

Request for Proposal (RFP)

**Engagement of a consulting firm for
Preparation of Detailed Project Report (DPR) for
Manufacturing in solar PV value chain**

RFP Ref no.: BHEL/AA/CSM/EmTech/73 dt 18th March, 2021

Pre-bid meeting: 25th March, 2021

Bid-submission date: 9th April, 2021



**Corporate Strategic Management
BHARAT HEAVY ELECTRICALS LIMITED
New Delhi, India**

[Handwritten Signature]
18/03/21
Bharat Heavy Electricals Limited
New Delhi

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1 INVITATION FOR BID

Dear Sir/Madam,

Sub: Engagement of a consulting firm for preparation of Detailed Project Report (DPR) for manufacturing solar PV value chain

Bharat Heavy Electricals Limited (BHEL) is one of India's largest engineering and manufacturing enterprises in the energy and infrastructure sectors. BHEL manufactures a wide range of products and systems and offers services for the core sectors of the economy viz. power, transmission, transportation, renewables, water, defence & aerospace, oil & gas, and industry.

To support the AatmaNirbhar Bharat campaign of the government, it is imperative that the dependence on imports be reduced. Solar PV value chain holds substantial indigenization potential especially in upstream as there is no domestic polysilicon and wafer manufacturing capacity and minimal cell manufacturing capacity. Against this background, BHEL is exploring opportunities in manufacturing in solar PV value chain.

With this objective, BHEL intends to appoint a consulting firm with a proven track record and requisite competence to prepare a Detailed Project Report (DPR) for the same.

BHEL hereby invites bids from reputed consultancy firms for the subject work under a two-part bid system based on terms and conditions specified in this Request for Proposal (RFP) document. This work will be carried out within **eight (8) weeks** from the date of award of contract as per the scope of work mentioned in Cl. 3 of this RFP.

The selection of the consulting firm for this project will be done under Quality and Cost Based Selection (QCBS) method as described in this RFP document. Following salient points relevant to the RFP may please be noted:

| | | |
|---|----------------------------------|--|
| 1 | RFP No | BHEL/AA/CSM/EmTech/73 dt 18 th March, 2021 |
| 2 | Name of Work | Engagement of a consulting firm for preparation of Detailed Project Report (DPR) for manufacturing solar PV value chain |
| 3 | Document Fee | NIL |
| 4 | EMD money deposit | NIL |
| 5 | Availability of RFP document | https://www.bhel.com https://eprocure.gov.in/ henceforth referred as 'Tender Portal' |
| 6 | Submission for suggestion/ query | 24 th March, 2021 |
| 6 | Pre-bid Meeting | 25 th March, 2021 during 1400-1700 hrs IST at Corp Office, BHEL House, Siri Fort, New Delhi or, as informed on tender portal |





| | | |
|----|---|---|
| 7 | Due date for submission | On or before 9 th April, 2021 1600 hrs IST |
| 8 | Date & time of opening of Part-A - unpriced Bid | 9 th April, 2021 1630 hrs IST at BHEL House, Siri Fort, New Delhi or, as informed on tender portal |
| 9 | Date & time of opening of Part-B- Price bid | Date and time will be intimated to techno-commercially acceptable bidders in due course. |
| 10 | Contact person | Sanghamitra B. Jayant, Sr. Manager (Corp. Strategic Management) Tel: +91 11 6633 7452; email: sanghamitra@bhel.in |


1.1 BID SUBMISSION GUIDELINES

The bidders shall submit their bids either in the 'Tender Box' placed at reception of the Corporate Office, BHEL House, Siri Fort, New Delhi-110049 or send the same by pre-paid registered post or by recognized courier so that they are received on/before 9th April, 2021 1600 hrs IST. In exceptional cases, where due to bulky size of the bid documents and it is not possible to drop the bids in the tender box, the bid documents may be handed over to the undersigned. The bids shall be submitted in two parts as below.

- Part-A: Technical & Commercial bid (one original and two copies) containing
 - All technical and commercial details other than price
 - Unpriced 'Price schedule' as per Annexure-7
 - Signed RFP document including terms & conditions, amendments/ clarifications/ corrigendum etc. without any deviation
- Part-B: Price bid (only original) containing only price schedule as per Annexure-18

Both Part-A and Part-B shall be submitted in separate sealed envelopes. The envelopes should be marked as Part-A & Part-B indicating RFP ref no., subject, submission date, name & address of the bidder. Both the envelopes shall be kept in one sealed envelope and this envelope should also be superscripted with "Engagement of a consulting firm for preparation of Detailed Project Report (DPR) for manufacturing solar PV value chain" along with RFP ref no., submission date, name & address of the bidder. BHEL will not be responsible for the cost incurred in preparation and submission of the bids.

