



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

DUE DATE
29.04.2016
BY 14:00PM

**Subject: TENDER ENQUIRY FOR SUPPLY OF INSULATING MATS FOR 2 X 600 MW SINGARENI THERMAL POWER PROJECT, ADILABAD**

**Our Ref: TENDER ENQUIRY NO: PE/PG/SIN/E-5209/2016, DTD-15.04.2016**

Dear Sir/ Ma'am,

We are pleased to invite your offer in two parts strictly as per Clause-2.0 of the enclosed "Instructions to Bidders" & Clause no-3 & 4 of NIT in quintuplicate, in sealed covers for the under mentioned equipment/system.

SCOPE	BHEL invites offers from reputed Vendors (refer prequalification requirement and other requirements given in tender enquiry letter uploaded on our websites) for Design, Manufacturing, Assembly, Inspection and Testing at Manufacturer's/Sub Vendor's Works & CPRI, Proper Packing for Transportation, Supply/Delivery to Project Site at FOR Site (Singareni) on Freight pre-paid basis for Insulating Mats complete with all accessories for efficient & trouble free operation as mentioned in different sections of Technical Specification No- PE-TS-381-507-E018 (Rev 00) in line with Drawings/ Documents/ Test Procedures approved by BHEL/Customer and as required for the Total Scope for Singareni (2 X 600 MW) Adilabad TPP as per details hosted on BHEL website.
PROJECT	2 X 600 MW SINGARENI THERMAL POWER PROJECT, ADILABAD
PACKAGE	INSULATING MATS
QTY	AS PER BOQ GIVEN IN TECH. SPEC

Your best quotation/offer for the above requirement, in line with our terms and conditions, should either be delivered in person or sent by **COURIER/REGISTERED POST**, to the official inviting tender (s). It shall be the responsibility of the bidder to ensure that the tender is delivered on or before the **due date and time**. Part-I bids shall be opened at **15.00PM** on the due date in the presence of authorized representatives of the bidders, who may like to be present.

**Note:-**

1. Please note that Part Supplies offered for Project shall disqualify the bidder's offer.
2. Documents and Credential as per Technical PQR, Techno Commercial Bids and Price Bids should be submitted separately in separate envelopes.
3. Evaluation will be done on overall L1 (Total cost to BHEL) basis with necessary loading as applicable. Incomplete offer or offer for part of NIT BOM/BOQ shall be summarily rejected.

**TERMS AND CONDITIONS:** - Please refer GCC Rev-06 which is available on [www.bhelpem.com](http://www.bhelpem.com). You are requested to kindly download the same.

*15/4*

MR SUMEET SAHAY  
SR ENGR/PG-I-2  
BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
PLOT NO. 25, SECTOR - 16A, NOIDA (UP)  
(OFF) 0120-4213532, 09999498202

1/6

Regd. Office:  
BHEL House  
Siri Fort  
New Delhi-110049



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

<b>DUE DATE</b>
<b>29.04.2016</b>
<b>BY 14:00PM</b>

**TERMS AND CONDITIONS**

**1. INSTRUCTIONS REGARDING CENTRALISED TENDER ROOM:-**

- Vendors are advised to submit the tenders in the tender box, containing Part-I & II offers in separate covers, preferably cloth lined envelopes should be used, properly marked before due date and time.
- The dispatch department shall not accept any tender in torn condition and shall return the same to the courier immediately with the Stamping "Returned to Sender-Package Damaged". Offers in damaged condition will not be considered and no request for extension on this account will be considered.
- Bidder's representative shall deposit the offer in tender box only.
- Bidders shall be allowed in the tender room in area identified for bidders and only one authorized representative from each bidder shall be allowed.
- Bidder shall not be allowed to carry mobile/camera/ laptop in the tender room. The same shall have to be deposited at security in advance and taken back after tender opening.
- Details of offers shall be read out to bidders and in no case the offers shall be handed over to any of the bidders for noting down.
- Please ensure tender submission, minimum 1 hour before scheduled tender opening time. Late tenders shall not be accepted.

2. Enquiry No., due date etc. must be legibly superscribed on the sealed envelopes as per clause no. 2.0 of "Instructions to Bidders".

