Specification	EC&SaS/445	Online Facility for preparation of Erection Schedules (L3) at site (Project Planning & Mgmt System) and online availability of Erection & Engineering Documents (Interface with DMS & Material Management System)	Is it required to link the erection and engineering documents to the activities so that the end users responsible for these activities can access these documents online along with their task list?	Yes. Erection/Engineering Documents are to be linked with Activities as well as material.
	Annexure 1 Functional Requirement Specification	EC&SaS/447	Online Project Planning & Mgmt System for 3 months rolling plan, Progress tracking as per plan and delay analysis.	Is it required to display a progress line to graphically trace progress on activities and see how a project is performing with regard to its scheduled deadlines	That will be an additional benefit.
	Annexure #1 Functional Requirement Specifications	EC&SaS/339	Ability to generate Erection L3 Schedule (rolling Plan for Site Erection work); Interface with Panning & Monitoring System (Function-10) Erection L3 is generated in parts referring master network maintained by CPMG as per availability of front at site. Further updation at L3 level is done at site.	1) Is Erection L3 schedule required to be automatically generated from the CPMG master network? 2) Is there a linkage between Erection L3 schedule and CPMG master network?	Automatic generation if possible, will be an added advantage, but the user should have a liberty to add/remove tasks. CPMG Master schedule is almost an L2 schedule for erection. This schedule is the basis for creation of L3 schedule of erection which is further detailed.
	ONE-BHEL ERP Project Annexures _1 . PDF	EC&SaS/097	online approval monitoring system	Can some broad level functionality of this OAMS be provided pls ? Online approval for what is desired here ?	Workflow based approval and monitoring.
	ONE-BHEL ERP Project Annexures _1 . PDF	EC&SaS/142	NODAL Agency for TOD settlement	Is there a third party agency for settlement between SAIL and BHEL ? What does TOD signify	No Third Party. TOD means Terms of Delivery.
	ONE-BHEL ERP Project Annexures _1 . PDF	EC&SaS/165	online acknowledgment of ISTV & updating to Finance	What does ISTV stand for ? Can the process / linkage to finance be explained pls	ISTV stand for Inter Site Transfer Voucher.It is generated for transferring Materials/T & P from one Site to other.It is generated by MM personnel & WDV(Written Down Value) is updated by MM/Finance.WDV is required for Road Permit.
	ONE-BHEL ERP Project Annexures _1 . PDF	EC&SaS/430	Uploading of customer order for overhauling of SSBG	What does SSBG stand for ? Is this the marketing dept ?	SSBG Stands for Spares & Services Business group.They secure order for Spares & Services after Sales order & pass on to SAS group for execution.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	Imp/Exp001-006	Export/Import	Docket Generation for Import Customs clearance	How many users would be actively involved in the export documentation process in the system	5-6 users per consignment case to case basis
	General	General		How many users will use import & Export system?	The explicit functionality wise users will be shared with the successful bidder at the appropriate time. The breakup of users per functional area is already factored in the requirement of licenses mentioned in section 7.2
Annexure1 Functional Requirement Specification		IMP/EXP012	Freight calculation & payments	1. Are there any additional costs other than the contracted cost that influence the payments to the transporter or service provider 2. Is there a freight audit process between calculation and payment, eg Matching and Approval based on certain threshold	There are some additional costs involved in certain cases based on approvals on case to case basis There is currently no threshold set, all bills are audited and kept
Annexure1 Functional Requirement Specification		IMP/EXP020	Online availability store in transit (Physical and financial)	1. Elaborate more on this requirement. Should the financial visibility influence the budgets baseline for the project from the perspective of despatches	Stores in Transit is an important component of Inventory and monitored at various levels. Financial values do not directly impact the project baselines as far as the SIT is concerned
Annexure1 Functional Requirement Specification		IMP/EXP023	Provision to accommodate time to time government guidelines/notifications in the system	State specific government guidelines. Does this imply constraints that will influence planning decisions or compliances from trade agreement and export perspective	Yes, Govt. guidelines constraint that influence planning decisions.
	Export/Import	Imp/Exp001-006	Docket Generation for Import Customs clearance	How many users would be actively involved in the export documentation process in the system	5-6 users per consignment case to case basis
Annexure1 Functional Requirement Specification		IMP/EXP012	Freight calculation & payments	1. Are there any additional costs other than the contracted cost that influence the payments to the transporter or service provider 2. Is there a freight audit process between calculation and payment, eg Matching and Approval based on certain threshold	There are some additional costs involved in certain cases based on approvals on case to case basis There is currently no threshold set, all bills are audited and kept
Annexure1 Functional Requirement Specification		IMP/EXP020	Online availability store in transit (Physical and financial)	1. Elaborate more on this requirement. Should the financial visibility influence the budgets baseline for the project from the perspective of despatches	Stores in Transit is an important component of Inventory and monitored at various levels. Financial values do not directly impact the project baselines as far as the SIT is concerned
Annexure1 Functional Requirement Specification		IMP/EXP023	Provision to accommodate time to time government guidelines/notifications in the system	State specific government guidelines. Does this imply constraints that will influence planning decisions or compliances from trade agreement and export perspective	Yes, Govt. guidelines constraint that influence planning decisions.

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	Annexure #1 Functional Requirement Specifications	Mar/015	Facility for an online CRM system	Can you please elaborate the requirement of CRM?	Currently there are such central application being used in very limited way. The broad interactions of marketing with the customers is the following: >storing and retriving reports such as customer analysis reports, competetion analysis reports, etc. >storing customer details like customer outstanding, customer outstandings, performanceof equipment with customer >customer quality hold points, customer clearences for despatches, customer approved supplier information, approval of drawings from customer etc. >Storing and retriving data at the time of tendering, pretender, post tender e.g. tender enquiries and response, schedule of deviations/comments/clarifications in the tender document, negotiation of price / justifications, acknowledgement with customer >storing and retriving customer communications like email, customer clarifications, MOMs with customer >Finalization of BBU (billing break up unit) with customer >Customer complaint management - complaint logging, status updates etc. The bidder must propose an integrated solution including the required software required for fulfilling the functionalities mentioned above and as mentioned in the FRS
	General	General		How many contract types (any types - sales, purchase, legal, HR) you want to manage through the system?	Refer to Section 9 and FRS & TRS
	Business Development	Mar/004	Ability to have a collaborative online platform for availability of Business Environment /Market Intelligence / Investment plan of customer	This is a very generic statement. Please explain in detail what type of collaboration functionality is expected here for customers	Part of As-Is documentation, shall be shared with bidders qualifying PQ.
	Business Development	Mar/005	In case of any consultation with MUs/RODs, ability to upload applicable formats in the system	What are MU's/ROD's ? Are the formats that are to be uploaded word/pdf formats? What are these formats used for?	MU-Manufacturing Unit ROD-Regional Operations Division. Formats will be shared later.
	Post Bid	Mar/029	Ability to generate Online internal order AS PER standard format	What is an internal order and for what purpose it is to be used ?	Internal Order is the first document that formally initiates the project. It is issued by Marketing after receiving award of contract from the customer. It covers the physical and financial scope of the project along with maior milestones.
	General	Mar/052	Ability to communicate spare part availability & visibility to marketing & service centers on line - e commerce	Are the service center BHEL owned and operated by BHEL employees or are these third parties? Please explain what is the e-commerce functionalty expected here and also provide details of all e-commerce tyne functionality needed for customer	The service centres are BHEL owned and being run by BHEL employees.
	General	Mar/047	Online approvals with appropriate workflow	What type of approval is expected in this requirement	Internal workflow, part of the As-Is documents- to be shared later.

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	General	Mar/050	Online complaint management system linked to ERP Processing of Complaint Track the Support Track the Resolution of Customer Complaint Billing of Services for Advance payments and milestone payments only Billing of Spares/R&M Projects for Advance payments and milestone payments only	Would the complaint management system be linked with Call Center CTI tool (Computer Telephony Interface)? Is there requirement to provide customer online self-service capability to raise complaints as well? Please provide details of all customer self-service capabilities needed over web channel.	A computer telephony interface based call centre is not required with Customer. The customer complaint may be raised by the customer online or it can be raised by BHEL person after taking the complaint from the Customer. Self service
	Reporting	Mar/075	Ability to generate the Business Environment Report	Can u please clarify on the details expected in the Business Environment Report.	It is about tracking business environment in terms of new govt policies and impact on business, customer announcements, and converting these opportunities and keeping watch on our competitors, new technologies in the market etc.
	Reporting	Mar/081	Ability to generate the ABCDE report	Can u please clarify on the details expected in the ABCDE report.	Custom report for Marketing function.
	Reporting	Mar/083	Ability to generate the MCM report	Can u please clarify on the details expected in the MCM report.	Management Committee is a committee of all the unit/division heads, functional directors i.e. the Top Management of the company. Almost meeting every month to discuss Business Environment, Review of specific areas, operations review etc. Corporate Functions and units/divisions present their status to MC. A number of reports are there.
	ONE-BHEL ERP Project Annexures _1 . PDF	Mar/081	Ability to generate the ABCDE report	what is the ABCDE report ? What data needs to be populated on this report.	Custom report for Marketing function.
	ONE-BHEL ERP Project Annexures _1 . PDF	Mar/083	Ability to generate the MCM report	what is the MCM report ? What data needs to be populated on this report.	Management Committee is a committee of all the unit/division heads, functional directors i.e. the Top Management of the company. Almost meeting every month to discuss Business Environment, Review of specific areas, operations review etc. Corporate Functions and units/divisions present their status to MC. A number of reports are there.
15	1.2 Business process at BHEL		Tendering is collaborative exercise between Corporate Sales outfits, Unit sales & engineering divisions.	Is this process captured in current SAP system or any other 3rd party system or out of system	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
15	1.2 Business process at BHEL		Technical Clarifications by unit engineering – Technical Clarifications, if required, are taken by Unit engineering and preliminary designs are worked out to estimate the material and labour requirements	Pre-tender process is captured in any system	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
15	1.2 Business process at BHEL		Order Award – Further process starts in case the Order is awarded to BHEL else data is used for market analysis.	What system is used to store or capture these data	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
15	1.2 Business process at BHEL		Preparation of the design – Detailed design is worked out by the Unit Engineering and engineering documentation including drawings, BOM etc are prepared. In BHEL Group technology is used where in a large product such as Steam Turbine is broken in several sub-products (Groups) each having their modular documents. Complete product is assembled using these modular subproducts/Groups	Any interface required to capture these details	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.

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15	1.2 Business process at BHEL		Issue of Quality plan and customer drawings – Along with the release of drawings to manufacturing, the customer drawings are also issued. Quality plan is issued by Quality Assurance in consultation with design department as per Customer requirement. It includes erection & commissioning drawings.	Is this all AutoCAD drawings been captured in any system and linked with the orders	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
17	1.2 Business process at BHEL		Delivery to site – The material is delivered to site through approved transporter.	Is Shipment and transportation is managed in SAP	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
18	1.2 Business process at BHEL		Project Engineering Management (PEM) Division is BHEL's power plant System Integrator, a nodal agency providing total engineering solutions for conventional thermal and gas based power projects and conventional island of nuclear power plant, and procurement of BOP packages enabling BHEL to offer complete Engineering, Procurement and Construction (EPC) services.	Is this team's effect/cost/design/version/comments/feedback is captured	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
20	1.2 Business process at BHEL		Customer / Site complaint – After handover of the project, the customer complaints are received by commercial, quality or the engineering functions.	Since CS is not listed in the SAP modules list, what tools are used to Capture or analysis,	Multiple tools/software
128	Annexure #4 Overview of Functions (RFP Project Annexures)	Excise	Attending to Excise Authorities	This is not a system driven activity and only information as needed to be submitted to Excise authorities would be part of the scope	Bidder's understanding is correct
	TRS	Document Management System	Does the system allow documents to be shared?	We would like to know the exact requirement of the sharing of the documents , would this sharing mean that in case a document is attached with some transaction , that document is available for others who access that transaction . Or is there some other understanding regarding the sharing of documents ?	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
	General	General		What is total annual spend volume of BHEL?	To be shared later with successful bidders.
25	3. About 'ONE-BHEL' Initiative	3.2. Implementation Approach & Strategy	The Engineering Systems like AutoCAD, PDMS, Wrench, etc. & certain legacy systems shall remain & be part of the overall landscape & integrated with 'ONE-BHEL' ERP solution, as per specifications contained in this document.	Please elaborate on the legacy systems that shall remain and need to be integrated with the ONE-BHEL solution.	Refer relevant section in RFP document
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	General question	How many existing documents must be migrated to the target document management system (DMS)	To be shared later with successful bidders.
114	ONE-BHEL ERP Project Annexures _1 . PDF	Web Portals	The application should be accessible from Web interfaces enabling the user to operate the system with the help of standard internet-browser.	Who are the different categories of desktop portal users (BHEL staff, vendors, customers, etc.) ?	BHEL staff, vendors, customers, etc.
114	ONE-BHEL ERP Project Annexures _1 . PDF	Web Portals	The application should be accessible from Web interfaces enabling the user to operate the system with the help of standard internet-browser.	Please list the business functions available to each category of desktop portal user.	BHEL staff, vendors, customers, etc. Multiple functions.
114	ONE-BHEL ERP Project Annexures _1 . PDF	Web Portals	Does the portal allow multiple portlets to be displayed	Could you please describe the portlets which must be displayed on the portal.	To be finalized during implementation.

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114	ONE-BHEL ERP Project Annexures _1 . PDF	Web Portals	Does the solution provide a tool for content management.	Please describe the business need for content management in this context.	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
115	ONE-BHEL ERP Project Annexures _1 . PDF	Mobility	The solution should support mobile application development and deployment for enterprise mobility.	Taking market penetration into consideration, the mobile applications will be provided on the Android platform only. Please confirm.	Refer relevant RFP section & Annexure for mobile applications.
20	Annexure #1 Functional Requirement Specifications	Engg/017	Embedded CAD-neutral and Web-based visualization of product information for all users to enable viewing, mark up and measuring of information generated by various 2D and 3D mechanical and electrical CAD and documentation authoring tools.	Is this information available on Web in current state?	Mainly, 2D data i.e. Engg. Drawings are generated using AUTOCAD. For 3D data i.e. solid models & plant isometrics, "Creo (Pro/E)", UG-NX and PDMS are also used. Autodesk Inventor is also used.
	Engg/004	General	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Kindly advice what all parameters are considered during Producibility analysis by BHEL	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.
	Engg/008	General	Ability to provide interface with technology group for feasibility & norm hours Provision to extract standard hours data from technological processes for tendering activity	Kindly advice what kind of interface is envisioned and what type of data in terms of hours is expected to be derived	Norm hours data shall be existing in ERP system. It should be available to Engg for Tendering purpose.
	Engg/014	General	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Kindly tell is there some content server/data repository tool already available	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
	Engg/017	General	Embedded CAD-neutral and Web-based visualization of product information for all users to enable viewing, mark up and measuring of information generated by various 2D and 3D mechanical and electrical CAD and documentation authoring tools --	Kindly advice which electronic CAD tool is currently being used , is the current mechanical CAD tool giving 3 CAD data also	Mainly, 2D data i.e. Engg. Drawings are generated using AUTOCAD. For 3D data i.e. solid models & plant isometrics, "Creo (Pro/E)", UG-NX and PDMS are also used. Autodesk Inventor is also being used.
	Engg/022	General	Ability to link Delivery date with L2 schedule	Kindly tell which delivery date is being referred to here , from vendor side or internal production side	Delivery date is in context of Engg documents completion for a particular PG of a project. Based on L2 schedule(agreed despatch date with customer) of different PGs of the project, these dates should be automatically calculated from the system.
	Engg/029	General	Ability to generate alerts/dashboard for updated/revised interface documents.	What are the interfaces we are referring here?	Interface documents are those documents which are generated by one department / sister units and used by other department / sister unit. For a project, facility must be available to upload/ update the documents/ data and facility to view on dashboard must be available. Details to be decided during BBP preparation
	Engg/031	General	Ability to raise and store all the queries and their replies related to a work order to be stores in the system	Which work orders are referred here	Whena customer awards an order to BHEL a unique no. is allotted for taking up all manufacturing action. This is called work order no. It is project specific.
	Engg/032	General	Ability to generate alert related toMDL(master document list) to be addressed to concerned department as defined in the MDL	Kindly tell what kind of alerts are we taking of here?	Information availability to the concerned as notification (email/ dashboard/sms etc.)
	Engg/041	General	Ability to generate drawing requirement of a project	Kindly tell what is meant by drawing requirement	Drawings for a project can be listed from the system. Requirement schedule of documents needs to be planned automatically as per L2 delivery date. Alert shall be generated on completion of each schedule.
	Engg/053	General	Ability to generate Erection & Commissioning document from Master List.	Pls explain / share the current template of Erection and commissioning document . What is meaning of master list from BHEL perspective	System should facilitate to select a subset of drawing for a project to generate a project specific list from MDL (Master document list).

