



Annexure-A

BHARAT HEAVY ELECTRICALS LIMITED
(A Govt. of India Undertaking)

Materials Management

PO: BHEL, Jhansi 284129, UP India Ph: 0510-2412459, 2412323, Fax: 0510 2412120

Email: mlahirwar@bheljhs.co.in, gssachan@bheljhs.co.in

Revised Techno Commercial Bid: E4240017

Name of Supplier:

Date:

A. General Terms For Indian Suppliers

<u>Sl.No.</u>	<u>Terms & Condition</u>	<u>Remarks</u>
A.1	Quoted rate must be in per Kg Basis and inclusive of Packing and Forwarding.	Accepted / Not accepted
A.2	Present rate of Excise duty (for Indian Suppliers)%
A.3	Present rate of VAT @ % / CST@..... % against form 'C' for Indian supplier. %
A.4	Delivery Period from date of Purchase Order/ LOI. in weeks
A.5	Quoted Rates are inclusive of : a) Freight Up to BHEL Jhansi. b) Insurance during Transit.	a) Yes / No b) Yes / No
	If answer to (a) is No, then (Quoted rate +ED+CST or VAT) will be loaded @ 1% for distance up to 500 Km and 1% for every additional 500 Km or part thereof. If answer to (b) above is No then (Basic Rate + ED+CST) loaded by 0.07%.	Accepted / Not Accepted Accepted / Not Accepted



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B. Commercial Terms For Indian Supplier:

<u>Sl.No.</u>	<u>Terms & Condition</u>	<u>Remarks</u>
B.1	Please confirm that Supply of Nickel Iron Ring Cores to Required Sizes will be as per BHEL Requirement to specification BP76117 Rev 02.	Accepted / Not accepted
B.2	The quoted rate in Rs / Per Kg is on firm basis & Price Variation Clause (PVC) shall not be applicable	Accepted / Not accepted
B.3	Taxes and duties shall be extra as applicable on the date of actual delivery.	Accepted / Not accepted
B.4	Validity of the rate quoted is 90 days From the date of opening of Techno Commercial bid.	Accepted / Not accepted
B.5	LD Clause:- Failure to supply by the time specified on the purchase order will make the Bidder liable to pay unconditional penalty of ½% of the prices of goods in arrear per week or part thereof subject to a maximum of 10% of the delayed order value unless mutually agreed otherwise. If not acceptable the offered rate will be loaded to extent not agreed by the bidder. For Example if maximum LD agreed is 4%; then offered rate will be loaded by (10%-4% = 6%) over the basic rate of the bidder.	Accepted / Not accepted (Please specify if not accepted).....
B.6	Payment Terms: Advance & LC payment terms are not acceptable to us and If quoted then their offer will be commercially rejected. a. Standard Payment Terms: 100% payment after 60 days of receipt and acceptance of material at BHEL works. The Bidders who are availing SIDBI / HDFC discounting facility (payment by BHEL in about 120 days from the date of invoice) with us will continue to get this facility. These payment terms will be treated as standard terms of payment. The bidders who are covered under MSMED Act-2006 & quoted 45 days of payment after acceptance of material will also be treated as standard terms of payment. Suppliers are requested to inform us with valid certificate, if they are registered under MSMED ACT2006 (applicable for Indian Supplier Only) . For the eligibility of above, latest certificate from Chartered Accountant to be submitted in line with Annexure-C.	Accepted / Not Accepted Note: If our standard payment terms not accepted by the bidder then loading will be as B6.b or B6.c below.



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	<u>Terms & Condition</u>	<u>Remarks</u>
	<p>(To be filled only if Para B.6.a i.e. if Standard Payment Terms as above is not acceptable)</p> <p>BHEL will load total out flow in case of other terms as follows:</p> <p>b. Cash on Delivery (Receipt at BHEL Jhansi) 'COD' : BHEL will load total out flow of BHEL by (SBI Base Rate of as on date of techno- commercial bid opening +6%) for 67 days.</p> <p>c. Cash on Dispatch 'CAD' : BHEL will load total out flow of BHEL by (SBI Base Rate of as on date of techno-commercial bid opening +6%) for 75 days.</p> <p>Note : Current SBI Base rate is 10% and with this loading for COD is 2.94% and for CAD is 3.29%.</p>	<p>Please specify the option if "B.6.a" as above is not acceptable:</p> <p>Please Tick one option from below:</p> <p>b. (.....) : COD</p> <p>c. (.....) : CAD</p>
B.7	<p><u>Guarantee Clause:</u> - The Nickel Iron Cores will be guaranteed against manufacturing defects for a period of one year from date of dispatch</p>	Accepted / Not accepted
B.8	<p>L1 bidder will be decided on the basis of [(Basic Rate + ED with Education Cess + CST /VAT + Any other Taxes, if applicable, - CENVAT benefit – Input Tax Credit.) + any loading due to non-acceptance of LD clause or our standard payment terms].</p>	Accepted / Not Accepted