This Invitation for bid is an integral and inseparable part of the enclosed document.


 Sanghamitra B. Jayant
 Senior Manager (Corp. Strategic Management)



2 INSTRUCTIONS TO BIDDERS

2.1 Request for Proposal document (RFP)

The complete RFP document has been uploaded on the tender portal. The bidder is expected to download and examine the complete RFP document, including all instructions, specifications, conditions, scope and other requirements given in the document. The RFP document together with all its attachments thereto shall be considered to be read, understood and accepted by the bidders as one document. All corrigenda, addenda, amendments, time extensions, clarifications, etc. to the RFP will be hosted on tender portal only. Bidders should regularly visit this portal to keep themselves updated.

2.2 Amendment of RFP document

At any time prior to the bid submission date, BHEL may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the RFP Document and host such Clarification/ Addendum/ Corrigendum on the tender portal as deemed necessary. Bidders have to take into account all such Clarification/ Addendum/ Corrigendum before submitting their bid.

2.3 Pre-bid meeting

The pre-bid meetings for clarifying any doubts with respect to the RFP document will be held in BHEL office, Siri fort Road, New Delhi-110049. The bidders may send their authorized representatives to attend the same.

Bidders are requested to submit their queries (Annexure-5) on the RFP if any, latest by 11:00 AM (IST) one working day prior to the day of pre-bid meeting. No further opportunity after pre-bid meeting will be granted to seek clarifications.

BHEL's responses to the queries/clarifications etc. and/or minutes of the pre-bid meeting shall also form part of this RFP document and will be hosted on the tender portal without disclosing source of the query. No further queries shall be entertained until and unless decided by BHEL and all decisions taken by BHEL after pre-bid meeting shall be binding on all the bidders.

2.4 Language

All correspondence and documents relating to the bid exchanged between the bidder and BHEL shall be in the English language, except that any printed literature may be allowed in another language, provided it is accompanied by an English translation which





shall be used for the purpose of bid interpretation. The bidder shall quote the rates in English language and international numerals.

2.5 Legible and correct entries

All entries in the RFP shall either be typed or written legibly in ink. The bid should be free from correction, overwriting, correction fluid, etc. Any interlineation, cutting, erasure or, overwriting shall be valid only if they are attested under full signature/s of person/s signing the bid, otherwise the bid shall be liable for rejection.

2.6 Bid currencies

Bidders shall submit their price bid, Part-B only in Indian Rupees.

2.7 Foreign currency conversion rates

In case turnover and/or any other credentials are in foreign currencies, the same will be converted to INR based on TT Selling Rate of SBI prevailing on the date of opening of Part-A of bid. In case of the day being a bank holiday, then rate on previous bank (SBI) working day shall be considered.

2.8 Signing of the bids

Bidder must be registered under relevant applicable Indian/Foreign Laws and in case of foreign business entity, it must be authorized by the global principal to operate in India through its branch office in India. Bidder shall submit the bid authenticated by an authorized person from any of his offices in India who will be interacting with BHEL during evaluation of the bid. The bidder's bid should not carry any sections like clarifications/ 'as orally told'/ 'to be discussed'/ interpretations and assumptions. All pages of the bid including formats & annexures, and all pages of the RFP document, together with subsequent clarifications/ corrigendum issued shall be duly signed, dated and stamped by the authorized signatory. The authorization to sign the document must be confirmed by a written power of attorney accompanying the bid (Part-A) as per Annexure-4.

2.9 Submission of bids

The bids shall be submitted in two parts as below.

Part-A: Technical & Commercial bid – (one original and two copies) containing:

- a. All technical and commercial details other than price including documents and formats as per the Part-A checklist (Annexure-1);
- b. Unpriced price schedule as per Annexure-7;
- c. Signed RFP and other related documents.





Part-B: Price bid (only original) containing only price including documents and formats as per the Part-B checklist (Annexure-1)

- a. To be submitted strictly in line with the 'Price Schedule' (Annexure-18)
- b. No conditions whatsoever shall be given in this Part
- c. Bidder shall not omit or leave blank against any item in the price schedule. In such a case, bids are liable for rejection.

2.10 Sealing & marking of envelopes

Both Part-A and Part-B should be submitted in separate sealed envelopes. The envelopes should be marked as Part-A & Part-B indicating RFP ref no., bid subject, bid submission & opening date, name and address of the bidder. Both the envelopes shall be kept in one sealed envelope and this envelope should be superscripted with "Engagement of a consulting firm for preparation of Detailed Project Report (DPR) for manufacturing solar PV value chain" along with RFP ref no., bid submission & opening date, name and address of the bidder.