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	Engg/076	General	Ability to integrate with external drawing management system	Kindly tell which drawing management system is this , is this Auto CAD?	ERP should be able to interact with DMS of other sister units.
	Engg/077	General	Ability to carry out Sensitivity Analysis on Project Cost based on various cost drivers. Linked to various changes that can affect costs like salaries, timelines, new activities coming from changes in Project classification or nomenclature	Pls explain what is performed in Sensitivity analysis from BHEL business perspective	It is comparison of estimated costs Vs actual expenditure.
	Engg/083	General	Development , updation & Management of software , programs & tools used in engineering are to be covered	Kindly tell which software, programs and tools is referred here? Pls elaborate the process	System should provide facility to update source programs in Fortran, basic etc for design calculations.
	Engg/084	General	Ability to Link MBOM to multiple work orders in a project/ across projects at a time for WBOM creation.	Kindly give details of all kind of BOMs & what kind of synchronization is needed	BOM - Engineering Data CBOM - Engineering & Technology Data Drawing Compilation - All Drawing of a WO Material Compilation - All material of a WO. Any change required should be able to implement across work orders on selective basis
	Engg/087	General	Attestation indication shall flow from Material Master to BOM	Kindly tell whats meant by Attestation ? Please elaborate the requirement	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
	Engg/089	General	Ability to generate Alerts- with reference to Work Order for Performance Guarantee testing	Kindly explain whats the performance guarantee testing process here? How outputs will be mapped with the alerts?	Performance Guarantee testing shall be done off-line. Facility should be there to record the information and alert must be generated for concerned agencies.
	Engg/090	General	Ability to integrate with Site operation management system	Kindly tell whats site operations system? Is it a legacy system and what level of interfacing is expected	All owners project site operations to be mapped in the ERP system
	Engg/092	General	Ability to generate alert for issue of development indent.Recommendation to be stored in the system against Registration Number.	Kindly tell whats an development indent. Please elaborate the process	It is development of new vendor for an item / component. A committee decides an indent to be raised under the name development indent. There is a time frame for this. So an alert in the form of email is to be generated. Same is the case with BOI (Items directly despatched to the customer by vendor) also.
	Engg/093	General	Raising/ amendment/ cancellation of Indents As Applicable	please laborate the process.	Facility to make changes in the indent. Should be a part of normal indenting process.
	Engg/096	General	Ability to generate material list of a CBOM	Please explain the process and requirement in detail. Also explain the relationship between CBOM and other BOMS	CBOM is Combined BOM where both Engg & Technology data is available. Material list of a CBOM is requirement of raw material of a CBOM / group of CBOMs. Material compilation must also be available for a project.
	Engg/111	General	Separate identification required for IBR, ASME, etc. in the system	Please explain the expectation in detail	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
	Engg/114	General	Ability for Online filing of Intellectual Property Rights	Kindly explain this requirement in more detail	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
	Engg/124	General	Ability to generate MIR	Kindly tell whats MIR. Please provide sample template	MIR Stands for Management Information Reports (like Status of Project Information Report, Monthly progress report of project/ dept, R&D expenditure etc). Templates shall be provided during BBP phase.
	Engg/125	General	Ability of generate reminder for timely MIR submission	Kindly tell what kind of reminders are needed on which parameters? Please elaborate the process	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
	Engg/130	General	Facility to Create a centralized Company Innovation bank at Corporate Level	Is there any online/offline feature of Company Innovation bank currently , what all is needed to be captured in that and who all will have access to it	Currently information is stored manually. This is to be mapped in ERP solution.

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	Engg/133	General	Capability to track the Day to day progress of KBE projects initiated by different units for different products. The ARP should be able to review/ provide comments on the daily tracker.	Pls explain the proces in detail	it is progress report on daily basis about progress of project in comparison to planned activity. Data should be available to other units for review.
FRS		Engineering	General: Engg / 004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.
FRS		Engineering	General: Engg / 011	Ability to calculate Estimated Factory Cost as per the inputs provided	EFC constitutes Direct (Man, machine, Material), Indirect and overheads.
FRS		Engineering	General: Engg / 011	Product schedule manufacturing completion forecast	Reason for unsuccessful tender to be recorded.
FRS		Engineering	General: Engg / 014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
FRS		Engineering	General: Engg / 016	Support for product structure management to enable the management of product configurations as they are created and manipulated, including automated capture from CAD models	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint. Autodesk Inventor, Creo-parametrics, Nx
FRS		Engineering	General: Engg / 024	Ability to interface with design calculation	Refer annexure 3 of RFP
FRS		Engineering	General: Engg / 025	3D based collaborative system is required to merge electrical, wiring and mechanical designs	Presently, WRENCH Enterprise is in usage for Design documents (2D data) e.g. drawings, product standards, etc. An enhanced Product data management system, which shall also include 3D data, is in review.
FRS		Engineering	General: Engg / 028	Ability to generate Product wise pre-defined check list.	A list of documents (like technical offer details, write ups, some outline drgs etc) to be submitted against a tender is prepared. System should be able to cross check the documents being forwarded to different agencies before actual submission against the checklist

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FRS		Engineering	General: Engg / 034	Ability to incorporate amendments to design Memo in the system	When an order is received from customer , then design requirements (technical data, Purchaser requirements communication etc- PRC) is issued to various sub sections in an engineering department for starting design work. Several post award contract meeting are also held with customer / interfacing departments or units within BHEL. If some modification is required in product design then an amendment to earlier issued 'design memo' is released. System should be able to track and keep records of these changes. ERP should have Document Management System
FRS		Engineering	General: Engg / 048	Ability to have standard Product Group Main Assembly (PGMA) templates for different types of product available online with Updating provision & Alert facility	PGMA is a unique 5-digit no. which identifies the product unique part.
FRS		Engineering	General: Engg / 055	Ability to allow the user to easily organize and structure the product information including parts, designs, drawings etc.	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 056	Ability to auto-generation drawing number based on BHEL drawing number	Drawing number generation is not required in Wrench. At present, this facility is available in business application in Oracle. ERP should have this facility. The generated number is used in creating BOMs
FRS		Engineering	General: Engg / 057	Ability to have interface with existing drawing server for uploading and high speed printing	This facility is not required for units having their own DMS solutions like Wrench.
FRS		Engineering	General: Engg / 060	Ability to update Revision number in List of drawings for all work order	Drawing number is generated in Business application and stored in database. The number is used to create Drawings and store in in Vault/ DMS system. Business applications use the same drawing number stored in database for creation of BOM/CBOM. As and when revised drawing is submitted in vault/DMS, a revision number is updated in database against this drawing number
FRS		Engineering	General: Engg / 062	Ability to provide information (in the right format) relating to product design and size/capabilities/configuration of engineering team from the units should be available to all concerned stakeholders in BHEL.	Yes. Format means basic template in which data are to be filled. Format to be decided during execution.
FRS		Engineering	General: Engg / 076	Ability to integrate with external drawing management system	ERP should be able to interact with DMS of other sister units.

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FRS		Engineering	General: Engg / 082	Design change Note (DCN) process to be linked with drawing and 3D modles	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 087	Attestation indication shall flow from Material Master to BOM	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
FRS		Engineering	General: Engg / 091	Ability to integrate training calender for better planning by the Engineering department	BHEL has training centres at some of the units where the training calenders are available. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
20	General	Engg/014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Kindly tell is there some content server/data repository tool already	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
25	General	Engg/114	Ability for Online filing of Intellectual Property Rights	Kindly explain the expectations around IPR management. Or can it be assumed that BHEL only wants a system to file IPR's only.	To include, if detailed in RFP.
25	General	Engg/130	Facility to Create a centralized Company Innovation bank at Corporate Level	Is there any online/offline feature of Company Innovation bank currently , what all is needed to be captured in that and who all will have access to it	Currently information is stored manually. This is to be mapped in ERP solution.
20	General	Engg/004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Kindly advice what all parameters are considered during Producibility analysis by BHEL	Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure.
23	General	Engg/083	Development , updation & Management of software , programs & tools used in engineering are to be covered . System should update the source programs in fortran , basic etc	Does BHEL expect ERP Software to do program updation of other softwares like Fortran and basic.	System should provide facility to update source programs in Fortran, basic etc for design calculations.
14	1.2 Business Processes at BHEL	1.2.1 BHEL Overall Process Flow	Release of design documents – The design documents are finally released for manufacturing & procurement by BHEL units, civil and structural works, erection & commissioning and procurement of Balance of Plant (BOP)	For BOP, is maintenance done by BOP provider/package or is it owned by the PEM Division? If it is done by the BOP provider, then, are there any systems for the BOP provider that the proposed solution needs to integrate with?	It is expected that BoP systems may be integrated with project network.
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	General question	In what system are the business documents stored currently? Is it necessary to migrate these documents to the target DMS?	Major manufacturing divisions have their own DMS. Proposed DMS solution shall have facility to interface with the existing DMS softwares of BHEL
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	Interface with industry standard PLM and collaboration software.	What collaboration software must be integrated with DMS?	To be shared later with successful bidders.
113	ONE-BHEL ERP Project Annexures _1 . PDF	Document Management	General question	Is it necessary to scan and index paper documents for uploading to the DMS?	Mostly it will be necessary.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
FRS		Engineering	General: Engg / 004	Ability to carry out Producibility Analysis in certain cases in consultation with Product Engineering & Operations. Reasons for rejection to be captured for analysis	Manual. Reason for unsuccessful tender to be recorded. It is comparison of estimated costs Vs actual expenditure. No
FRS		Engineering	General: Engg / 011	Ability to calculate Estimated Factory Cost as per the inputs provided	EFC constitutes Direct (Man, machine, Material), Indirect and overheads.
FRS		Engineering	General: Engg / 011	Product schedule manufacturing completion forecast	Yes Yes
FRS		Engineering	General: Engg / 014	Repository for storing and retrieving digital product data model and (BOM, documents, component attributes, drawings and models, schematics, software modules, specifications, data sheets and revision history)	Yes, data is already available in different Repository server. Suitable interface to be provided for data retrieval.
FRS		Engineering	General: Engg / 016	Support for product structure management to enable the management of product configurations as they are created and manipulated, including automated capture from CAD models	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
FRS		Engineering	General: Engg / 024	Ability to interface with design calculation	Refer annexure 3 of RFP
FRS		Engineering	General: Engg / 025	3D based collaborative system is required to merge electrical, wiring and mechanical designs	Coverage of major function is indicated in FRS. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
FRS		Engineering	General: Engg / 028	Ability to generate Product wise pre-defined check list.	A list of documents (like technical offer details, write ups, some outline drgs etc) to be submitted against a tender is prepared. System should be able to cross check the documents being forwarded to different agencies before actual submission against the checklist

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
FRS		Engineering	General: Engg / 034	Ability to incorporate amendments to design Memo in the system	When an order is received from customer , then design requirements (technical data, Purchaser requirements communicatiobn etc- PRC) is issued to various sub sections in an engineering department for starting design work. Several post award contract meeting are also held with customer / interfacing departments or units within BHEL. If some modification is required in product design then an amendment to earlier issued 'design memo' is released. System should be able to track and keep records of these changes. ERP should have Document Management System
FRS		Engineering	General: Engg / 048	Ability to have standard Product Group Main Assembly (PGMA) templates for different types of product available online with Updating provision & Alert facility	PGMA is a unique 5-digit no. which identifies the product unique part.
FRS		Engineering	General: Engg / 055	Ability to allow the user to easily organize and structure the product information including parts, designs, drawings etc.	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 056	Ability to auto-generation drawing number based on BHEL drawing number	Drawing number generation is not required in Wrench. At present, this facility is available in business application in Oracle. ERP should have this facility. The generated number is used in creating BOMs
FRS		Engineering	General: Engg / 057	Ability to have interface with existing drawing server for uploading and high speed printing	This facility is not required for units having their own DMS solutions like Wrench.
FRS		Engineering	General: Engg / 060	Ability to update Revision number in List of drawings for all work order	Drawing number is generated in Business application and stored in database. The number is used to create Drawings and store in in Vault/ DMS system. Business applications use the same drawing number stored in database for creation of BOM/CBOM. As and when revised drawing is submitted in vault/DMS, a revision number is updated in database against this drawing number
FRS		Engineering	General: Engg / 062	Ability to provide information (in the right format) relating to product design and size/capabilities/configuration of engineering team from the units should be available to all concerned stakeholders in BHEL.	Yes. Format means basic template in which data are to be filled. Format to be decided during execution.
FRS		Engineering	General: Engg / 076	Ability to integrate with external drawing management system	ERP should be able to interact with DMS of other sister units.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
FRS		Engineering	General: Engg / 082	Design change Note (DCN) process to be linked with drawing and 3D modles	WRENCH is not available in all locations. The proposed solution should contain storage of all drawings
FRS		Engineering	General: Engg / 087	Attestation indication shall flow from Material Master to BOM	Attestation such as third party certification like ASME etc, IBR certification requirement indication in material master against material to flow to bill of material
FRS		Engineering	General: Engg / 091	Ability to integrate training calender for better planning by the Engineering department	BHEL has training centres at some of the units where the training calenders are available. The detail As Is will be shared at the time of project starting to the successful bidder for incorporating in the business blueprint.
Page 14	ONE-BHEL ERP Project Annexures _1 . PDF	Engg/024	Ability to interface with Design calculation.	what entity needs to be interfaced with Design calculations ?	To be provided later.
	Comm/020	Pre-Tender	Provision for online availability of information on DD/CHQ etc.	Need Clarity on requirement	Records pertaining to payments at pre-tender stage to be available online
	Comm/027	Pre-Tender	Ability to integrate with market intelligence units is expected. --	What kind of integration & market intelligence	Standard practices related to market intelligence at pre-tender stage
	Comm/051	Review of tender docs	Ability to compare and analyse technical/commercial offers.	What kind of comparison	Comparative statements of different vendors should be made centrally available
	Comm/055	Review of tender docs	Ability to generate alert for repeat designs.	what is business scenario of repeat designs	For reusability of stored design specifications from central repository, alerts may be generated to show details of similar executed projects.
	Comm/085	Preparatio of offer	Provision to generate all offers with reference to particular clause of tender.	what is business scenario	It is normal tender procoess. Detailing will be done with successful bidder
	Comm/099	Preparatio of offer	Provision to submit offer through system	The submission of offers can be done on clients system	Online prepration of offers and linkage to customer submission portal where ever possible.
	Comm/111	Post offer	Ability to generate unique CCN and allotment of CPC.	What is CCN & CPC	Unique customer contract number(CCN) for each Customer contract through each business sector. Unique customer project code(CPC) for each new project.
	Comm/120	Post offer	Ability check and notify on missing documents.	Requirement not clear	Checklist against submission of an offer.
	Comm/134	Post offer	Provision for uploading Critical to Quality online against which monitoring can be performed.	what is business scenario for critical to quality	Provision for creation of master list of items critical to quality.
	Comm/136	Post offer	Provision for Price master data.	What kind of price master data and where this data is to be consumed. The price master is available in offer. All offer is available whith price.	To view the material rates for estimating cost consequences in case of replacement supplies
	Comm/149	Post offer	Ability to link with Debtor Management System	IS debtor management a separate system which needs interface. Debtor here refers to the customer	Debtors management is covered in finance module. Debtors here means obligatory payments by the customer.
	Comm/166	Post order commercial	Ability to identify Package and lock package list.	What is the business scenario	Integration of engineering design of equipment with list of shipping items, once this shipping list is finalised by design group it should not be allowed to change during dispatch.