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B.9	<p>BHEL reserves the right to go for Reverse Auction (RA) instead of opening the price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidders to give their acceptance for participating in RA. Non-acceptance to participate may result in non-consideration of their bids. In case BHEL decides to go for RA.</p> <p>In case BHEL decides to go for RA, only those bidders who have given their acceptance in RA will be allowed to participate in Reverse Auction. Those bidder who have given their acceptance to participate in Reverse Auction will have to necessarily submit 'on line sealed bid' in Reverse Auction. Non-submission of 'on line sealed bid' by the bidder will be considered as tampering of tender process and will invite action by BHEL as per extant guide line in vogue.</p> <p><i>Only those bidders who have submitted the 'online sealed bid' within the scheduled time shall be eligible to participate further in RA process. However, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process</i></p>	Accepted / Not Accepted
B10	<p>Quantity may be distributed between two sources. Maximum quantity (70%) to be sourced from L1 Bidder and balance 30% from L2 bidder on agreed L1 rate.</p>	Accepted / Not Accepted
B.11	<p>In case BHEL decides to conduct RA, Please confirm that you will participate in RA.</p>	Accepted / Not Accepted

Note: If answer to B1,B2,B5, B6,B7 ,B8 and B. 10 is 'Not Acceptable' then offer will be straight way commercially rejected.

Person to be contacted :

Tel / Mobile No :

E mail Id :

Signature and Seal of Bidder with date



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C. For Foreign Suppliers:		
C.1	Please confirm that Supply of Nickel Iron Ring Cores to Required Sizes will be as per BHEL Requirement to specification BP76117 Rev 02 .	Accepted / Not accepted
C.2	Material to be air lifted. Delivery terms shall be FCA / (Name of Air Port).	Please Specify Name of AirPort
C.3	The quoted rate is per Kg on firm basis & Price variation Clause (PVC) shall not be applicable.	Accepted / Not accepted
C.4	Delivery Period from date of our Purchase Order/ LOI.	Please Specify in Weeks
C.5	Validity of offer must be 90 days from date of tender (Techno-commercial bid opening date).	Accepted / Not Accepted
C.6	For documentation and correspondence language shall English only.	Accepted / Not Accepted
C.7	Agency commission if any will be paid out of the FCA value after 60 days of receipt and acceptance of material at BHEL Jhansi in Indian Rupee. TT selling exchange rate prevailing on the tender opening date or the letter of credit date or purchase order date which ever lowest will be considered for the agency commission.	Applicable / Not Applicable Please mention name of Indian agent(if any) % agency commission.....
C.8	The rate quoted should be inclusive of charges of documentation, packing and delivery of material up-to the Air Port of shipment on FCA terms. The material is required to be packed suitable in all respects considering the peculiarity of the material for normal transport by air & subsequently by Rail / Road in India suitably protected from effect of tropical salt laden atmosphere in the event of consignment being delayed at Indian Port before outward clearance . Supplier should also furnish detail of shipping specification, sizes, volume, weight, no of cases etc. When article packed with packing material of plant origin, phytosanitary certificate will be required.	Yes / No Please mention FCAName of Air Port
C.9	Copy must be handed over to the air consolidation agent at the time of booking of Cargo. Size of ring core and purchase order number with material code is to be written strictly in 12mm letters with yellow paint at the side of each ring core for its permanent identification.	Accepted / Not Accepted



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Sl.No.	Terms & Condition	Remarks
C.10	Guarantee Clause: - The Nickel Iron Cores will be guaranteed against manufacturing defects for a period of one year from date of dispatch.	Accepted / Not accepted
C.11	LD Clause:- Failure to supply by the time specified on the purchase order will make the Bidder's liable to pay unconditional penalty of ½% of the prices of goods in arrear per week or part thereof subject to a maximum of 10% of the delayed order value unless mutually agreed otherwise. The date of AIR Way Bill (HAWB) will be considered as delivery date. If not acceptable the offered rate will be loaded to extent not agreed by the bidder. For Example if maximum LD agreed is 4%; then offered rate will be loaded by (10%-4% = 6%) over the basic rate of the bidder.	Accepted / Not accepted (Please specify if not accepted)
C.12	One complete set of negotiable document comprising of HAWB, signed invoice, packing list, certificate of origin test certificate showing chemical composition MAG current and dimensional measurement and phytosanitary certificate must be forwarded to one set each as under:- Port Consignee : Sr. DGM(MS), ROD Bharat Heavy Electricals limited, World Trade Centre- ,14th Floor, Cuffe Parade, Colaba, Mumbai-400005 India and Sr. Manager,Material Management Bharat Heavy Electricals limited, PO BHEL District; Jhansi ,U.P. Pin-284120 India	Accepted / Not Accepted