2.11 Due date

Bids must be submitted on or before 9th April, 2021 1600 hrs IST or extended date/time if any. BHEL shall not be responsible for receipt of bids after the due date and time of submission. Bids received after the specified time of their submission shall be treated as 'Late' and shall not be considered under any circumstances. BHEL, at its discretion, may extend the bid submission date. Information related to the same shall be hosted on the tender portal.

2.12 Modification and withdrawal of bids

The bidder may withdraw or modify its bid after its submission but before the due date and time for submission as given in RFP document or extended timelines if any.

This is a zero-deviation RFP document. Bidders have to submit a No Deviation Certificate (Annexure-6). Deviation with respect to RFP terms & conditions/suggestions in technical bid/ price bid shall not be considered by BHEL. However, BHEL is open to suggestions in the larger interest of meeting the objective of the RFP, but on/before the pre-bid meeting.

2.13 Opening of bids

The technical & commercial bid (PART-A) shall be opened on 9th April, 2021 1630 hrs IST at Corporate Office, BHEL House, Siri Fort, New Delhi 110049, in the presence of





authorized representatives of the bidders, who may like to be present. Representatives of the bidders who are present shall sign a register evidencing their presence.

2.14 Opening of price bids

Price bids of bidders submitting responsive bids and who meet the pre-qualifying criteria and secure more than 70% of the marks in the technical bid will only be opened. All the techno-commercially acceptable bidders shall be informed of the date, time and venue of opening of the price bids. Bidder's representatives who are present shall sign a register evidencing their presence.

2.15 Price discrepancy

- a. If there is a discrepancy between the unit price and the total price (which is obtained by multiplying the unit price by the quantity), the unit price shall prevail and the total price will be corrected accordingly, unless, in the opinion of BHEL, there is an obvious misplacement of the decimal point in the unit price, in which case the total price as quoted shall govern and the unit price corrected accordingly;
- b. If there is a discrepancy in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected;
- c. If there is any difference between the amount in figures and in words, the amount quoted by the bidder in words shall prevail; and
- d. If there is such discrepancy in the offer, the same shall be conveyed to the bidder with a cut-off date up to which the bidder has to send his acceptance on the above lines and if the bidder does not agree to the decision of the BHEL, the bid is liable to be rejected.

2.16 Rounding-Off

Any calculation done for the purpose of evaluation and/or estimation shall be considered up to two decimal points and without rounding-off.

2.17 Evaluation

The evaluation of bids shall be carried out as per section- 4 "Evaluation of bids"

2.18 Award of contract

The bidder who scores highest total marks as per criteria laid out in Section-4 "Evaluation of bids" shall be declared as the successful bidder. BHEL will award the contract to the successful bidder by sending the Letter of Award (LOA)/Work Order (WO) by email/post. Bidder within 7 working days of receipt of the same, shall sign, stamp and return it to BHEL as a token of his acceptance.





Bank guarantee also to be submitted within 7 working days of LOA

2.19 Validity of bid

The bids shall be deemed open for acceptance for a minimum period of 180 days from the date of opening of Part-A. BHEL may solicit extension of this period, requests for which will be made in writing through e-mail.

2.20 Rejection of the bids

Any one of the following may lead to rejection of the bid:

- a. Failure to furnish all the information required, or submission of bids not responsive to the RFP document in any respect
- b. Overwriting/cutting etc. in the bid not duly attested by the authorized signatory
- c. Bids received after the specified date and time
- d. Failure to submit clarifications before due-date
- e. Mentioning of price anywhere in Part-A including unpriced price schedule
- f. Bids which do not comply with the RFP conditions or contains counter conditions
- g. Bids from bidders who are under suspension (banned) by any Unit/ Region/ Division of BHEL or its administrative ministry.
- h. Omissions or no entry against any item in the price schedule
- i. If the information given is incorrect, wrong, and/or contrary to the facts
- j. Canvassing in any form in connection with the subject

The acceptance of a bid rests with BHEL and does not bind BHEL to accept the lowest bid or any bid and reserves to itself full rights for rejection without assigning any reasons whatsoever.

2.21 Order of precedence

In the event of any ambiguity or conflict between the clauses of the RFP Documents, the order of precedence shall be in the order below:

- a. Corrigenda/ addenda/ amendments/ clarifications
- b. Invitation for the bid
- c. Special conditions of contract
- d. General conditions of contract
- e. Instructions to bidders

2.22 General

- a. In case of changes in scope and/ or technical specifications and/ or commercial terms & conditions, having price implications, techno-commercially acceptable