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	Comm/168	Post order commercial	Ability to make available external dimensions of package and gross weight.	Where this data to be made available? What will be the basis of calculations	Linking of package dimensions/weight with shipping list as decided by the engineering module. This data will be used in <u>packaging/ transportation process.</u>
	Comm/180	Post order commercial	Provision to have checkpoints for Billing break up in case of away center fabrication, BOI, Mfg. items.	Pls give details of the business scenario	Provision to identify away center fabrication, BOI, Mfg. items in billing break up. Billing to be allowed only on completion of all <u>items listed under billing break up unit</u>
	Comm/183	Post order commercial	Ability to generate alerts on contract allocation price	What is contract allocation price pls specify the business scenario	Provision for raising alerts if the contract price is getting exhausted and still there are pending despatches/billing.
	Comm/184	Post order commercial	Provision for Customer internal code number in despatch documents	What is customer internal coide namber? How it is derived?	CCN and CPC will suffice.
	Comm/187	Post order commercial	Ability to take care of variations in asking rate and current rate.	Pls give details of the business scenario. What is meaning of asking rate & current rate and for what <u>items</u>	Provision to store exchange rate variations at the time of PO and billing. Buying and selling rates for all currencies as on <u>date</u>
	Comm/190	Project Management	Ability to create conditional records.	Please provide example Condition records examples	will be covered in project management module.
	Comm/220	Project Management	Ability to raise MDR	What is MDR	Material discrepancy report. Project Sites should be able to generate MDRs and the same to be captured in the system.
	Comm/223	Project Management	Ability to track diversion of orders to be tracked through system	Pls give details of the business scenario	Ability to store consignee revision till final shipment. Source and destination orders should be stored for tracking and <u>monitoring</u>
	Comm/224	Project Management	Provision for Meeting Management portal	Please share the expectation in detail	Refer HR module.
	Comm/231	Project Management (Site coordinatin)	Provision for site/regions' feedback for erectability analysis	What is erectability analysis	Service to be given to site for prioritising despatches of pending items.
	Comm/234	Project Management (Site coordinatin)	Ability to track status of issue of MDCC	What is MDCC, why interface is required	Material Despatch Clearance Certificate to be issued by customer for despatch clearance. (uploading & record <u>keeping</u>). Linking of MDCC to the shipping list is required.
	Comm/235	Project Management (Site coordinatin)	Ability to generate MRC	What is MRC	Material receipt certificate, service to be given to site to generate MRC on receipt of physical material. Link MRC with <u>MRC invoice generation</u>
	Comm/236	Project Management (Site coordinatin)	Ability to intimate on Insurance to insurance agencies on despatch.	How the intimation is required, thru mail , notification or pls specify requirement in detail	Intimation to insurance agencies through email on material despatch from factory.
	Comm/254	Project Management (Site coordinatin)	Ability to send inputs for FQP to regions online.	What is FQP	Field Quality Plan, To be handled when ERP is rolled for sectors/regions
	Comm/257	Project Management (Site coordinatin)	Ability to generate erectability analysis report with inputs from site online.	What is erectability analysis	Refer point No. Comm/231
	Comm/258	Project Management (Site coordinatin)	Ability to generate SAR, CAR online.	What is the content of these reports, please share detailed info	Refer to quality module.
	Comm/263	Project Management (Site coordinatin)	Ability to track NS-3 Work Orders (Replacements at BHEL cost) and its cost implications.	What are NS-3 WO, and pls specify the business scenario	NA
	Comm/265	Project Management (Site coordinatin)	Web interface.	Pls specify the requirement in detail as the requirement can fundamentally change the architecture of the solution. What kind of interface is expected	Reports should be made available to all offices throughout India on VPN. Should be light weight enough to download smoothly.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	Comm/266	Project Management (Site coordinatin)	Ability to conduct management committee meeting(MCM) operations/projects review online.	Pls specify the requirement in detail	will be covered in project management module.
	Comm/269	Project Management (Site coordinatin)	Ability to Post Force Majeure conditions online	Is it a document record to be kept in a central location or please specify the requirement	To intimate Force majeure information online.
	Comm/270	Project Management (Site coordinatin)	Ability to interact with sites on grievances	What kind of interaction is expected, pls give detailed requiremnt	Customer complaint module to be integrated with commercial and quality module of ERP.
	Comm/280	& customer visit	Ability to make available Materials, indices, overhead rate through system.	What kind of indices and in what business sceanrios	Provision for storing price variation and exchange rate indices
	Comm/283	Billing & cash collection	Ability to show contracts that will get affected due to external changes in PVC indices.	What is PVC indices	Provision in the system to record changes in the billing value due to revision in price variation index.
	Comm/290	Billing & cash collection	Online Annexure required for PVC/ERV invoice.	What is PVC/ERV indices	Provision in the system to record changes in the billing value due to revision in Exchange rate variation.
	Comm/291	Billing & cash collection	Online DB details required for MRC annexure.	What is DB detail & what is MRC?	Material receipt certificate, service to be given to site to generate MRC on receipt of physical material.
	Comm/297	Billing & cash collection	Ability to make available Invoice Verification details from customer.	What details are required in what format. Do you have a standard protocol layout for invoice verification from customers	Integration of MRC invoice generation service with physical material despatch so that the MRC bill can be verified(O.K.) by customer and integration with BHEL debtor management system.
	Comm/299	Billing & cash collection	Ability to generate alerts on missing/left out invoices.	what logic can be provided to identify missing invoices, pls specify business scenario	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
	Comm/303	Billing & cash collection	Ability to generate PVC bill.	What is PVC bill	will be covered automatically in Finance module.
	Comm/308	Billing & cash collection	Ability to track consignments after despatch LR wise using DB number	What is meaning of LR wise & what is DB number	mismatch report showing despatches with are not entered in DB(key is LR NO.). Day Book Register entries at site Vs the items despatched.
	Comm/312	Billing & cash collection	Ability to generate MRC invoicing automatically.	what is MRC invoicing	will be covered automatically in Finance module.
	Comm/313	Billing & cash collection	Ability to trigger Freight invoice once MRC billing done	what is MRC invoicing	will be covered automatically in Finance module.
	Comm/317	Billing & cash collection	Ability to allocate advance according to orders for spares.	Pls specify the requirement in detail	Will be covered automatically during finalisation of contract terms(post offer) and creation of billing breakup in the ERP module.
	Comm/332	despatch	Ability to perform Vehicle planning and allocation of business.	Are these owned vehicles and will there be internal charging? Is there a requirement for capturing utilization, performance, proiductivity analysis for these vehicles. Is there a requirement to optimize the vehicle allocation	Not owned, Logistics planning, business value allocated/consumed to each transporter is to be recorded in logistic module.
	Comm/333	despatch	Ability to track vehicles.	Is its GPS tracking or functional location tracking else pls specify	any solution which will provide day to day position of high value consignment.
	Comm/337	despatch	B/E print out and TR6 Challan print out from customs	Pls detail the expectation . Please share the formats for all challans	This is customs clearance related activity. Detailing will be done with successful bidder
	Comm/346	Post COD reconciliation	Ability to capture synchronisation event details.	Pls give details of the business scenario. As the requirement looks very generic and business connotation is missing	various milestones during erection and commissioning as agreed during contract finalisation to be linked with deferred(post supply) billing system.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	Comm/357	Post COD reconciliation	Ability to disable post closing MDR,SAR,CAR.	Pls explain post closing of MDR, SAR, CAR. What is MDR, SAR, CAR	refer quality module.
	Comm/364	Post COD reconciliation	Provision for Project closure till archiving after closing the statutory audit requirements till minimum period of 8 years	The statutory audit report is linked to set of projects or individual. The audit report is duly signed and scanned report stored in document management system. Archiving should be done for projects => 8 years need clarification	Provision for contract closing system, Audit reports to be linked to set of projects and stored in document management system. Archiving may not be time based but project based.
Erection Commissioning	Commercial	1.3 Post Order Activities - Cash monitoring & follow up	Online facility to prepare Project wise Target Outstanding Liquidation Plan.	What are the elements that is expected as part of the Outstanding Liquidation plan by project.	will covered in project management system.
Commercial	Annexure 1 Functional Requirement Specification	Comm/171	Ability to transfer approved L2 network.	More information needed - transfer to where?	will covered in project management system.
Commercial	Annexure 1 Functional Requirement Specification	Comm/246	Ability to match the data to meet the target for operation review.	What data needs to be matched, what are the data formats and content of the formats which are used for operation review or other functions	will covered in project management system.
Commercial	Annexure 1 Functional Requirement Specification	Comm/346	Ability to capture synchronisation event details.	What details need to be captured	covered in Comm/346
Annexure1 Functional Requirement Specification	TAB - Commercial	COMML/318	Ability to handle despatch programme for Projects and despatch management	1. By Despatch programme , Does this imply freight budgetting for the projects , that gets integrated with overall project budget 2. Will this involve Multi Horizon Planning i.e Planning over a horizon of Yearly, Quarterly, Monthly for capacity commitments vehicles, and vehicle types from Transporters	To be detailed during implementation.
Annexure1 Functional Requirement Specification		COMML/330	Ability to perform Transporter performance evaluation online	1. How is it measured and communicated 2. Should the transporter performance based on the KPIS influence the operational planning or decisions dynamically. Eg. Transporter A by virtue of being the low cost and share of business may get awarded the load vis-a-vis Transporter B, qualified to fulfill the requirement. In case the performance benchmark of B is better than A based on a Key performance metric, should it influence the operational planning dynamically?	Based on parameters defined in standard logistics solution in ERP.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
Annexure1 Functional Requirement Specification		COMML/332	Ability to perform Vehicle Planning and allocation of Business	Kindly Explain the carrier selection, planning, scheduling, and optimization process. 5. Does Dimension of the cargo influence the planning process (Over Dimensional cargo) 1. Describe methodology and criteria for routing decisions and carrier selection. 2. What modes of transportation do you utilize out of your facilities? Does this differ by facility? How many carriers do you have (by mode)? Break truck into TL, LTL, and Bulk. 3. Are there any soft and hard constraints that impact and influence the vehicle planning viz. Vehicle restrictions for type of vehicle during a period of the day 4. Does dimension of cargo influence the priority or constraints in planning process 5. How dynamically is the allocation of Business with	Based on parameters defined in standard logistics solution in ERP.
Annexure1 Functional Requirement Specification		COMML/343	Ability to generate mail trigger for over dimension over cargo	1. Explain the process . Is this a result of the planning process	Based on parameters defined in standard logistics solution in ERP.
Annexure1 Functional Requirement Specification		COMML/325	Ability to link Despatch planning with Shop planning for over dimension	1. At what point in the process are orders provided to logistics for transportation planning 2. Will Transportation planning output influence other planning process viz. S&OP and production process	Based on parameters defined in standard logistics solution in ERP. Manufacturing BOM to be inline with Shipping list.
106	Commercial	Comml/288	Provision for Supplementary invoices	What are Supplementary Invoices?	NA
107	Commercial	Commercial	Provision for Package Planning, transportation, and space.	What provisions are required for Package Planning, transportation, and space?	Based on parameters defined in standard logistics solution in ERP. Sequential despatches and shipping plan
107	Billing & cash collection	Comml/317	Ability to allocate advance according to orders for spares.	Standalone statement as mentioned is difficult to interpret. Kindly elaborate the requirement.	repeat
Erection Commissioning	Commercial	1.3 Post Order Activities - Cash monitoring & follow up	Online facility to prepare Project wise Target Outstanding Liquidation Plan.	What are the elements that is expected as part of the Outstanding Liquidation plan by project.	repeat
Commercial	Annexure 1 Functional Requirement Specification	Comml/171	Ability to transfer approved L2 network.	More information needed - transfer to where?	repeat
Commercial	Annexure 1 Functional Requirement Specification	Comml/246	Ability to match the data to meet the target for operation review.	What data needs to be matched, what are the data formats and content of the formats which are used for operation review or other functions	repeat
Commercial	Annexure 1 Functional Requirement Specification	Comml/346	Ability to capture synchronisation event details.	What details need to be captured	repeat
Annexure1 Functional Requirement Specification	TAB - Commercial	COMML/318	Ability to handle despatch programme for Projects and despatch management	1. By Despatch programme , Does this imply freight budgetting for the projects , that gets integrated with overall project budget 2. Will this involve Multi Horizon Planning i.e Planning over a horizon of Yearly, Quarterly, Monthly for capacity commitments vehicles, and vehicle types from Transporters	repeat

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
Annexure1FunctionalRequirementSpecification		COMML/330	Ability to perform Transporter performance evaluation online	1. How is it measured and communicated 2. Should the transporter performance based on the KPIS influence the operational planning or decisions dynamically. Eg. Transporter A by virtue of being the low cost and share of business may get awarded the load vis-a-vis Transporter B, qualified to fulfill the requirement. In case the performance benchmark of B is better than A based on a Key performance metric, should it influence the operational planning dynamically?	repeat
Annexure1FunctionalRequirementSpecification		COMML/332	Ability to perform Vehicle Planning and allocation of Business	Kindly Explain the carrier selection, planning, scheduling, and optimization process. 5. Does Dimension of the cargo influence the planning process (Over Dimensional cargo) 1. Describe methodology and criteria for routing decisions and carrier selection. 2. What modes of transportation do you utilize out of your facilities? Does this differ by facility? How many carriers do you have (by mode)? Break truck into TL, LTL, and Bulk. 3. Are there any soft and hard constraints that impact and influence the vehicle planning viz. Vehicle restrictions for type of vehicle during a period of the day 4. Does dimension of cargo influence the priority or constraints in planning process 5. How dynamically is the allocation of Business with	repeat
Annexure1FunctionalRequirementSpecification		COMML/343	Ability to generate mail trigger for over dimension over cargo	1. Explain the process . Is this a result of the planning process	repeat
Annexure1FunctionalRequirementSpecification		COMML/325	Ability to link Despatch planning with Shop planning for over dimension	1. At what point in the process are orders provided to logistics for transportation planning 2. Will Transportation planning output influence other planning process viz. S&OP and production process	repeat
	General	Ability to generate automatic reminders to commercial /customer.		In many of the requirements, automatic reminders, alerts are expected from the system. Are we expecting workflows for these alerts and reminders	YES
69	FIN/001 (Annexure 1)			Budgetary expenditure we assume you are referring to both Revenue and Capital expenditure. Pls confirm.	Yes Budgetary Expenditure refers to both revenue & capital expenditure incl finance lease.
72	Fin/010(Annexure 1)			Explain in details about the excise reco and turnover reco process.	In addition to corporate issued accounts codes some additional codes within same classification are used at unit level for control purposes which gets merged to codes issued by CO. eg. CO code "2520 CENVAT credit receivable account-Revenue" In Bhopal at Unit level additional code "2528 Education Cess on Revenue " is operated for booking education cess which is finally merged with 2520. Similarly code "2748 Sundry Creditors-Agency Commission" is operated at unit level & gets merged to Corporate code "2741 SUNDRY CREDITORS- REVENUE FOREIGN"