3. Offers should be submitted in two parts in Two separate sealed covers as follows:

- Part-I Bid :- Documents and Credential as per Technical PQR and Techno-Commercial offer
- Part II Bid :- Price Bid

4. Following terms and conditions will be made part of NIT:-

- Bidders to submit all documents concerning PQR (Technical), Techno-commercial offer along with the un-priced price bid and un-priced schedule of Technical-Commercial Deviation in a sealed envelope superscribed with heading "**Part-I Bid – Technical PQR and Techno-Commercial Offer**".
- Bidders to submit their Price Bid and Priced schedule of Technical-Commercial Deviation in a sealed envelope superscribed with heading "**Part-II Bid – Price Bid**".
- Part I bid will be opened on date & time mentioned in the NIT or subsequent corrigenda/amendments, if any.
- Techno-commercial offer of only those bidders shall be evaluated who will meet the Technical pre-qualifying requirement of the tender.**

Credentials of the bidders meeting the prequalifying requirements shall be taken up with customer for approval.

e) After finalization of Techno-commercial evaluation, offers of BHEL and Customer approved vendors who have qualified in the Techno-commercial evaluation shall be considered for Price Bid Opening/RA.

5. Bidders shall submit their offers meeting the requirements of the following tender documents (enclosed) and other Terms and Conditions included in this Enquiry Letter:

- ANNEXURE-I of GCC Rev. 06: Letter to be furnished by the Bidders.
- DEFINITION OF TERMS.

*[Handwritten Signature]*  
15/4

216



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

<b>DUE DATE</b>
<b>29.04.2016</b>
<b>BY 14:00PM</b>

- **Volume-I:** Comprising i) **Part-A:** Instructions to Bidders, ii) **Part-B:** General Commercial Terms & Conditions and iii) Special Conditions of Contract, if applicable.
- **Volume-II:** Comprising i) **Part-A:** General Technical Conditions and, ii) **Part-B:** Technical Specification.
- **Volume-III:** Schedules and Data Sheets.

All the above Tender Documents shall automatically become a part of the Order/Contract after its finalisation.

6. Vendors shall quote in accordance with the requirements mentioned in the tender documents. In case of deviations (Technical/ Commercial), the same shall be highlighted separately giving Clause references along with the Cost of withdrawal of Deviations as per **Annexure-II to GCC Rev 06 of "DEVIATION SHEET (COST OF WITHDRAWL)"** along with reasons for taking such deviations

**Bidder to note all the points mentioned in "Notes" of Annexure-II to GCC Rev 06**

7. **Please note the following:**
- a. **Price format is enclosed for compliance.**
  - b. **SCC enclosed for compliance.**
  - c. **GCC enclosed for compliance.**
8. Tenders shall be submitted strictly in accordance with the requirements of the above tender documents.
9. Standard pre-printed terms & conditions of the tenderers shall not be considered valid.
10. Validity of offer shall be as per **Clause No. 7.0, "Instructions to Bidders" of GCC Rev 06.**
11. Unsolicited fresh/revised Price Bids shall not be entertained.
12. Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any/all tender(s) in part or full without assigning any reason whatsoever.
13. Tenderers must enclose the Quality Plan in the prescribed format, for approval. Equipment will be despatched to the **Project site/Owner's** inspection at the hold points specified in the approved Quality Plan and issue of Material Despatch Clearance Certificate (MDCC)
14. Late tenders will be rejected.
15. Tenders and all correspondence thereof, shall be addressed to the undersigned by name & designation and sent at the following address:

<b>Mr. SUMEET SAHAY, SR ENGR, PG-I-2</b> <b>M/s Bharat Heavy Electricals Ltd.,</b> <b>Project Engineering Management,</b> Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 <b>Kind Attn: SUMEET SAHAY/ PG-I-2</b> <b>E-MAIL: <a href="mailto:sumeetsahay@bhhelpem.co.in">sumeetsahay@bhhelpem.co.in</a></b> <b>Ph. No. 0120-4213532 ,09999498202</b>	<b>Mr. HEMANT KUMAR KAUSHIK, DY MANAGER, PG-I-2</b> <b>M/s Bharat Heavy Electricals Ltd.,</b> <b>Project Engineering Management,</b> Power Project Engineering Institute, HRD & ESI Complex, Plot No 25, Sector-16 A, Noida-201301 <b>Kind Attn: HEMANT KUMAR KAUSHIK / PG-I-2</b> <b>E-MAIL: <a href="mailto:hkkaushik@bhhelpem.co.in">hkkaushik@bhhelpem.co.in</a></b> <b>Ph. No. 0120- 4213549,0 9540180895</b>
---	--

16. Definition of Terms is also enclosed. These definitions will apply to all the tender documents including this Enquiry Letter.

