



# Bharat Heavy Electricals Limited

Ceramic Business Unit - Electroporcelains Division  
Prof.CNR Rao Circle, Indian Institute of Science Post, Malleswaram  
BANGALORE – 560 012 INDIA

Website: www.bhelceramics.com



91(080) 23346352  
91(080) 22182305  
91(080) 23340535

## MATERIALS MANAGEMENT

### NOTICE INVITING TENDER FOR HTV SILICON COMPOUND

<b>Tender No</b>	<b>BHEL/EPD/MM/SC/OT/JUL/2013-14</b>
<b>Tender Date</b>	<b>27.07.2013</b>
<b>Tender Due date &amp; Time</b>	<b>17.08.2013 at 14.00 hours.</b>
<b>Tender opening date &amp; Time</b>	<b>17.08.2013 at 2.30 P.M.</b>

#### Technical Specification for Silicon Compound

Specification No EL/CI/SC/01,REV.01 DATED 29.06.2006 (Sheet enclosed)

Slno	Description	Details
1	Silicon Compound	Specification :No EL/CI/SC/01,REV.01 DTD 29.6.2006
2	Quantity	65000 Kg (65 Metric Tonne)
3	Delivery Schedule	<b>Delivery schedule from the date of PO placement:</b> 1. During October 2013 : 20MT (20000Kg) 2. During November 2013 : 20MT (20000Kg) 3. During December 2013 : 25MT (25000Kg)
4	Quantity variation	Quantity mentioned is tentative and it may vary at the time of order placement by 10%

Enclosures:

- 1) Specification SEC: EL/CI/SC/01, REV.01 DATED 29.06.2006
- 2) Terms & Conditions of NIT

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- 3) Excel worksheet – Guideline for deriving cost to BHEL price (Landing price to BHEL-EPD)
- 4) Guidelines for INDIAN AGENTS OF FOREIGN SUPPLIERS

For and On Behalf Of BHEL-EPD

B.R.BARKER  
DY.MANAGER/MM



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## MATERIALS MANAGEMENT

# Bharat Heavy Electricals Limited

## Electroporcelains Division, Bangalore- 560 012

PB: 1245, Science Institute Post, Malleswaram  
Bangalore -560012, INDIA

Please go through the contents carefully mentioned below and quote accordingly.

**Note:** Un- price bid must be sent along with Techno commercial Bid.  
For any queries please contact: Mr. B.R.BARKER, Dy. Manager / MM  
Ph: 080- 2218 2305, 22182460

## TERMS & CONDITIONS OF NIT

**TENDER REF. :** BHEL/EPD/MM/SC/OT/JUL/2013-14  
TENDER START DATE : 27.07.2013.  
LAST DATE FOR RECEIPT OF TENDER : 17.08.2013 BY 2.00 P.M  
OPENING OF TECHNO-COMMERCIAL BID : 17.08.2013 BY 2:30 P.M

### LOCATION OF TENDER BOX

Tender box **named BHEL-EPD** has been kept in reception room near front gate. Kindly put your offers in tender box.

### **TWO PART BID**

**I. TECHNICAL & COMMERCIAL BID PART- 1**  
**PRICE BID PART- 2**  
(Details of above 2 parts is explained in page 2)

1. The offer should be submitted in a sealed cover super-scribing tender no. & due date and addressed to

Bharat Heavy Electricals Limited  
Electroporcelains Division  
P.B.No. 1245, Science Institute Post,

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Malleshwaram, BANGALORE – 560 012.

Your offer should be submitted in BHEL-EPD tender box on or before 2.00 PM on the due date. The offers will be opened on the due date at 2.30 PM in the presence of tenderers who may like to be present. Late offers are liable to be summarily rejected.

The offer shall be in two parts:

**Part-I: TECHNO-COMMERCIAL and  
Part-II: PRICE.**

Each part shall be put in a separate sealed cover and the cover should have the corresponding part name, Subject of tender and Due Date written on it. If both parts are found in opened condition in a single sealed cover, the same offer will be summarily rejected. Only the techno-commercial part will be opened on the due date. The tenders meeting our techno-commercial requirements will be considered for price bid opening at a later date for which eligible vendors will be intimated in due course. Vendors will be given due opportunity to comply with BHEL requirements in a time frame in case there is any non-compliance in the original quote.

2. The terms & conditions of tender should be thoroughly understood & confirmed in the quotations. Material to be supplied as per BHEL Specification (Specification Sheet Attached).
3. The quantity mentioned is indicative & may vary at the time of ordering by 10%
4. **Self life of the material should be 6 months from the date of dispatch.**
5. **Out of total NIT quantity 15% reserved for developing New Vendors. New Vendors who are not Registered & PMD Vendors in BHEL shall submit their Technical Bids ONLY. Price Bids need not be submitted by such of those New Vendors and in case they are**



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found technically qualified, and then the L1 Price of PMD vendor shall be offered to them. This is exclusively applicable only for Non-PMD / New Vendors.