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
137	Fin/011(Annexure 1)			Explain - ability to make inter unit allocations through interfaces.Please specify the units and interfaces required	In addition to corporate issued accounts codes some additional codes within same classification are used at unit level for control purposes which gets merged to codes issued by CO. eg. CO code "2520 CENVAT credit receivable account-Revenue" In Bhopal at Unit level additional code "2528 Education Cess on Revenue " is operated for booking education cess which is finally merged with 2520. Similarly code "2748 Sundry Creditors-Agency Commission" is operated at unit level & gets merged to Corporate code "2741 SUNDRY CREDITORS- REVENUE FOREIGN"
73	Fin/023(Annexure 1)			Detail explanation required on Provision for separate module for cost plus contracts with facility to transfer cost to be evolved	In Bhopal Plant card is a document issued by concerned agency on succesful erection & commissioning of capital items. The capital items are capitalised in books based on <u>commissioning date in plant card.</u>
2	Fin/032(Annexure 1)			What is Product Material Directory? Are you refeering to Material master list?	In Bhopal Plant card is a document issued by concerned agency on succesful erection & commissioning of capital items. The capital items are capitalised in books based on <u>commissioning date in plant card.</u>
2	Fin/033(Annexure 1)			Please clarify statement below- System should be able to pick up norms hours from <u>Technology against Sub-contract items</u>	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
3	Fin/034(Annexure 1)			Please clarify below statement- Provision for entering Techno Commercial Memorandum of Understanding for a Product material category(PMD). Memorandum of Understanding(MoU) document to be generated with validity, item wise or vendor wisein the system.	In addition to corporate issued accounts codes some additional codes within same classification are used at unit level for control purposes which gets merged to codes issued by CO. eg. CO code "2520 CENVAT credit receivable account-Revenue" In Bhopal at Unit level additional code "2528 Education Cess on Revenue " is operated for booking education cess which is finally merged with 2520. Similarly code "2748 Sundry Creditors-Agency Commission" is operated at unit level & gets merged to Corporate code "2741 SUNDRY CREDITORS- REVENUE FOREIGN"
3	Fin/049(Annexure 1)			What is purchase approval note /Rate Contract Approval Note? At what point of time do you want creation and <u>workflow?</u>	CORPORATE REQUIREMENT
4	Fin/078(Annexure 1)			How do u identified imported material seperately from domestically purchased material in inventory? do you <u>seprate material numbers currently?</u>	CORPORATE REQUIREMENT
5	Fin/108(Annexure 1)			Please clarify point below- Ability in the system to get the online data of DGFT to <u>be transferred in the system</u>	process shall be shared with successful bidder.
5	Fin/109(Annexure 1)			How do u track import inventory lying in port? Is there any legacy application for the same?	Exchange Earner's Foreign Currency (EEFC) Account. The payment >Rs. 50 Lakhs for a particular Bank and a particular currency in a day has to be paid through EEFC a/c (Foreign Currency A/c maintained by Corporate FSD) for which every Unit has to upload request with details of payment in Corporate FSD site in the link http://10.50.11.25/fcrs/index.jsp for release of payment through this a/c.
5	Fin/113(Annexure 1)			import clearance advice is forwarded to Import clearing houses or you have inhouse department for the same?	CORPORATE REQUIREMENT
	Fin/837	Treasury and Risk management	Ability to integrate Treasury function with electronic banking, finance processes. Improve liquidity	What is the current year revenue of BHEL and expected growth over next 5 years	process shall be shared with successful bidder.

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
	Fin/849	Treasury and Risk management	Ability to link the Hedging with credit facility.	What is the current Hedge volume of the treasury function of BHEL and expected growth rate over next 5 years	process shall be shared with successful bidder.
Unit Finance	Costing	Fin/061	Ability to reconcile material between cost and books.	Need to understand in requirement in detail.	process shall be shared with successful bidder.
Unit Finance	Costing	Fin/077	Provision for Pendency and other calculations.	Please explain the pendency and other calculations in detail.	process shall be shared with successful bidder.
Unit Finance	Costing	Fin/084	Ability to issue of Plant cards and it's account.	What are plant cards?Are they like Procurement-Cards or any other Corporate card? Is the plant card applicable across all the BHEL Units	process shall be shared with successful bidder.
Unit Finance	Costing	Fin/110	Ability to disburse expenditure as per parameters.	Can you explain the parameters?	process shall be shared with successful bidder.
Unit Finance	Account Payables	Fin/593		Please explain the requirement in detail	process shall be shared with successful bidder.
65	Direct Taxation	Fin/019	Ability to find Production Order Cost based on Moving average method, weighted average, first in first out(FIFO) etc	Does this mean the finished product coming out of the Production Order will be valued in all these methods?	process shall be shared with successful bidder.
66	Finance Establishment	Fin/032	Ability to support integrated accounts in costing & finance arrival	What is costing & finance arrival?	process shall be shared with successful bidder.
72	Costing	Fin/099	Ability to generate report of PFR and FG.	What is PFR?	process shall be shared with successful bidder.
73	Costing	Fin/121	Ability to perform retrospective revision of rates.	Does retrospectively imply revision of rates for closed financial periods also?	process shall be shared with successful bidder.
90	Account Payable	Fin/581	Ability to process PSL in real time basis	What is PSL?	process shall be shared with successful bidder.
91	Account Payable	Fin/598	Ability to have proper linkages to be established in the system for accountal of MWF with respect to source / destination / storage location (vendor)	What is MWF?	process shall be shared with successful bidder.
95	General Ledger	Fin/756	Ability to maintain multiple chart of accounts if required in the case of different plants.	Chart of Accounts to be assigned to different plants.	process shall be shared with successful bidder.
		Fin/802	Provision for user defined suspense codes.	What is meant by suspense codes?	process shall be shared with successful bidder.
97	Treasury and Risk management	Fin/837	Ability to integrate Treasury function with electronic banking, finance processes. Improve liquidity	What is the current year revenue of BHEL and expected growth over next 5 years	Name & Address of Manufacturing factory,No and date of invoice/gatepass under which which duty has paid(if can be ascertained),Description and variety of goods,No. of packages and indentifying marks on the packages received,Name and address from whom goods received,quantity as shown in the invoice,Quantity received,Work order no,Lr no through which material is received,Remark
98	Treasury and Risk management	Fin/849	Ability to link the Hedging with credit facility.	What is the current Hedge volume of the treasury function of BHEL and expected growth rate over next 5 years	process shall be shared with successful bidder.
14	1.2 Business processes at BHEL	Finance	Costing	What is the costing method that currently being used by BHEL? Is it same across the business units?	On completion of service activity at site a certificate is generated for the completion of job duly authenticated by site representative, unit representative and customer. The same is used for billing and realisation of cash
70	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/039	Ability to calculate Labor Rates	Does BHEL use 'Standard' Labor Rates or are these derived from Payroll ?	Standard Labor rates.
72	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/101	Ability to link FG for GDPB with sales / billing system.	What does GDPB stand for & can the process be explained in brief pls?	In case of review subsequent to processing and before approval the system should provide for cancellation of invoice based on the merits of the case

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76	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/219	invoice online based on DAN	What does "DAN" signify ?	1) On the basis of Import_Indigenous indicator which is defined in the system where 1, 3, 4 is termed as Imported and 2 is denoted as Indigenous. There is no separate material classification for Imported and Indigenous inventory. They are separately identified by indicator as explained in above. DAN: Despatch Advice Note
78	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/292	Ability to link repairs d.o.s. with D-3 register ?	What does DOS signify ? What information is shown on a d-3 register ?	The Imported inventory lying in Port has been tracked through online CS & IT system maintained by BHEL Corporate Informatics Centre where status of consignment has been updated on real time basis by different agencies of BHEL and CHA i.e. Custom house agents appointed by BHEL.
80	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/325	Ability to generate Engineers certificate (protocol)	Can the requirement be explained pls ? Does it relate to subcontractor's work certification : if yes, what has protocol to do with it ?	PSL: PSL means priced stores ledger. PSL is basically working as intermediary agency for consolidation of receipt data and issue data of inventory from indigenous purchase (IP) (receipt), foreign purchase (FP) (receipt) and BIN (issue i.e stores). PSL is basically doing inventory valuation at the end of period.
87	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/505	Requirement header line missing	Requirement header line missing	Present System: At present PSL is batch processing systems which collects data from various agencies at the end of every month and do the inventory valuation on average rate basis. 1. Indigenous SRV's are priced by IP section. 2. Foreign Purchase SRV's are priced by FP section. 3. Bin is an online system in which all transactions are posted and processed on daily basis. BIN maintains only quantitative details of inventory. 4. At the end of every month PSL fetches priced receipt data transferred from IP & FP section. Also fetches issue data from BIN for that particular month. Based on SRV's average rate is calculated for a particular material code and on that rate issue documents are priced. 5. Based on the average rate calculated closing inventory is valued. 6. In PSL system inventory is maintained both quantitatively and value wise. Required System: It is required that PSL should also be an online system in which SRV priced by IP and FP should be automatically updated in PSL on real time basis as and when priced PLUS issue data as and when posted in BIN system should be valued in PSL on the rate calculated. That means closing inventory should be valued on daily basis.
90	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/581	Ability to process PSL in real time basis	What is PSL : can be requirement be explained in Brief ?	Material with single lot value is despatched by vendor in knocked down condition. Provision to be made available to capture the individual quantities and values of the same in terms of each knocked down unit
91	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/625	Ability to link with e-auction service provider	What is the high level business data that need to be sent /rcvd from auction service provider ?	Sample copy enclosed in separate word file which may please be seen for details of information to be displayed. Details of the format are to be filled-up from Bank details and payment module.
93	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/690	Ability to generate A1/A2 form	What information is to be displayed on these formats ?	MWF means material with fabricators. I.e., vendors working on the free issue material supplied by BHEL. System to have facility to capture the location of material with vendor and the location to be supplied to after completion of work by vendor

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93	ONE-BHEL ERP Project Annexures _1 . PDF	FIN/691	Ability to generate EEFC request	What is an EEFC request: can be business process be explained in brief pls?	Exchange Earner's Foreign Currency (EEFC) Account. The payment >Rs. 50 Lakhs for a particular Bank and a particular currency in a day has to be paid through EEFC a/c (Foreign Currency A/c maintained by Corporate FSD) for which every Unit has to upload request
Unit Finance	Costing	Fin/061	Ability to reconcile material between cost and books.	Need to understand in requirement in detail.	Material ledger with storage location wise value, moving and non-moving indicator
Unit Finance	Costing	Fin/077	Provision for Pendency and other calculations.	Please explain the pendency and other calculations in detail.	Contracts where DGFT benefits available should be reflected through contract to Internal order then workorder to consequent billing. Getting access online DATA of DGFT to be reviewed with respect to feasibility on status of claims
Unit Finance	Costing	Fin/084	Ability to issue of Plant cards and it's account.	What are plant cards?Are they like Procurement-Cards or any other Corporate card? Is the plant card aplicable across all the BHEL Units	Deapatch Advice Note, document generated by outward despatch department for raising excise documents for transportation
Unit Finance	Costing	Fin/110	Ability to disburse expenditure as per parameters.	Can you explain the parameters?	Goods Despatched Pending Billing ;Wherever set billing is involved Good on knocked down condition are sent on Excise invoices and booked as GDPB Debtors . Once set is complete ,commercial invoice is raised by clubbing all related excise invoices and GDPB debtors are converted into regular Debtors
Unit Finance	Account Payables	Fin/593		Please explain the requirement in detail	Invoice verification certificate is to be obtained by concerned commercial department from customer in respect goods despatched.
RFP - 69	Costing	Fin/030: Provision for user to define the method of inventory valuation		Is BHEL costing for Finished goods and intermediates are based on the Standard costing or actual costing.?	Pink Factory Receipt. PFR is generated by production planning when items are complete in all respect and are ready to be handed over to traffic for despatch.
RFP - 70	Costing			What is % of make to stock Vs Make to Order	Interface with all Units / sectors/regions required.
RFP - 73	Costing	Provision of activity based costing.		Is BHEL interested in ABC (Activity Based costing)? What is the Provision that need to be made?	Excise: The excise duty liability code booking (in fin code 2650) should be reconciled with the corresponding excise duty turnover code plus non-turnover code (in case of No charge order) . A monthly list should be generated showing invoice wise booking in excise duty liability code and corresponding booking either in excise duty turnover code or non-turnover code . Cost (Finance): The TO reconciliation is required for Invoice wise break up of BHEL, NON-BHEL turnover. Further for each division AS-7 and Non-AS-7(R) turnover. In addition to above two TO reconciliation is also required for Export / Ind Turnover. The reconciliations are required for each division and each project in case of AS-7(R) projects.
RFP - 76	Accounts Receivable	Ability to generate Invoice Verification Certificate		What is expected in this Certificate? Is it for external use or for any approval workflows.	Material with single lot value is despatched by vendor in knocked down condition. Provision to be made available to capture the individual quantities and values of the same in terms of each knocked down unit
RFP - 95	General Ledger	Ability to maintain multiple chart of accounts if required in the case of different plants.		Kindly let us know the need for this requirement.	BHEL's organization structure requirement