MR SUMEET SAHAY  
SR ENGR/PG-I-2  
BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
PLOT NO. 25, SECTOR - 16A, NOIDA (UP)  
(OFF) 0120-4213532, 09999498202

3/1

Regd. Office:  
BHEL House  
Siri Fort  
New Delhi-110049

*[Handwritten Signature]*  
15/4



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

<b>DUE DATE</b>
<b>29.04.2016</b>
<b>BY 14:00PM</b>

17. **Delivery:**

Delivery completion shall be within two (02) months from date of approval of drawing/documents. This is subject to bidder's 1st submission of drawing/docs (Technical Data Sheet & Quality Plan) within one week from the date of P.O. Vendor to re-submit documents within 5 days only, taking care of all the comments of BHEL. BHEL shall approve all drgs/docs in Cat-I in total 1 month time from the date of P.O. Any deficiency in documents submitted w.r.t. agreed specification/ comments from BHEL shall be treated as non-submission and no. of days delay in submission of complete documents during approval process, on account of this, would be reduced from the delivery. The vendor shall be responsible for getting approval from BHEL as early as possible and BHEL will support the process, in full, within above time frame and terms & conditions.

18. Prices shall be firm.

19. Bidder to note for compliance that this is conditional enquiry, the price bid (Part-II) opening/RA is subjected to

- Name of Vendor should be enlisted with BIS for the items as per NIT with status as 'operative' on the day of Part-I (techno-commercial bid) and Part-II (price bid) as per BIS official website else bid of the vendor shall not be opened.
- Vendor should remain listed in BIS official website till ordering, completion of all tests (including routine, sampling & type test) and supply. BHEL shall reserve the right to take the material at risk & cost of the vendor or any other action as deemed fit if the name of vendor gets delisted from BIS at any subsequent date before completion of supply

20. **PRE-QUALIFICATION REQUIREMENT:-**

Bidders will be asked to fill up the details in "TECHNICAL PRE-QUALIFYING REQUIREMENT" as per the conditions mentioned in the PQR and also to submit the credentials.

Bids of only those bidders shall be evaluated who meet the Technical pre-qualifying requirements (if applicable). Credentials of the bidders meeting the prequalifying requirements shall be taken up with customer for approval. Price Bid of only BHEL and customer approved vendors shall be opened.

21. Bidder to note for compliance that this is conditional enquiry, the price bid (Part-II) opening/RA is subjected to

- a) Approval of bidder by the BHEL PEM.
- b) Approval of bidder by Customer. Same shall be taken up by us with customer based on the credentials/reference list. So vendors to submit the credentials before Part-I opening or along with their offer.

22. Bidders have to quote freight charges in percentage of their quoted ex-works prices for Indigenous items.

23. Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS AS PER GCC (06), SCC (REV 03) AND NIT". In case of deviations, bidder to clearly mention the same with their techno-commercial offer as per Point No-6 of NIT.

24. All the above Tender Documents shall automatically become a part of the Order/Contract after its finalization.

25. The offers of the bidders who are on the banned list as also the offer of the bidders, who engage the services of the banned firms, shall be rejected. The list of banned firms is available on BHEL website [www.bhel.com](http://www.bhel.com).

*Handwritten signature and date 15/4*

*Handwritten circled number 4/6*



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

<b>DUE DATE</b>
<b>29.04.2016</b>
<b>BY 14:00PM</b>

26. "The Bidder along with its associate/ collaborators/ sub-contractors/ sub-vendors/ consultants/ service providers shall strictly adhere to BHEL Fraud Prevention Policy displayed on BHEL website <http://www.bhel.com> and shall immediately bring to the notice of BHEL Management about any fraud or suspected fraud as soon as it comes to their notice."

BHEL Fraud prevention policy is also uploaded in vendor's section on [www.bhhelpem.com](http://www.bhhelpem.com).

27. Bidders are requested to visit constantly our website to update them self for any technical or commercial change in the NIT.