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Sl.No.	Terms & Condition	Remarks												
C.13	<p>Payment terms:</p> <p>a. Standard Payment Terms: 100% payment through an irrevocable & unconfirmed :Letter of Credit (LC) with 90 days usance period . BHEL will load 0.03 % of LC amount to equate the landed cost to BHEL.</p> <p>If our standard payment terms as above is not acceptable the BHEL will further load over quoted FCA value as follows:</p> <p>b. For usance period of LC is 60 days: FCA Value will be loaded by (SBI Base Rates on date of tender opening +6%) for 30 days.</p> <p>c. For usance period of LC is 30 days: FCA Value will be loaded by (SBI Base Rates on date of tender opening +6%) for 60 days.</p> <p>d. On Sight LC : FCA Value will be loaded by (SBI Base Rates on date of tender opening +6%) for 90 days.</p> <p><i>Note: Current Base rate of SBI is 10% and with this LC with 60 days usance will attract loading of 1.32 % on FCA Value, LC with 30 days usance will attract a loading of 2.63% on FAC value and on Sight LC will attract loading of 3.95% on FCA value.</i></p> <p><i>Note: Above payment terms a b. c & d will be applicable only on submission of following documents:</i></p> <table border="0"> <tr> <td>HAWB</td> <td>1 original + 3 photo copies</td> </tr> <tr> <td>Signed Invoice</td> <td>3 Original + 3 Copies</td> </tr> <tr> <td>Packing List</td> <td>3 Original + 3 Copies</td> </tr> <tr> <td>Certificate Of Origin</td> <td>1 Original + 3 Copies</td> </tr> <tr> <td>Test Certificate</td> <td>3 Original + 3 Copies</td> </tr> <tr> <td>Phytosanitary Certificate*</td> <td>1 Original + 3 Copies</td> </tr> </table> <p>“*” or equivalent for wood packing (if wood used for packing) Any demurrage / warfare charge due to incomplete documentation or discrepant documents shall be in suppliers account. Material description invoice and other documents should match material description in our purchase order for smooth custom clearance .Supplier to send an email to freight forwarder designated by BHEL at the time of readiness of material and copy of email: gssachan@bheljhs.co.in & email gauravgupta@bheljhs.co.in to BHEL Jhansi.</p>	HAWB	1 original + 3 photo copies	Signed Invoice	3 Original + 3 Copies	Packing List	3 Original + 3 Copies	Certificate Of Origin	1 Original + 3 Copies	Test Certificate	3 Original + 3 Copies	Phytosanitary Certificate*	1 Original + 3 Copies	<p>Accepted / Not Accepted</p> <p>Please specify the option if “14.a” as above is not acceptable. Please Tick one option from below:</p> <p>b. LC with usance period of 60 days (.....)</p> <p>c. LC with usance period of 30 days (.....)</p> <p>d. On Sight LC (.....)</p> <p>Any other payment terms is not acceptable. If quote the offer liable to techno-commercially rejected.</p>
HAWB	1 original + 3 photo copies													
Signed Invoice	3 Original + 3 Copies													
Packing List	3 Original + 3 Copies													
Certificate Of Origin	1 Original + 3 Copies													
Test Certificate	3 Original + 3 Copies													
Phytosanitary Certificate*	1 Original + 3 Copies													



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C.14	<p>BHEL reserves the right to go for Reverse Auction (RA) instead of opening the price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. All bidder to give their acceptance for participating in RA. Non-acceptance to participate may result in non-consideration of their bids. Incase BHEL decides to go for RA.</p> <p>In case BHEL decides to go for RA, only those bidders who have given their acceptance in RA will be allowed to participate in Reverse Auction. Those bidder who have given their acceptance to participate in Reverse Auction will have to necessarily submit 'on line sealed bid' in Reverse Auction. Non-submission of 'on line sealed bid' by the bidder will considered as tampering of tender process and will invite action by BHEL as per extant guide line in vogue.</p> <p><i>Only those bidders who have submitted the 'online sealed bid' within the scheduled time shall be eligible to participate further in RA process. However, the H1 bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process</i></p>	Accepted/ Not Accepted
C.15	<p>Quantity may be distributed between two sources. Maximum quantity (70%) to be sourced from L1 Bidder and balance 30% from L2 bidder on agreed L1 rate</p>	Accepted/ Not Accepted
C.16	In case BHEL decides to conduct RA, Please confirm that you will participate in RA.	Accepted / Not Accepted

Note :

- 1) if Answer to C.1, C.2, C3, C6 C.10, C.11, **C12 and C.15** is not accepted then offer will be straight way rejected.
- 2) A loading of **2.07 % against** In Land freight and insurance from Mumbai Air Port To to our works at Jhansi will be loaded on basic rate to equate the landed cost to BHEL Jhansi.

- 1) Person to be contacted :
- 2) Tel / Mobile No :
- 3) E mail Id :

Signature and Seal of Bidder with date