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5	MM/094(Annexure 1)			Do we have weighbridge program in place to capture weight and interface between weighbridge and SAP	Available at ERP based Units. Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
6	MM/104(Annexure 1)			Do you use warehouse management system along with MM module?	NO. Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
6	MM/115(Annexure 1)			Do we have any third party tool integrated with sap for vendor bill clearance and approval.	Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
7	MM/129(Annexure 1)			Do you use any additional system for reporting of taxation, licence tracking, etc along with SAP CIN.	Available at ERP based Units. Bidder to propose optimum solution & licenses based on Owner's requirement mentioned in FRS & TRS.
7	MM/137(Annexure 1)			What is generation of cost card to subcontractor? At point you want to generate it?	Report detailing out the cost of the raw materials. While placing PO
7	MM/148(Annexure 1)			What is Sub-Contracting from Shop and store sub-contracting order? Can u explain difference between them?	Sub-Contracting from store refers to issue of raw material(un-processed) whereas sub-contracting from shop refers to part processed material.
8	MM/164(Annexure 1)			Please explain below statement- Ability to pick the names of the IEM in a round robin fashion. Govt approved Independent External Monitors to be assigned in Tender Process as per Integrity Pact. As per Integrity pact with Transparency International - the IEM is to be centrally maintained and allocated cyclically.	For high value tenders(threshold value decided time to time) , Independent External Monitors are assigned to address any issue if arise. There are three IEMs in the panel and they are assigned to tenders on round-robin basis across the organisation.
2	MM/008	Vendor	Ability to tracking the movement of files	Please elaborate on this requirement.	Procurement action involves to and fro movement of file between indentor,buyer & finance . The requirement here mentions to track the movement of files through system.
	MM/016	Indenting	Ability in the system for auto indenting by linking with respective Bill of Materials(BOM) and delivery schedule. System should be able to pick up norms hours from Technology against Sub-contract items	Please explain the portion "System should be able to pick up norms hours from Technology against Sub-contract items" or explain further. Is there a system where these norms are maintained currently	Auto indenting refers to the process of generating Purchase Requisition based on Bill of material for any product/drawing and available stock status of the desired item. Routing for manufacturing of each sub-contracted item has hours defined for each operation by technology. In auto indenting process, system should on the fly generate estimated hours as well from system data maintained.
3	MM/034	Tenders	System to Upload Documents for Request for Quotations.	This requirement to be modified to "System to allow online RFQ process for suppliers to respond with their quotations online" in light of SRM system consideration in BHEL. Please confirm.	Yes, this part can be taken care by e-Procurement system.
3	MM/047	Reverse Auction (RA)	Ability in the system for integration of Reverse Auction Service Provider system with BHEL system.	Here Reverse Auction Service provider system referred to is the new system to be implemented for enabling reverse auction in BHEL. Please confirm.	The system should have own RA engine to conduct RA in BHEL and this should have provision to integrate with third party RA service Provider, if needed.
	MM/048	reverse Auction	Ability in the system for the vendor to fill the Process Compliance Form online during Reverse Auction	Is it during Auction Process or before joining the auction?	Process compliance form should be filled up before joining the reverse auction.
	MM/051	Purchase order	Checks for PO generation only with Purchase Requisition(PR) availability, Funds mgmt., Bank Guarantee checks, PO numbering to be alpha numeric (existing nomenclature is decided based on PO Series Type)	Please specify requirement on checks for PO with BG?	Sometimes, when material of BHEL is issued to Vendor for processing, BHEL gets running BG for the vendor which is adjusted against value of material issued. This amount adjusted and BG amount left are to be regulated through system. Funds Management - to check whether the PO is under the budgetted value. BG is a caution deposit which will control the value of subcontracting orders that can be placed on a vendor.

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4	MM/051 to MM/066	Purchase order	Purchase order requirements MM0051 to MM056	All requirements are considering MM in scope. But with SRM you can order from catalog for low value high volume items. Are you ok with the catalog implementation for such items in SAP SRM, please confirm.	All procurement are to be done as per extant Purchase Policy of the organisation. At present no provision for catalogue procurement is there.
	MM/067	Import PO	In case of receipt of order from commercial, Nature of Purchase e.g. DEEC, PI, merit duty, etc. should be derived from Work Order system	Please explain the requirement. Is work order system a legacy syetm. Are there expectations of an interface.	On receipt of order from our customer,the internal Work Order is issued by commercial to start the manufacturing/procurement process. The details of the project for Duty Benefits if any /Merit(full duty) are available in work order.
	MM/071	Import PO	During the preparation of list of imported items, the debit of license (item & value) should be available in the system	Please clarify the requirement how debit entrywill be available at preparation stage. Please laborate the reurement	Not during preparation of Import PO, It is much before by the Purchase officer in consultation with the Import Group. In fact, it is about blocking the qty in planning stage, however the actual debit takes place at the time of Bill of Entry.
	MM/138	Import PO	Ability in the system to deviate the Work Order(WO) in material issue document(SIV) if the material is used in other project.	Please describe the existing process in detail	Sometimes material issued to shop floor against a item in a particular Work Order is diverted to different item in different Work Order. The system should be able to address the regularisation process.
	MM/142	Import PO	Semi finished material transfer from one Vendor-PO to another Vendor-PO	Please describe the existing business process in detail	Sometimes material issued to a vendor against a PO is diverted to different vendor in different Work Order due to various exigencies. The system should be able to carry out this transaction with proper approval workflow. Sometimes material issued to a vendor against a PO is diverted to different vendor in different or same Work Order due to various exigencies. The system should be able to carry out this transaction with proper approval workflow. In addition to the above, some operations are done at one vendor works and later same semi-finished material is sent to next vendor for further/final operations.
	MM/160	Corporate MM	Ability to generate Online status of untagged advance manufacturing action(AMAs) along with details of AMAs tagged to customer orders.	Please describe the existing business process in detail	AMA means Advance Manufacturing Action. The management accords approval with a value ceiling for procuring material for some short cycle items. Once any AMA item is assigned to a Customer Order it is tagged and the corresponding value is released for furthe AMA procurement.
	MM/161	Corporate MM	Ability to display Status of PO & inventory for untagged AMAs.	Please detail the requirement around AMAs.	The status inventory tagged or untagged on account AMA should be available.
	MM/164	Corporate MM	Ability to pick the names of the IEM in a round robin fashion	Please describe the existing business process in detail	For high value tenders(threshold value decided time to time) , Independent External Monitors are assigned to address any
Annexure1Functional Requirement Specification	TAB - MM	MM/015	Evaluation of Vendor at Project site Vendor	Kindly explain the process done at the Project site for vendor evaluation	Evaluation of a Vendor based on out corporate Vendor Registration policy (verification of the Vendor application details and his physical existence). As per time to time guidelines by central authority.
Annexure1Functional Requirement Specification	TAB - MM	MM/023	Multilevel release strategies shall be available	Kindly elaborate upon the strategies	For Purchase order - sub-contract / Indegenous / Imported separate release strategies are required
Annexure1Functional Requirement Specification	TAB - MM	MM/047	Web Based portal for reverse auction and obtaining the acceptance from technical qualified	In the previus point MM/046 it is mentioned " integration of reverse auction provider system with Bhel", what is requirement for web portal mentioned here in this point	Web portal refers to the web gateway provided to the vendors to bid online.

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Annexure1	TAB - MM	MM/074	Ability in the system to get the online data of DGFT to be transferred in the system	Kindly provide the details of the data being mentioned here	The import licence details like the validity , amendments etc. are available at DGFT site. Provision should be available so that, if allowed, the data from DGFT can be seamlessly ported to our system.
Annexure1	TAB - MM	MM/067	In case of receipt of order from commercial ... DEEC ,PI , merit duty .. Work order system	Kindly explain merit duty and work order here refer to the purchase order	On receipt of order from our customer,the internal Work Order is issued by commercial to start the manufacturing/procurement process. The details of the project for Duty Benefits if any /Merit(full duty) are available in work order.
3	PMD	MM/030	Provision for entering Techno Commercial Memorandum of Understanding for a Product material category(PMD). Memorandum of Understanding(MoU) document to be generated with validity, item wise or vendor wise in the system	Can this requirements be elebrated from an overall process perspective. Does BHEL expect that MOU generation from the system or attachment of the same for reference ?	In order to facilitate faster procurement, BHEL enters into techno-commercial MOUs with registered vendors.At the time of material requirement, only price bids and delivery confirmation are asked from these vendors. The details of MOU as agreed upon by BHEL and Vendor for a particular item should be available in soft form as attachment and querivable fields
6	Goods Receipt	MM/107	Ability in the system to establish the linkage between receipt(SRV) of the material and subsequent issue (SIV) of the material	Please elaborate the requirement from a process Perspective	The material received throughSRV(Stores Receipt Voucher) is inspected and accepted by Quality Control. The accepted material is credited to stock and issued to shop based on the requirement . The system should be able to establish a link between the material received and issued.
7	Goods Receipt	MM/150	provide linkage between the insurance details in units with the details in Corporate Finance.	Can we have details of the requirement from a process Perspective. As MM149 points talks something else	It is now an open general policy by corporate (Centralised Insurance Policy - outward and inward)
7	Goods Receipt	MM/151	Subcontract: Enquiry on vendors based on balance load capacity available with the vendor	Does BHEL Intend to Load the vendor's based on the capacity utilization of the Vendors.	Yes, the vendor is loaded based on the capacity of the vendor to ensure timely supply. The system should enable efficient loading.
8	Goods Receipt	MM/152	Subcontract: Generation of counter-offer/ maximum discount/ quantity discount in Enquiry	Please elaborate the requirement from a process Perspective	Solution shall allow the vendor to post revised pricing/offer. Further elaboration with successful bidder.
8	Goods Receipt	MM/153	Subcontract: Generation of PO proposal and generation of PO on locking. PO amendment system reqd	Please elaborate the requirement from a process Perspective	Purchase Proposals with, inter alia, details from tender, Purchase Requisition,previous Purchase Orders, negotiation or counter offer , if any , are prepared for necessary approval as per extant policy. This should be generated by system.
2	Vendor	MM/012	Any change in the status of the Vendor should reflect in the Product Material Directory.	Can we get clarity on the process to comply to this requirement	Change in status of vendor , inter-alia, trial to permanent , delist/hold/ban , MSME status etc. should be reflected in PMD.
2	Indenting	MM/016	Ability in the system for auto indenting by linking with respective Bill of Materials(BOM) and delivery schedule. System should be able to pick up norms hours from Technology against Sub-contract items	What is auto indenting and the expectation from the system. please clarify with sample scenario and explain the flow envisaged.	Auto indenting refers to the process of generating Purchase Requisition based on Bill of material for any product/drawing and available stock status of the desired item.
5	Import PO	MM/071	During the preparation of list of imported items, the debit of license (item & value) should be available in the system	Since the RFP talks aboutdebit and actual debit on standalone basis, Please give us an actual scenario to comply	When a part of import licence is registered for utilisation, the amount is debited from the said licence. After receipt of material and clearance from port is is actually debited.
8	Corporate MM	MM/164	Ability to pick the names of the IEM in a round robin fashion	Please indicate what is expected from the system from a process perspective.	For high value tenders(threshold value decided time to time) , Independent External Monitors are assigned to address any issue if arises. There are three IEMs in the panel and they are assigned to tenders on round-robin basis across the organisation
14	1.2 Business Processes at BHEL	1.2.1 BHEL Overall Process flow	Delivery Process	How many Warehouses are currently involved in BHEL business? Are all the Warehouses involved in carrying out standard operation such as pick-pack-ship? Does BHEL use any 3PL warehouse?	BHEL is a multi-product organisation and it has multiple warehouses for different products.

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17	1.2 Business processes at BHEL	Sub-contracting	Materials are issued to the vendor based on the Bill of Materials in the PO. If original materials are not available, alternate materials are issued.	Material that lies with the Subcontractor (not yet used) - does it show as Cost or as Asset in BHEL Books ?	Material Issued(original or alternate) to Vendor thru SMIV process, should reflect in vendor stock and same needs to be consumed during GR process and material value received in GR should reflect cost of (material input+conversion Cost). This is the cost at which this material is to be issued to the WBS in later stages (of manufacturing at shop or despatchable item to customer)
3	ONE-BHEL ERP Project Annexures _1_ . PDF	Corporate MM - MM/040	The terms and conditions from CST should flow directly to the Purchase Order	What kind of terms and conditions : is this limited to Item no.description, Quantity, Price, Payment terms, Supply by date ?	The typical terms could be - Taxes , ED , Entry tax, terms of payment, delivery conditions etc.
Annexure1FunctionalRequirementSpecification	TAB - MM	MM/015	Evaluation of Vendor at Project site Vendor	Kindly explain the process done at the Project site for vendor evaluation	Evaluation of a Vendor based on out corporate Vendor Registration policy (verification of the Vendor application details and his physical existence). As per time to time guidelines by central authority.
Annexure1FunctionalRequirementSpecification	TAB - MM	MM/023	Multilevel release strategies shall be available	Kindly elaborate upon the strategies	For Purchase order - sub-contract / Indigenous / Imported/Service/Transfer separate release strategies are required
Annexure1FunctionalRequirementSpecification	TAB - MM	MM/047	Web Based portal for reverse auction and obtaining the acceptance from technical qualified	In the previous point MM/046 it is mentioned " integration of reverse auction provider system with Bhel", what is requirement for web portal mentioned here in this point	Web portal refers to the web gateway provided to the vendors to bid online.
Annexure1FunctionalRequirementSpecification	TAB - MM	MM/074	Ability in the system to get the online data of DGFT to be transferred in the system	Kindly provide the details of the data being mentioned here	The import licence details like the validity , amendments etc. are available at DGFT site. Provision should be available so that, if allowed, the data from DGFT can be seamlessly ported to our system.
Annexure1FunctionalRequirementSpecification	TAB - MM	MM/067	In case of receipt of order from commercial ... DEEC ,PI , merit duty .. Work order system	Kindly explain merit duty and work order here refer to the purchase order	On receipt of order from our customer,the internal Work Order is issued by commercial to start the manufacturing/procurement process. The details of the project for Duty Benefits if any /Merit(full duty) are available in work order.
119	Annexure 4	eProcurement	The e-Procurement solution must comply to CVC Circular No. 01/01/2012 dated 12.01.2012 for abundance of 'Guidelines for compliance to Quality requirements of e-Procurement Systems' dated 31st August, 2011 notified by Department of Electronics & Information Technology (DeitY), Ministry of Communications & Information Technology (MIT/STQC Guidelines)	Such guidelines keep revising from time to time and hence shall remain open from such perspective; however there're various PSU's wherein eProcurement solution has been implemented and running. In view of the same would like to submit that there needs to be a benchmark/date considered for compliance. As such otherwise it become an open ended statement	Basic framework of the e-Procurement should ensure proper authorisation, authentication, integrity,confidentiality & non-repudiation. The benchmark date for certification can be decided .
120	Annexure 4	eProcurement	The solution shall also be certified by STQC for compliance to above guidelines. Further, guidelines/instructions issued by Government from time to time relating to e-procurement solution shall be adhered to The cost of e-Procurement solution shall be inclusive of any certification charges	Who shall be responsible to get the audit conducted?	The Service Provider should be responsible for the certification and audit.
36	Qual/ 001(Annexure 1)			Is online inspection plan means through portal or you mean real time inspection plans in the system?	We mean on line inspection plan (QA plan) through portal
36	Qual/ 003(Annexure 1)			IS the expectation is to have quality planning in portal ?	Expectation is to get the approval of QA plan by customer on line
14	Qual/ 004(Annexure 1)			At which stage it is required to upload tender doc?	On receipt of tender documents by commercial department