28. All corrigenda, addenda, amendments, time extensions, clarifications, etc to the tender will be hosted on BHEL website ([www.bhel.com](http://www.bhel.com)) & BHEL-PEM website ([www.bhhelpem.com](http://www.bhhelpem.com)) only. Bidders should regularly visit websites to keep themselves updated.

29. CIF allocation is not applicable for this tender. Bidder to quote accordingly.

30. Bidders to submit their offers strictly in line with the enclosed price format.

31. Inspection shall be done by BHEL/ END CUSTOMER/Third party Agency (finalized by BHEL).

32. May please find the copy of our GCC (Rev 06) on our website [www.bhhelpem.com](http://www.bhhelpem.com)

33. Any other taxes & duties applicable on the date of bid but not quoted by the bidders shall be to bidder account.

34. MSE suppliers can avail the intended benefits only if they submit along with the offer, attested copies of either EM II certificate having deemed validity (Five years from the date of issue of acknowledgement in EM II) or valid NSIC certificate or EM II certificate along with attested copy of CA certificate (Format enclosed at Annexure-I where deemed validity of EM II certificate of five years has expired) applicable for the relevant financial year (latest audited). Date to be reckoned for determining the deemed validity will be the date of bid opening (Part 1 in case of two part bid). Non submission of such documents will lead to consideration of their bid at par with other bidders. No benefit shall be applicable for this enquiry if any deficiency in the above required documents are not submitted before price bid opening. If the tender is to be submitted through e-procurement portal, then the above required documents are to be uploaded on the portal. Documents should be notarized or attested by a Gazetted Officer.

35. Foreign & indigenious bidders participating through open/limited tender will necessarily have to but class III DSCs issued by the certifying authorities in India. Basic procedure/ checklist is uploaded on [www.bhel.com](http://www.bhel.com).

36. Non- registered bidder to submit the credentials required for Registration in BHEL PEM:-

**"Online Registration Portal is operational in BHEL. Non-registered Vendors, who wish to apply for registration with BHEL-PEM, have to apply through Online Registration Portal available at [www.bhhelpem.com](http://www.bhhelpem.com) - vendor section - Online Supplier Registration. All credentials and/or documents duly signed and stamped related to registration has to be uploaded on the website and submit the application for registration. One set of hard copy of the filled-up SRF downloaded from Online Registration Portal duly signed and stamped has to be submitted."**

37. Bidder is requested to quote their best competitive prices. "BHEL reserves the right to go for Reverse Auction (RA) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA.

In case BHEL decides to go for Reverse Auction, only those bidders who have given their acceptance to participate in RA will be allowed to participate in the Reverse Auction. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit online sealed bid in the Reverse Auction. Non-submission of online sealed



Ref. Enquiry No.: PE/PG/SIN/E-5209/2016  
Dated: 15.04.2016

<b>DUE DATE</b>
<b>29.04.2016</b>
<b>BY 14:00PM</b>

bid by the bidder will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.

Terms and Conditions of Reverse Auction shall be as per attached annexure-A.

38. Foreign bidders quoting along with their Authorised Indian associates to comply with BHEL corporate circular AA:MM:AGENCY dated 06<sup>th</sup> August 2010 for the guidelines regarding dealings with Indian agents of Foreign bidders (as enclosed).

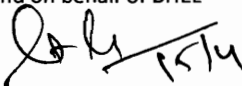
39. Please note that for technical bid, detailed offers are to be submitted including the following along with the Price schedule as per BHEL format enclosed with NIT:-

- Acceptance of GCC Rev-06.
- Acceptance of Special Conditions of Contract
- Duly filled, signed & stamped Annexure-I of GCC Rev-06
- GA Drawings, if any.
- Guarantee Clause – As per (General Conditions of Contract) GCC, Rev. 06
- Pre-qualifying Requirement (PQRs) - a) TECHNICAL PQR
- Technical Deviations and Commercial Deviation, if any as per format enclosed at Annexure-II of GCC Rev 06
- Along with your offer, please submit a copy of this letter duly signed & stamped on each page as token of acceptance of terms & instructions conveyed.
- Un-Priced price format duly filled in 'Quoted' or 'Q' in each column/row.
- Separate sealed price-bid envelope mentioning name of the project/package in BOLD LETTER on the top of each envelope.