6. All new Vendors who are submitting their technical bids have to
7. submit sample of not less than 25 kg.(Free Sample) for evaluation purposes & upon qualifying of evaluation, a trial order for suitable required quantity out of their eligible quantity shall be placed on
8. qualified vendor at L1 Landing Cost Price of regular vendor (This LI price will be offered to for vendor acceptance)
9. In case, more than one new vendor gets technically qualified, then this 15% quantity shall be apportioned equally amongst the respective qualified Vendors.
10. In case of non-acceptance of L1 Price by the such of those New Vendors, then this 15% Quantity shall be allocated to respective eligible respective Vendors as per the Load Distribution Ratio as mentioned in this NIT.
11. ACCEPTANCE OF MATERIAL: The routine inspection & acceptance of material shall be done at BHEL-EPD, Bangalore as the case may be.

### 12. PAYMENT TERMS:

**For Indian Vendors:** Our standard payment terms are 100% in 30days on receipt of material at BHEL stores for accepted quantity (**30 Days from GRN date for the accepted quantity**).

**For Foreign Vendors:** Our Payment Terms shall be 90 Days from Bill of Lading Date through sight draft for the accepted quantity. Payment will be made through our Bankers.



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BHEL being a government of India undertaking are governed by strict corporate and RBI guidelines and therefore shall not entertain any request for advance payment. The payment shall be through TT/NEFT sight draft

13. The rates should be quoted on **cost to BHEL-EPD per Kg** basis for the material as per specification SEC: EL/CI/SC/01 REV: 01 DATED 29.06.2006. Sample Excel worksheet (separate sheet for CST &KVAT) is furnished for deriving the landing cost to BHEL-EPD, Bangalore.
14. **Foreign Vendors** should quote only on C I F Basis Chennai Sea Port (Port of Discharge). For Price comparison purpose, the Inland Freight and Port Clearance, handling charges etc., will be considered for evaluation of price to BHEL.
15. The rates quoted should be **firm and valid till completion of the ordered quantity as per the delivery schedule** and PVC clause shall not be acceptable
16. Every supply should accompany with **Test Certificate**
17. **RISK PURCHASE CLAUSE:**

In case, supplier fails to meet the delivery commitment resulting in a crisis and BHEL is compelled to purchase the product at a higher cost from an alternate source, the excess expenditure incurred, if any, will be debited to the defaulting supplier's account.
18. Rejections attributable to your manufacturing process and poor packing noticed at the time of use will be treated as valid rejections. The same shall be either replaced free of cost or payment towards same will have to be adjusted from vendors pending bills.
19. The rejected lots should be lifted by vendor on his own cost within 45 days notice failing which BHEL shall dispose of the same as per BHEL's Terms and Conditions / Guidelines which is applicable for rejected material without assigning any further notice to the Vendor.



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**20. BHEL keeps the option open for conducting Reverse Auction for the pricing.**

**21. PRICE RANKING & ORDER DISTRIBUTION:**

The offers shall be evaluated on landed cost (Cost to BHEL) basis for arriving at L-1 status. Landed cost shall be worked out on price quoted including freight, duty, sales taxes, etc., after taking out applicable benefit (total net cost to BHEL). The price negotiations if considered necessary may be done with L1 bidder only.

**22. The total quantity excluding the 15% reserved for new vendors will be distributed among TWO successful vendors L1 & L2 in the ratio of**

**23. 80:20 provided L2 accepts the counter offer of the rate of L1** (negotiated L1 price, if negotiation is done.) In case, L2 Vendor do not accept the

24. nter offer to match L1 Cost to BHEL Price, then same will be counter offered to next eligible Vendor. In case of no one accepting the counter offer, L1 will get the full quantity. If L1 capacity is less than BHEL (CBU) requirement then the balance quantity will be distributed equally amongst other eligible vendors.

In case more than one vendor having same ranking, the load share corresponding to the ranking and next on will be clubbed together and will be equally distributed among such vendors.

**25. COUNTER OFFER:**

Finalised L1 rates will be counter offered to the eligible vendor. The vendor will have the **option of either to accept or reject. NO OTHER OFFER OF THE VENDOR WILL BE ENTERTAINED.**

**26. VALIDITY:** Purchase order/ contract shall be valid till completion of supplies of the entire ordered quantity. There will be no PVC Clause.



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- 27.The supplier shall furnish test reports in line with the specifications covering all parameters as mentioned the specifications for each processing batch or each batch of supply-whichever is smaller in size.
- 28.**Each Packing should not exceed 1000 Kg. by weight**
- 29.Vendor has to mention very clearly both in Figures and Words. In case of any ambiguity in the furnished price, then the price furnished in WORDS will alone be considered for the purposes of Evaluation.
30. The materials that shall be supplied should have shelf life for a period of six months from the date of manufacturing. In the event of ordering, efforts should **be made to effect dispatches of the materials ONLY from the latest batch.**
- 31.For the purposes of evaluation of the price, the Exchange Rates prevailing as on **Original Tender Opening Date** (Technical Bid) will be considered. Even in case, the Tender opening date stands extended, the Exchange Rates that shall be taken will be the Original Tender Opening Date.
- “For evaluation, exchange rate (TT selling rate of SBI) as on scheduled date of tender opening (Part-I bid in case of two part bid) shall be considered. This shall be stated in the tender conditions. “*
32. **The tender not meeting the above conditions shall not be entertained.**
33. **Guidelines for Indian Agents of Foreign Suppliers – PI refer enclosure.**
34. **Vendors has to clearly mention in their quotation for their acceptance for BHEL terms & condition and supply of material as per as per specification & delivery schedule mentioned in the NIT.**

**(B.R.BARKER)**  
DY. MANAGER / MM  
BHEL/ EPD/ BANGALORE