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14	Qual/ 016(Annexure 1)			what are the elements to be considered in QMER report?	QMER guidelines revised from time to time by CQ Noida. At present 14 parameters model (13 parameters applicable to production units) of QMER is in vogue
14	Qual/ 022(Annexure 1)			what is SAR and CAR system and how it is linked to quality? Pls explain in detail	SAR (Site Action Request) and CAR (Commissioning Action Request) is raised by BHEL site staff on BHEL manufacturing units
14	Qual/ 027(Annexure 1)			please clarify the committee wise meeting record. Is this part of quality circle?	Facility for uploading and retrieval of meeting records such as RCA, PQG / PQC etc. is desired. The requirement is not limited to quality circles
37	Qual/ 054(Annexure 1)			what is QC conventions in respect to quality process?	Annual Quality Circle Conventions are conducted wherein Quality Circles showcase their projects and achievements. It is desired that the presentations by the QC teams at the conventions be uploaded on a common site to make them accessible for training and reference
38	Qual/ 088(Annexure 1)			what is store exit inspection? do you mean predispatch inspection?	We mean inspection of material going out from BHEL to any location site / customer / other manufacturing unit / vendor and also to Production Shop within the Unit
38	Qual/ 090(Annexure 1)			Please explain the online generation of MDCC	By MDCC we mean Material Despatch Clearance Certificate issued by customer e.g. NTPC
38	Qual/ 094(Annexure 1)			How NCA/RCA is integrated with process inspection?	(i) NCRs are raised by QC during process inspection (ii) Decision about RCA is given by Engineering on NCR
38	Qual/ 096(Annexure 1)			What is history docket?	All quality documents related to a Work Order
38	Qual/ 100(Annexure 1)			Please explain more on action plan linking to emap	Action plans of Quality department should be linked to e-map of Quality Department executives
38	Qual/ 103(Annexure 1)			please elaborate the process	We mean implementation of corrective action suggested during Audit / Assessment
38	Qual/ 106(Annexure 1)			need more clarification on the same	Upto date list of qualified NDT persons / welders / brazers should appear on-line
39	Qual/ 117(Annexure 1)			Please clarify on linkage between online billing and quality	We mean billing by TPIA (Third Party Inspection Agencies), ISO auditors etc.
	Qual/003	Quality Planning	Facility for online transmission of quality plan to Customer & subsequent online approval by customer	How the access of same is expected to be provided to customer. Is it a simple collaboration requirement or is it to be linked with the further transaction	We mean online transmission of quality plan to Customer & subsequent online approval by customer
	Qual/ 021	Quality Execution	Facility for online implementation of TQM initiatives	TQM initiative itself is a huge process. Requesting you to specify the areas to be covered and explain the definition of online in this context	TQ Action plans are specific action plans which should be maintained and monitored for implementation on-line
	Qual/ 023	Quality Execution	Ability to register the problems related to Non-Manufacturing Areas at Plant also	What is the definition & scope of Non Manufacturing area	Non-manufacturing areas are : Engineering, Commercial, HR, MM, Finance, Quality & Logistic
Annexure 1 Functional Requirement Specification		QUAL/100	Ability to capture action plan and linking to emap	Kindly explain the emap	e-map is BHEL's on-line performance appraisal system for executives
Quality	Quality Planning	Qual/010		What is Query Log Sheet?	It is a format for recording specific quality data
Quality	Quality Execution	Qual/051		What is Quality Circle Website? What is Tangent Benefit Analysis?	Quality Circle website is an intranet page for hosting Quality Circle related information. Tangible benefit analysis is done to calculate the actual savings / profits accrued from Quality Circle project implementation
Quality	Quality Execution	Qual/096		what is history docket? What information does form part of the history docket	History docket consists of all the quality documents related to a work order

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Page No	Section (Name & No.)	Sub Section (Name & No.)	Statement as per tender document	Query by bidder	Response
Quality	Quality Certifications	Qual/100		what is emap?	e-map is BHEL's on-line performance appraisal system for executives
Annexure 1 Functional Requirement Specification		QUAL/100	Ability to capture action plan and linking to emap	Kindly explain the emap	e-map is BHEL's on-line performance appraisal system for executives
Quality	Quality Planning	Qual/010		What is Query Log Sheet?	It is a format for recording specific quality data
Quality	Quality Execution	Qual/051		What is Quality Circle Website? What is Tangent Benefit Analysis?	Quality Circle website is an intranet page for hosting Quality Circle related information. Tangible benefit analysis is done to calculate the actual savings / profits accrued from Quality Circle project implementation
Quality	Quality Execution	Qual/096		what is history docket? What information does form part of the history docket	History docket consists of all the quality documents related to a work order
Quality	Quality Certifications	Qual/100		what is emap?	e-map is BHEL's on-line performance appraisal system for executives
	Maint/009	General	Ability to generate generation of format of codification	Is this requirement mentioned here for codification for materials master or equipment's	For Material Master for indirect material.
	Maint/010	General	Ability to generate format for estimation based on budgetary offers or otherwise	Kindly advice that this format of estimation is for what?	This format is for calculating the estimated cost of Work/ material for procurement of indirect and for outsourcing of work.
	Maint/011	General	Ability to generate single tender certificate based on various parameters	Kindly advice that this tender certificate is for what ?	When ever some material is to be procured from single vendor due to various reasons , The Head of Indenting Department / MM head/ Commercial head has to certify it that there are reasonable ground for the same.
	Maint/031	General	Ability to link Taxi booking process with payment of bill.	Kindly explain what is the current taxi booking process	Taxi is booked from L1 travel agent after obtainings at least 3 quotations and payment is made to taxi provider from mislanious budget of WEX Dept.
9	Annexure #1 Functional Requirement Specifications	PMG/016	Monitor Critical Path of Project / Sub projects	Are you using MS Project or Primavera for doing so? Do you need SAP to integrate with them?	Both MS Project & Primavera are being used in BHEL. ERP integration is must for effective project management.
12	Annexure #1 Functional Requirement Specifications	PMG/066	The system should show the erectibility index. The system should be able to provide the Erectibility Analysis (specific sequence of supplying WBS and the percentage usable WBS of the total supplied WBS)	Could you please elaborate on definition of "erectibility index"?	Erectibility index is ratio of erectable material and total material available at site. This is required Unit-wise and in totality.
	PMG/002	General	System/ equipment other than main package ordered on any business sector involved in the same project should be visible in the system to all stakeholders	Need clarity of business scenario.	In addition to equipments manufactured at BHEL facilities, many Bought Out Items are directly procured from various suppliers and used in projects.
	PMG/015	General	Ability to present different variant views for the project based on variant parameters.	Please specify example of different variants	Some examples of variants are: a) resources, b) machinaries, c) extra cost to shorten erection cycle etc.
	PMG/027	General	Project Structure should be available in Gantt Chart / facility to integrate with MS Project & Primavera	Primavera interface required or only capability is expected. How many units are using primavera and what level of interfacing is expected	Primavera/MS Project interface is required. All units/regions are using either of these Project Mgmt software.
	PMG/038	General	Ability of tracking of customer inputs.	Please specify the specific inputs & the process for same	In most of the projects, civil inputs are provided by customer. Without their availability, BHEL can't erect equipments. So tracking of civil inputs is required.

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	PMG/049	General	EIFS (Engineering Information Flow Schedule) of all Units should be available in the System and should be integrated with the project schedule.	Is EIFS available in separate system than SAP	A significant no of drawings are dependent on design inputs from other inputs. Hence EIFS of all Units should be available in system integrated with project schedule. It may be noted that around 30% of project delay is due to delay in design completion.
	PMG/050	General	Ability to show status of insurance procurement should be available in the system	Please provide clarity on business requirement	Provision for monitoring of insurance procurement should be available in the system.
	PMG/066	General	The system should show the erectibility index. The system should be able to provide the Erectibility Analysis (specific sequence of supplying WBS and the percentage usable WBS of the total supplied WBS)	Need more info on Erectibility index. Does this refer to work in progress and percentage of completion.	Erectibility index is ratio of erectable material and total material available at site. This is required Unit-wise and in totality.
	PMG/073	General	Contract closing system should be mapped with the new system	Need more info on Contract closing system. Is it a legacy system which needs to be interfaced?	All issues pending after handing over of project to customer and their resolution should be available in system. Provision to be made in Project Management System.
	PMG/077	General	Budget details & Balance Score Card of Units/ regions should be derived from the system	Need more clarity on Balance score card requirement	BSC of Units vis a vis Project Management is defining scope of supply during a financial year and their weightage.
PMG	Annexure 1 Functional Requirement Specification	PMG/066	The system should show the erectibility index. The system should be able to provide the Erectibility Analysis (specific sequence of supplying WBS and the percentage usable WBS of the total supplied WBS)	How is erectibility calculated.	Erectibility index is ratio of erectable material and total material available at site. This is required Unit-wise and in totality.
PMG	Annexure 1 Functional Requirement Specification	PMG/020	Ability to identify resources based on skills, roles (Reqd and available), associate resources to activities using Skill Competence Matrix.	Is it also required to level the resources in the project schedule to ensure that resource demand does not exceed resource availability?	No
PMG	Annexure 1 Functional Requirement Specification	PMG/023	Simulate Project Cost based on perceived Project Plan, Resource Plan	Is the simulation to be based on simulation techniques like What if analysis, Monte Carlo-based cost and schedule analytics to estimate schedule uncertainty, fixed-cost uncertainty, variable-cost uncertainty, resource uncertainty etc.?	Not in initial phase of implementation. Provision to be built in the system.
PMG	Annexure 1 Functional Requirement Specification	PMG/025	Ability to track and associate variances at Component, Module and Equipment level or at defined stages in a project	1) Are the components, modules, equipments etc. against which the variance needs to be tracked always defined as WBS elements? 2) If not, is this a standard practice across all projects or defined by the users on project basis?	Some examples of variants are: a) resources, b) machinaries, c) extra cost to shorten erection cycle etc. 1. No 2. Defined on project basis.
PMG	Annexure 1 Functional Requirement Specification	PMG/027	Project Structure should be available in Gantt Chart / facility to integrate with MS Project & Primavera	1) What is the average and maximum number of activities in the master project structure? 2) What is the periodicity of this integration and is it required to replace the existing project structure or incrementally update it? 3) Is this integration bi-directional?	1. Around 10000 activities in project. 2. On-line. Required to replace. 3. Yes, this integration is bidirectional.

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PMG	Annexure 1 Functional Requirement Specification	PMG/028	In many complex schedules, there will be a critical path, or series of events that depend on each other, and whose durations directly determine the length of the whole project. Software need to highlight these tasks, which are often a good candidate for any optimization effort	A typical project is combination of multiple schedules e.g. PMG, engineering, Units, erection commissioning etc. Does this critical path need to be determined across these different schedules by means of establishing cross project relationships?	Yes
PMG	Annexure 1 Functional Requirement Specification	PMG/029	Project Structure should be available in PERT Chart	1) Is it required to configure the content and arrangement of the boxes that represent activities in the PERT network by the end user? 2) Is it required to show only driving relationships or show all relationships or have the user select the option to display?	1. Yes. 2. User should have option to select.
PMG	Annexure 1 Functional Requirement Specification	PMG/030	Activity Schedule in network (graphical) view	1) Is it required to display more than one activity per row, which condenses the project plan and the chains of activities that drive the project schedule? 2) Is each activity to be represented by multiple bars to provide greater flexibility in displaying information?	1. No, one activity one row. 2. One activity may be represented by multiple bars to show status at different stages of project.
PMG	Annexure 1 Functional Requirement Specification	PMG/034	The system should have a project management module which has the ability to capture the original baseline, and multiple updated baselines vs. actual.	1) How many number of baselines need to be created throughout the lifecycle of the project? 2) Is the baseline required to be updated at any point of time later on after creation? 3) Is there a requirement for a project baseline and a user baseline which users can keep on changing to monitor performance whereas the contractual baseline remains static?	User baseline can change to monitor progress while contractual baseline is always fixed.
PMG	Annexure 1 Functional Requirement Specification	PMG/037	Ability to link to L-2/L-3 schedules with time float indications.	Is it required to calculate multiple critical float paths that may exist and affect the overall project schedule?	Yes.
PMG	Annexure 1 Functional Requirement Specification	PMG/048	The system should integrate L1 & L2 network.	1) Is L2 network created by detailing out the L1 network and maintained as one project? 2) If not, are these maintained as two separate projects and integrated by cross project relationships?	Normally L1 & L2 are two different networks and need to be integrated by cross project relationship.
PMG	Annexure 1 Functional Requirement Specification	PMG/049	EIFS (Engineering Information Flow Schedule) of all Units should be available in the System and should be integrated with the project schedule.	1) What is the level of integration required between EIFS and project schedule? 2) Are individual drawings/documents required to be mapped to the project activity or project milestone?	Drawings/documents need to be mapped with minor milestones.
PMG	Annexure 1 Functional Requirement Specification	PMG/065	Ability to provide dashboard at different levels to track the project.	Are the dashboards required to be role based and self configurable by the end users to focus on information related to a single project or all projects associated with them and to specify how they want to organize them within the workspace?	Dashboards should be role based and for top management/corporate level monitoring should have information on multiple projects.
PMG	Annexure 1 Functional Requirement Specification	PMG/072	Ability so that all stakeholders involved in a project can update the status relevant to them.	Are external stakeholders like design consultants, vendors, contractors required to update the status of work relevant to them?	Yes
Erection Commissioning	Annexure 1 Functional Requirement Specification	EC&SaS/340	Ability to generate Erection L3 Schedule (rolling Plan for Site Erection work); Interface with Panning & Monitoring System (Function-10)	Is Erection L3 schedule required to be generated from the master network maintained by PMG or created as a separate schedule and integrated to the PMG managed master network by means of cross project relationships?	L3 may be separate schedule in line with L1 & L2 and should be integrated with them.
PMG	General	PMG/38		What is Tracking Customer Inputs ?	Already explained.
PMG	General	PMG/47		what is Generate Standard network?	Standard project networks to be available in system for various ratings/variants of projects being executed by BHEL.

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9	Annexure #1 Functional Requirement Specifications	PMG/020	Ability to identify resources based on skills, roles (Reqd and available), associate resources to activities using Skill Competence Matrix.	Is it also required to level the resources in the project schedule to ensure that resource demand does not exceed resource availability?	No
9	Annexure #1 Functional Requirement Specifications	PMG/023	Simulate Project Cost based on perceived Project Plan, Resource Plan	Is the simulation to be based on simulation techniques like What if analysis, Monte Carlo-based cost and schedule analytics to estimate schedule uncertainty, fixed-cost uncertainty, variable-cost uncertainty, resource uncertainty etc.?	Already explained.
9	Annexure #1 Functional Requirement Specifications	PMG/025	Ability to track and associate variances at Component, Module and Equipment level or at defined stages in a project	1) Are the components, modules, equipments etc. against which the variance needs to be tracked always defined as WBS elements? 2) Is there a need to track variances at Non-WBS levels as well by grouping the activities on Non-WBS elements based on User requirements	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/027	Project Structure should be available in Gantt Chart / facility to integrate with MS Project & Primavera. Average number of activities in the master project structure: Approx 15000 activities Project Structure of offered module should have capability to either import data fro existing project networks in MS Project/Primavera or have interface with them. Only then the progress of projects can be monitored.	1) Are all projects to be created and maintained in a single instance? 2) What is the expected number of projects to be created in one database instance?	1. No 2. 50 to 100.
10	Annexure #1 Functional Requirement Specifications	PMG/029	Project Structure should be available in PERT Chart	1) Is the PERT Chart required to be configurable by the end users to choose the content and arrangement of the boxes that represent activities in the PERT network? 2) Is it required to show only driving relationships to make the network comprehensible in case of large number of activities and relationships?	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/030	Activity Schedule in network (graphical) view	1) What are the specifications for the graphical view? 2) Is it required to display more than one activity per row, which condenses the project plan and the chains of activities that drive the project schedule? 3) Is each activity to be represented by multiple bars to provide greater flexibility in displaying information?	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/034	The system should have a project management module which has the ability to capture the original baseline, and multiple updated baselines vs. actual.	1) What is the maximum number of baselines that can be created throughout the lifecycle of the project? 2) Is the baseline required to be updated at any point of time later on after creation in case of scope changes agreed by customer? 3) Is there a requirement for a project baseline and a user baseline which users can keep on changing to monitor performance whereas the contractual baseline remains static?	Already explained.