**Note: Tenderer must submit UN-PRICED Price format duly filled mentioning the word "QUOTED" in place of actual price given in sealed price bid.**

Thanking you,

Yours faithfully,  
For and on behalf of BHEL

  
(Signature of official with Name & Designation)

**सुमीत सहाय/SUMEET SAHAY**  
वरिष्ठ अभियन्ता (पी.जी.-1-2)/Sr. Engineer (PG-I-2)  
भारत हेवी इलेक्ट्रिकल्स लिमिटेड/Bharat Heavy Electricals Ltd.  
पावर सेक्टर-परियोजना इंजीनियरिंग प्रबंधन  
Power Sector-Project Engineering Management  
प्लॉट नं.-25, सेक्टर-16A, नोडा-201 301  
Plot No. 25, Sector-16A, Noida-201 301

**Enclosure:**

1. Enquiry Terms & Conditions
2. Price Format (Prices should be quoted in this format only)
3. Terms and Conditions of Reverse Auction
4. Techno-Commercial Deviation Sheet (Annexure-II to GCC Rev 06)
5. BOQ & Technical Specifications
6. SCC of the project
7. Technical PQR
8. Cost of Withdrawal sheet, if applicable
9. Annexure-I of MSE Supplier
10. NTPC Format for credential submission
11. Guideline for Indian Agents of Foreign Suppliers

MR SUMEET SAHAY  
SR ENGR/PG-I-2  
BHEL/PS-PEM  
POWER PROJECT ENGINEERING INSTITUTE,  
PLOT NO. 25, SECTOR - 16A, NOIDA (UP)  
(OFF) 0120-4213532, 09999498202

6/6

Regd. Office:  
BHEL House  
Siri Fort  
New Delhi-110049



# BHARAT HEAVY ELECTRICALS LIMITED


## PROJECT ENGINEERING MANAGEMENT

**ANNEXURE – A TO NIT – REF NO-PE/PG/SIN/E-5209/2016, DTD-15.04.2016**

### **TERMS & CONDITIONS OF REVERSE AUCTION**

Against this enquiry for the subject item/ system with detailed scope of supply as per enquiry specifications, BHEL may resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE BIDDING (THROUGH A SERVICE PROVIDER). The philosophy followed for reverse auction shall be English Reverse (No ties).

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. Those bidders who have given their acceptance for Reverse Auction (quoted against this tender enquiry) will have to necessarily submit „online sealed bid" in the Reverse Auction. Non-submission of „online sealed bid" by the bidder for any of the eligible items for which techno-commercially qualified, will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines in vogue.
3. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
4. In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.
5. Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.
6. Bidders have to fax the Compliance form (annexure IV) before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.
7. In line with the NIT terms, BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at "Total Cost to BHEL" like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the bidder to enable them to fill-in the price and keep it ready for keying in during the Auction.
8. Reverse auction will be conducted on scheduled date & time.
9. At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.
10. The lowest bidder has to fax/e-mail the duly signed and filled-in prescribed format for price breakup including that of line items, if required, (Annexure VII) as provided on case-to-case basis to Service provider within two working days of Auction without fail.
11. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL"s standard practice.
12. Bidders shall be required to read the "Terms and Conditions" section of the auctions site of Service provider, using the Login IDs and passwords given to them by the service provider before reverse auction event. Bidders should acquaint themselves of the „Business Rules of Reverse Auction", which will be communicated before the Reverse Auction.
13. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action as per extant BHEL guidelines, shall be initiated by BHEL and the results of the RA scrapped/ aborted.
14. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
15. In case BHEL decides to go for reverse auction, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.
16. Any variation between the final bid value and that in the confirmatory signed price breakup document will be considered as tampering the tender process and will invite action by BHEL as per extant guidelines in vogue.

  
सुमीत साहाय / SUMEET SAHAY  
वरिष्ठ अभियन्ता (पी.सी.-2)/Sr. Engineer (PG-1-2)  
भारत हेवी इलेक्ट्रिकल्स लिमिटेड / Bharat Heavy Electricals Ltd.  
पावर सेक्टर - प्रोजेक्ट एंजिनियरिंग प्रबंधन  
Power Sector - Project Engineering Management  
प्लॉट नं.-25, सेक्टर-16ए, नरसिंह-201 301  
Plot No. 25, Sector - 16A, Noida - 201 301

1/2