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11	Annexure #1 Functional Requirement Specifications	PMG/049	EIFS (Engineering Information Flow Schedule) of all Units should be available in the System and should be integrated with the project schedule. Completion of Engineering activities depend on the information flow from various BHEL units. Tracking of this information is essential.	Are individual drawings/documents required to be linked to the project activity or project milestone?	Already explained.
12	Annexure #1 Functional Requirement Specifications	PMG/065	Ability to provide dashboard at different levels to track the project. Dashboards should be available at top management, project manager, Unit/Region Head levels for effective tracking of projects.	Are the dashboards required to be self configurable by the end users to display the contents related to their role and related projects?	Already explained.
12	Annexure #1 Functional Requirement Specifications	PMG/071	Ability to update the project plan with the change in any milestone/ deadline.	Is it required to automatically reschedule the project based on retained logic or as per progress achieved once the project plan is updated?	Rescheduling is required.
12	Annexure #1 Functional Requirement Specifications	PMG/072	Ability so that all stakeholders involved in a project can update the status relevant to them.	Are external stakeholders like design consultants, vendors, contractors required to update the status of work relevant to them in the application?	Already explained.
14	1.2 Business processes at BHEL	Project / Subcontracting	Generic	As per current business process, how are you handling the Project Scheduling activities at a L4 Level (Site Act in part) ? Is physical progress being compared vis-à-vis Actual Financial Progress ? How is this reporting being done to Client	a) Site plans are prepared and updated locally on daily basis. B) No, but this is a requirement. C) By raising invoices for completed work.
9	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/017	Ability to log time for each project on Daily/Weekly Online	Question rephrased as : Do you have any system for personnel booking time on Projects? Is this available in SAP HR ?	No
9	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/020	Ability to identify resources based on skills , roles (reqd and available) , associate resources to activities using Skill Competence Matrix	Competence Data - is it being maintained in SAP-HCM or will it be maintained in 'ONE-BHEL' System	Yes, partially. Shall be maintained in One-BHEL.
PMG	Annexure 1 Functional Requirement Specification	PMG/066	The system should show the erectibility index. The system should be able to provide the Erectibility Analysis (specific sequence of supplying WBS and the percentage usable WBS of the total supplied WBS)	How is erectibility calculated.	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/020	Ability to identify resources based on skills, roles (Reqd and available), associate resources to activities using Skill Competence Matrix.	Is it also required to level the resources in the project schedule to ensure that resource demand does not exceed resource availability?	No
PMG	Annexure 1 Functional Requirement Specification	PMG/023	Simulate Project Cost based on perceived Project Plan, Resource Plan	Is the simulation to be based on simulation techniques like What if analysis, Monte Carlo-based cost and schedule analytics to estimate schedule uncertainty, fixed-cost uncertainty, variable-cost uncertainty, resource uncertainty etc.?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/025	Ability to track and associate variances at Component, Module and Equipment level or at defined stages in a project	1) Are the components, modules, equipments etc. against which the variance needs to be tracked always defined as WBS elements? 2) If not, is this a standard practice across all projects or defined by the users on project basis?	Already explained.

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PMG	Annexure 1 Functional Requirement Specification	PMG/027	Project Structure should be available in Gantt Chart / facility to integrate with MS Project & Primavera	1) What is the average and maximum number of activities in the master project structure? 2) What is the periodicity of this integration and is it required to replace the existing project structure or incrementally update it? 3) Is this integration bi-directional?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/028	In many complex schedules, there will be a critical path, or series of events that depend on each other, and whose durations directly determine the length of the whole project. Software need to highlight these tasks, which are often a good candidate for any optimization effort	A typical project is combination of multiple schedules e.g. PMG, engineering, Units, erection commissioning etc. Does this critical path need to be determined across these different schedules by means of establishing cross project relationships?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/029	Project Structure should be available in PERT Chart	1) Is it required to configure the content and arrangement of the boxes that represent activities in the PERT network by the end user? 2) Is it required to show only driving relationships or show all relationships or have the user select the option to display?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/030	Activity Schedule in network (graphical) view	1) Is it required to display more than one activity per row, which condenses the project plan and the chains of activities that drive the project schedule? 2) Is each activity to be represented by multiple bars to provide greater flexibility in displaying information?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/034	The system should have a project management module which has the ability to capture the original baseline, and multiple updated baselines vs. actual.	1) How many number of baselines need to be created throughout the lifecycle of the project? 2) Is the baseline required to be updated at any point of time later on after creation? 3) Is there a requirement for a project baseline and a user baseline which users can keep on changing to monitor performance whereas the contractual baseline remains static?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/037	Ability to link to L-2/L-3 schedules with time float indications.	Is it required to calculate multiple critical float paths that may exist and affect the overall project schedule?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/048	The system should integrate L1 & L2 network.	1) Is L2 network created by detailing out the L1 network and maintained as one project? 2) If not, are these maintained as two separate projects and integrated by cross project relationships?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/049	EIFS (Engineering Information Flow Schedule) of all Units should be available in the System and should be integrated with the project schedule.	1) What is the level of integration required between EIFS and project schedule? 2) Are individual drawings/documents required to be mapped to the project activity or project milestone?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/065	Ability to provide dashboard at different levels to track the project.	Are the dashboards required to be role based and self configurable by the end users to focus on information related to a single project or all projects associated with them and to specify how they want to organize them within the workspace?	Already explained.
PMG	Annexure 1 Functional Requirement Specification	PMG/072	Ability so that all stakeholders involved in a project can update the status relevant to them.	Are external stakeholders like design consultants, vendors, contractors required to update the status of work relevant to them?	Already explained.
PMG	General	PMG/38		What is Tracking Customer Inputs ?	Already explained.

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PMG	General	PMG/47		what is Generate Standard network?	Already explained.
9	Annexure #1 Functional Requirement Specifications	PMG/020	Ability to identify resources based on skills, roles (Reqd and available), associate resources to activities using Skill Competance Matrix	Is it also required to level the resources in the project schedule to ensure that resource demand does not exceed resource availability?	Already explained.
9	Annexure #1 Functional Requirement Specifications	PMG/023	Simulate Project Cost based on perceived Project Plan, Resource Plan	Is the simulation to be based on simulation techniques like What if analysis, Monte Carlo-based cost and schedule analytics to estimate schedule uncertainty, fixed-cost uncertainty, variable-cost uncertainty, resource uncertainty etc ?	Already explained.
9	Annexure #1 Functional Requirement Specifications	PMG/025	Ability to track and associate variances at Component, Module and Equipment level or at defined stages in a project	1) Are the components, modules, equipments etc. against which the variance needs to be tracked always defined as WBS elements? 2) Is there a need to track variances at Non-WBS levels as well by grouping the activities on Non-WBS elements based on User requirements	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/027	Project Structure should be available in Gantt Chart / facility to integrate with MS Project & Primavera. Average number of activities in the master project structure: Approx 15000 activities Project Structure of offered module should have capability to either import data fro existing project networks in MS Project/Primavera or have interface with them. Only then the progress of projects can be monitored.	1) Are all projects to be created and maintained in a single instance? 2) What is the expected number of projects to be created in one database instance?	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/029	Project Structure should be available in PERT Chart	1) Is the PERT Chart required to be configurable by the end users to choose the content and arrangement of the boxes that represent activities in the PERT network? 2) Is it required to show only driving relationships to make the network comprehensible in case of large number of activities and relationships?	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/030	Activity Schedule in network (graphical) view	1) What are the specifications for the graphical view? 2) Is it required to display more than one activity per row, which condenses the project plan and the chains of activities that drive the project schedule? 3) Is each activity to be represented by multiple bars to provide greater flexibility in displaying information?	Already explained.
10	Annexure #1 Functional Requirement Specifications	PMG/034	The system should have a project management module which has the ability to capture the original baseline, and multiple updated baselines vs. actual.	1) What is the maximum number of baselines that can be created throughout the lifecycle of the project? 2) Is the baseline required to be updated at any point of time later on after creation in case of scope changes agreed by customer? 3) Is there a requirement for a project baseline and a user baseline which users can keep on changing to monitor performance whereas the contractual baseline remains static?	Already explained.

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12	Annexure #1 Functional Requirement Specifications	PMG/065	Ability to provide dashboard at different levels to track the project. Dashboards should be available at top management, project manager, Unit/Region <u>Head levels for effective tracking of projects</u>	Are the dashboards required to be self configurable by the end users to display the contents related to their role and related projects?	Already explained.
12	Annexure #1 Functional Requirement Specifications	PMG/071	Ability to update the project plan with the change in any milestone/ deadline.	Is it required to automatically reschedule the project based on retained logic or as per progress achieved once the project plan is updated?	Already explained.
12	Annexure #1 Functional Requirement Specifications	PMG/072	Ability so that all stakeholders involved in a project can update the status relevant to them.	Are external stakeholders like design consultants, vendors, contractors required to update the status of work relevant to them in the application?	Already explained.
Page 10	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/032	Track the reduction of BG along with Project.	Can the process of BG reduction with project progress be explained in brief pls.	BG is submitted against partcular work and it needs to be withdrawn after completion of the work. In case of project in totality, BG is reduced with progress of
Page 11	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/057	Ability to show financial reconciliation statements by units shall be visible to all stakeholders	what kind of Financial reconciliation between units wrt project execution is envisaged ? Can this be explained with an example ?	With progress of project, financial data of units need to be updated to have consolidated figure for the project.
Page 11	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/061	Ability to track submission of time extension cases by PMG to customer	Won't time extension be given by customer ? Does this refer to bid submission tracking for cases where time extension for RFP has been granted ?	Record of Time extension cases submitted, granted, rejected, current status should be available in the system.
Page 12	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/070	The next three months requirement should be updated by site.	what "requirements" are sought to be projected by site here ?	Site plan for next three months on rolling basis and the material/document requirement for achieving them should be generated from sytem and updated in it.
Page 12	ONE-BHEL ERP Project Annexures _1 . PDF	PMG/070	Contract closing is by different group and not be project executng agency.	Which group closes the contract with customer : Sales / marketing or Corporate Contracts department ?	Contract Closing department.
	PMG/051	General	Ability to show status of insurance claims should be available in the system	Please provide clarity on business requirement	All supplied equipments are insured during transit to project site, storage there, erection & commissioning till handing over to customer. The status of insurance procured, claims etc is required to safeguard against loss.
13	MANF/001(Annexure 1)			What is Ability to generate Budget Template? Do you mean a Budget BOM? How will it consider shop load and time cycle?	Yearly shop plan
13	MANF/002(Annexure 1)			What are commitments by providers? This is a lead time in Days/Hrs or DATES?	It is a date by which purchase material is manufactured component would be ready to use in shop. Purchased item (raw material or finish ready to use items) are processed by material planning and control and interface,commitments are to be given by material planning nad control groups or shop/product planners.
13	MANF/003(Annexure 1)			What are these online proposals related to? What are these issue of code? Please explain in depth	Any component is inhouse or purchased in ready to use condition from the market.Prodction planner are responsible for manufactured items whereas material planner and controlled department are responsible for purchased items. In case shop planner feels constraint to producce items in house, a request is moved to Engg department for the finished components and purchase directly from the market.

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13	MANF/004(Annexure 1)			What is the terminology of Fresh Codes? Who generate or Issue it?	BOM categorises all items and declares them as either shop manufactured or purchased items. As explained at SL77 above, situation would arise that BOM indicates an item to be manufactured whereas shop proposes them for their change to purchased items category. In such cases FRESH CODES are generated by Engg deptt.
13	MANF/010(Annexure 1)			What are these componenet wise Exception Reports? How are they evaluated? Who are the identified individuals?	Exception reports are expected to contain list of items (sub - assembly - wise/assembly - wise project - wise (say work order wise) that are not available at any point of time. Further, the lists are expected to contain their present/latest status of manufacturing) procurement (incase BOM categorises them as purchased items).
14	MANF/016(Annexure 1)			Clarify/Explain - Ability to store and display details of Anticipated order considered for budget proposal	Details of Expected Customer order
14	MANF/018(Annexure 1)			Clarify/Explain- Ability to update Project Diversion online	In case the material is drawn from control store against 'x' work order/project and shop uses them for 'y' work order/project, an online change of work order no. needs to be effected and this is called diversion. Also, for manufactured items, which are processed against particular route card/process sheet.e. processesd against a specific work order are sometimes used in assemble of some other projects/ work orders. These diversion also need to be captured online. Diversions help in maintaining traceability of items from their induction to the stage of their final use.
14	MANF/021(Annexure 1)			What is 'Dispatchabe Unit (DU) diversion from one customer to other customer to be addressed'?	SL.NO. 81 takes care of diversions at component levels. However, there could be situations,when and assemblies manufactured against a particular project/work order is/are to be despatched in some other project/work order. Such cases at assembly level must also be diverted online from one work order to another and eventually all the components or that assembly need to be diverted to.
14	MANF/022(Annexure 1)			Clarify/Explain - Finished goods of one customer is modified to the requirement of other customer to be addressed along with the proper link with Drawings and other documents	Diverting the finished items from one project to another.
14	MANF/025(Annexure 1)			What is - Ability to pick inputs from engineering/ technology / work order masters?	Any online system is expected to be capable of sourcing desired data from structured tables, in which data are maintained by certain specific agencies for example, BOM is prepared/maintained by Engg deptt route cards/process sheets data are owned/maintained by technology groups and work order masters are maintained by commercial deptt.Such structured tables/set of tables are called masters and only the authors have permission to change them. Other can only source the data and use for their own purpose/sub - application.
14	MANF/029(Annexure 1)			What do you mean by operational plan generated in a defined time bucket (which is basis for requirements for suppliers,production calculations, FG Inventory ownership and comprehend supply dependency at multiple Mfg. sites?)	Shop plan based on project requirement with requirement dates
14	MANF/030(Annexure 1)			What isAbility to include multiplication factors in process sheets and Ability to link changes in process sheets with part issue levels?	Masters are for Unit quantity. System to multiply for the actual required quantity.

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14	MANF/031(Annexure 1)			Clarify -indents could be edited by planner drawing number outsourcing-wise/ code nos-wise/ WO-wise, PMD-wise and generate clubbed indents	Provision to edit auto-generated indents by the respective planners with various selection parameters, like, WO,PMD,etc.
15	MANF/053(Annexure 1)			Ability to issue and updation of Electronic Ledger	Stored transactions records for receipt / issue of items in chronological order. Ledger also indicates net balance at any point of time.
15	MANF/055(Annexure 1)			What is the ability to issue with softcopy ledger data? What are diversion records & diversion master?	Issue os material against soft copy of material issue voucher, If the item is drawn/manufactured in a work order and used in another work order it needs to be first diverted in an online systems and susch data needs to be stored in a structured table called masters. This is required to maintain traceability.
15	MANF/056(Annexure 1)			What do you mean by Drawing number? Is it a Part Number/Name on a component Drawing?	Drawing no and part no is a terminology used interchangeably. Drawing/Part No is the no as per which any drawing is identified.
15	MANF/059(Annexure 1)			What do you mean by Planning store? What is the difference between Planning Store and Normal Store?	Plant level srores are called central stores and shop level stores are called planning stores. These stores are maintained by shop planners.
15	MANF/060(Annexure 1)			What do you mean by Total Diversions in the inventory ?	Diversion history for a material.
16	MANF/066(Annexure 1)			Please clarify - 'In case the vendor is not able to replace/ rectify, the rejection would be processed in the same manner as proposed for the shop manufactured items.'	There is a rejection system for process rejection for the shop manufactured items. In case items are got manufactured from sub-contracting routing and they are found defective in shop. They are a. First allowed to be replaced/rectified by the vendor who manufactured it. b. In case vendor does not agree, the item is supposed to be rejected. It is recommended that same rejection system as followed for shop manufactured item be followed for sub-contracted components.
16	MANF/068(Annexure 1)			What is Ability for Online diversion proposal concurrence by section head/shop QC/ Commercial/ Engineering/ What are Diversion Proposals	There is a detailed and documented diversion system. It requiries signature / concurrence of different individuals/agencies. The system should be capable of capturing remarks and electronic signatures of such individuals. Any request for diversion is called diversion proposal.
16	MANF/079(Annexure 1)			What are packages of a work order? What is Level-3 planning? What do you mean by MRP based on project data?	Material/Component /Assemblies for any work order (Project) are packed in different packages and despatched. Each packkage has a package no. (For main work orders they are pre-defined whereas for spares/repares they are generated online when packing list is generated.) Package level planning of a project in BHEL's planning concept is called Level-3 planning. A Level-4 planning is componenet level. Level plannig is details of the component.
17	MANF/084(Annexure 1)			What do you mean by 'Run MRP at Work Order level? What is basically a Work Order?	Work Order is a unique no allocated to any project/customer purchase order at the unit level.
17	MANF/089-103(Annexure 1)			How is this PPMIV & SMIV document generated currently?(In SAP, subcon PO is generated thru the routing (Route Sheet) and the required Semifinished material is sent to and received from Vendor against this PO) Elaborate this requirement in more details	PPMIV (Part Processed Material Issue Voucher) given from shop to a sub-contractor for work as a semi-finished material. SMIV (Sub-Contract Material Issue Voucher) is used to issue materials from Stores to Sub-contractor.
18	MANF/113(Annexure 1)			What is this CDC? Please explain the term	Central Dispatch Cell (CDC)
18	MANF/118(Annexure 1)			What are the Blanking Plans? are you refeering to production plan for blanking opns?	yes.
18	MANF/119(Annexure 1)			What is this Background Printing? Is it a bar code printing? Please elaborate	Background printing means water marking.
18	MANF/120(Annexure 1)			What does the Allocation stand for? is it for cost allocation?	Allocation of stocked items to Work orders

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18	MANF/121(Annexure 1)			What are these Hol-up Lists? What is this L4 Planning? How many units are having SAP and how many are using Legacy System?	L4 Level planning is component level planning. Items which are not available in shop stores for issue to shops for a particular assembly/sub assembly are called holdups of that assembly/sub-assembly.
18	MANF/124(Annexure 1)			What is the process of Final Despatch Clearance? Is it handled by Despatch Team? Please explain in details	WhenQC cleared items of a package and despatch clearance papers / certificates received from customers are handed over to plant central despatch team, it is said that final clearance has been accorded.
18	MANF/126(Annexure 1)			Explain in depth the Technical, Financial and shipment related details of a Work Order	Any work order contains many details including the following. 1. Technical issues are listed in work order e.g. Technical Terms and Conditions , QP, Inspection agency etc. 2. Financial value of each item 3. Consignee, Consignor's address etc (Shipment details) 4. Work Orders for the main product/Spares/Repairs etc are configured differently and shipment of packages are managed differently.
19	MANF/128(Annexure 1)			Are the tooligs to be defined in bills of materils?	Any work order contains many details including the following. 1. Technical issues are listed in work order e.g. Technical Terms and Conditions , QP, Inspection agency etc. 2. Financial value of each item 3. Consignee, Consignor's address etc (Shipment details) 4. Work Orders for the main product/Spares/Repairs etc are configured differently and shipment of packages are managed differently.
19	MANF/134(Annexure 1)			What do you mean by SIV generation/ release and Collection of material from stores as per main product by shop	SIV- Stores issue Voucher is the request generated for issue of material from central stores. Generation means prepaartion of request , Release means consent of material planner for issue of material and Collection means issue of material from stores.
15	Annexure #1 Functional Requirement Specifications	Manf/048	Machine loading to be available online	What do you mean by machine loading? Is this machine capacity evaluation?	Machine Loading means allocation of a machine tool for a particular operation of a job. No it is not machine capacity evaluation.
	manf/040	General	ability for online request with proposed material identification/Inter block transfer memo(Dockets expected to be available online). All the relevant data to be available in corresponding master	Please describe the existing business process in detail	Ability for online requests for inter shop activity against proposed material
	manf/117	General	Ability to do des costing	What do we mean by des costing. Please provide details of the requirement	Costing of the finished goods/des/DU
	Maint/003	General	Ability to prepare a Maintenance Budget for the plant with appropriate linkages with Capital Repair Plan, Preventive Maintenance Plan, Annual Business Plan etc.	How is maintenance budget planned as of now , pls share some information - is it history based or zero based?	W.r.t the maintenance plan of machines
13	Manufacturing	General		Does in the manufacturing process it is required to do Holistic Supply and Operation planning for individual unit , across the group , for a site etc.	Planning at unit level to meet the requirements of succeeding activities
13	Manufacturing	General		For Manufacturing planning, is it required to do constrained, unconstrained and optimized manufacturing plan like considering and changing the priorities for delivery, specific orders etc	Yes
13	Manufacturing	General		Is it required to perform the plan at item, product family , Resource , machine level to enable BHEL manage the plan efficiently.	yes
13	Manufacturing	General		Is it required to aggregate and detail resources for shop floor Plan	yes
13	Manufacturing	General		Is it required to define variable time buckets (year/Month/Day/Shift) and constraints for planning	yes
13	Manufacturing	General		Is it required to define supply constraints while planning	yes
13	Manufacturing	General		Is it required to define customer , supplier and carrier shipping and receiving calendars	yes

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13	Manufacturing	General		Is it required to define decision rule for plan to consider Substitute item , alternate bill of material , routing rule	yes
13	Manufacturing	General		Is it required of multiple planner to plan simulation of shop floor planning	yes
13	Manufacturing	General		Is it required to support special tool requirement for manufacturing	yes
13	Manufacturing	General		Is it required to sequence dependent setups/changeovers, critical items/resources and aggregate resources.	yes
13	Manufacturing	General		Is it required to do alternate planning using KPI like -Inventory turnover -on time delivery -plan profit -Resource utilization	yes
13	Manufacturing	General		Is it required to specify enforced constraints like -Capacity constraints of Machine/Resource/Unit -Demand due dates -Purchasing lead time	yes
13	Manufacturing	General		Is it required to create planned orders with a granular horizon and detailed multi-level pegging of supply and demand.	yes
13	Manufacturing	General		Is it required to define limitations of supply, production, and distribution in supply chain to determine how to meet demand with the least cost or with the most profit	yes
13	Manufacturing	General		Is it required to detect resource bottlenecks automatically, resource bottlenecks may float from crew to tool, and then to materials, to machine, and so on throughout the scheduling horizon i.e. multi stage floating bottleneck	yes
13	Manufacturing	General		Is it required to -Sequence orders to best use production resources -Minimize sequence dependent setups -Automatically offload production to alternate resources	yes
13	Manufacturing	General		Is it required to Fast planning cycle times / Does it is required to run what if rescheduling in the shop floor	yes
13	Manufacturing	General		Is it required to analyze the issue on the shop floor and take decision and choose alternatives	yes
16	General	Manf/066	In case of vendor is not able to replace/ rectify, the rejection would be processed in the same manner as proposed for the shop manufactured items	What is the process of rejection processing?	If Vendor manufactured item is rejected and vendor is not going to replace, fresh manufacturing to be enabled.
18	General	Manf/120	Allocation would be done by shopfloor supervisor	Allocation of what kind of resource	allocation of man and machine by shop supervisor
18	General	Manf/125	Exception reports for short shipments to be generated from system	What is short shipment in manufacturing	when all the items of a standard packing list are their available, map supplies lesser items against that package number and prepares a list of shirt supplied
18	General	Manf/126	preparation for hold ups only for short shipment items	What is the process of Preparation for holdups for short shipment	for any short shipment,items nor available is hold ups needs to be listed
18	General	Manf/127	Ability to check that work order 1,2 and 3 to be mandatory completed by commercial before uploading the WO.	What is the process of Uploading the WO	To check the completion of preceeding activities by commercial department as per work flow in the mentioned RFP statement. Part-1 Technical Details, Part-2 Financial Details , Part-3 Shipment related Details. Forward and backward integration of manufacturing data with commercial data like workorder data.
19	General	Manf/128	Present tooling systems: For some units where SAP is implemented both standard and customised SAP	What kind of customization required for this process	Customisation in tge areas of Planning and Manufacturing
18	General	manf/117	Ability to do des costing	What do we mean by des costing. Please provide details of the requirement	Costing of the finished goods/des/DU

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15	General	manf/040	ability for online request with proposed material identification/Inter block transfer memo(Dockets expected to be available online). All the relevant data to be available in corresponding master	Please describe the existing business process in detail	Movement slips for materials / components from one shop building to another
Page 14	ONE-BHEL ERP Project Annexures _1 . PDF	manf/024	Ability to receive online IBTM items proposed.	What are IBTM Items. What is meant by " Block" here: is it a specific location / area on the shop floor ?	IBTM items means this Inter Block Transfer Memo items i.e items are manufactured in one block/work centre/shop and used by another
Page 14	ONE-BHEL ERP Project Annexures _1 . PDF	manf/053	Ability to issue and updation of electronic ledger	What is meant by electronic ledger here ? Does this mean On hand inventory quantity or stock ledger ?	Stored transactions records for receipt / issue of items in chronological order. Ledger also indicates net balance at any point of time.
	Tech/002	Implementation	Automation of Tool Management	Pls explain the automation needs in detail.	Automation of tool management means 1. Collection of special and standard tooling requirements generated by process planner. 2.Creating BOM for that tools identified to be designed by Tool Design Group. 3.Manufacturing/Procurement of the Tool by BHEL/Vendor. 4.Issue of the tool against the requirement like drawing/workshop/store.
	Tech/014	Implementation	Ability for the system to generate a design action for the tool whenever process planner identifies the requirement of special too	Is it a workflow requirement or what is the expectation around generating an action on tool requirement	Tool designing group should get a intimation for starting the tool design activity from the requirement indicated by the process planner at operation level in the routing.
	Tech/065	General	Ability to see all communication online	Pls explain what type of communications are referred here. Please elaborate the requirement in business context	All Communication pertaining to Procurement of Capital Goods; like Specifications, Cost Justifications, Budgeted Offers, Project Reports, Approvals etc; to be made available with workflow.
	Tech/084	Toolings	All BOM to be delinked from drawing	Pls explain the need of delinking BOM from drawing	Delinking is required where BOM is available on drawing. This BOM is necessary for Master and Transaction data creation as part of ERP system.
Annexure1FunctionalRequirementSpecification		TECH/014	Ability for the system to generate a design action for the tool whenever process planner identifies the requirement of the special tool in process/routing	kindly explain the process.	Tool designing group should get a intimation for starting the tool design activity from the requirement indicated by the process planner at operation level in the routing.
Annexure1FunctionalRequirementSpecification		TECH/021	Identification of the facilities requirement to be made online (to be interfaced with CMT & IP at corporate office through unit P&Ds)	kindly explain the process.	Facilities list or details of the machines against workshop/unit is expected to be available online with capacity and machine type.
Annexure1FunctionalRequirementSpecification		TECHC/042	Online availability of all CNC program for all CNC machines	kindly explain the requirement.	CNC program should be linked to the component drawing, indicating whether CNC program is proven/unproven.
Technology	Implementation	Tech/002		Whether the tool management need to be integrated or supported in the system?	Automation of tool management means 1. Collection of tooling requirements generated by process planner. 2.Creating BOM for that tools identified to be designed by Tool Design Group. 3.Manufacturing of the Tool by BHEL/Vendor. 4.Issue of the tool against the requirement like drawing/workshop/store.
Technology	Implementation	Tech/003		Ability to link tools with PO, Can you please elaborate more on this scenario?	Linking of tools against Production Order
Technology	Implementation	Tech/005		Is it the CNC Programs and other operations details need to be entered in the system?	Timings against CNC machines should be entered and available in the system for better monitoring and utilization
Technology	Implementation	Tech/041		Is it the ERP system should know the program readiness of CNC Machines.	CNC program should be linked to the component drawing, indicating whether CNC program is proven/unproven.
Technology	Implementation	Tech/042		Is it the ERP system should know the program readiness of CNC Machines	CNC program should be linked to the component drawing, indicating whether CNC program is proven/unproven.
Technology	Implementation	Tech/044		Is the Program for Proved CNC programs for input to machine, should be available as part of Document management system	The proved CNC program should be available online for input to machine. However, whether it should be part of DMS or any other system, should be decided by vendor.

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Technology	Implementation	Tech/048		All the identification should be online , can you please elaborate the line item?	The Items are Documents like Technological Instructions and Product Standards.
Annexure1FunctionalRequirementSpecification		TECH/014	Ability for the system to generate a design action for the tool whenever process planner identifies the requirement of the special tool in process/routing	kindly explain the process.	Tool designing group should get a intimation for starting the tool design activity from the requirement indicated by the process planner at operation level in the routing.
Annexure1FunctionalRequirementSpecification		TECH/021	Identification of the facilities requirement to be made online (to be interfaced with CMT & IP at corporate office through unit P&Ds)	kindly explain the process.	Facilities list or details of the machines against workshop/unit is expected to be available online with capacity and machine type.
Annexure1FunctionalRequirementSpecification		TECHC/042	Online availability of all CNC program for all CNC machines	kindly explain the requirement.	Facilities list or details of the machines against workshop/unit is expected to be available online with capacity and machine type.
Technology	Implementation	Tech/002		Whether the tool management need to be integrated or supported in the system?	Automation of tool management means 1. Collection of tooling requirements generated by process planner. 2.Creating BOM for that tools identified to be designed by Tool Design Group. 3.Manufacturing of the Tool by BHEL/Vendor. 4.Issue of the tool against the requirement like drawing/workshop/store.
Technology	Implementation	Tech/003		Ability to link tools with PO, Can you please elaborate more on this scenario?	Linking of tools against Production Order
Technology	Implementation	Tech/005		Is it the CNC Programs and other operations details need to be entered in the system?	Timings against CNC machines should be entered and available in the system for better monitoring and utilization
Technology	Implementation	Tech/041		Is it the ERP system should know the program readiness of CNC Machines.	CNC program should be linked to the component drawing, indicating whether CNC program is proven/unproven.
Technology	Implementation	Tech/042		Is it the ERP system should know the program readiness of CNC Machines	CNC program should be linked to the component drawing, indicating whether CNC program is proven/unproven.
Technology	Implementation	Tech/044		Is the Program for Proved CNC programs for input to machine, should be available as part of Document management system	The proved CNC program should be available online for input to machine. However, whether it should be part of DMS or any other system, should be decided by vendor.
Technology	Implementation	Tech/048		All the identification should be online , can you please elaborate the line item?	The Items are Documents like Technological Instructions and Product Standards.