



भारत हेवी इलेक्ट्रिकल्स लिमिटेड
(भारत सरकार का उपक्रम)
Bharat Heavy Electricals Limited
(A Government of India Undertaking)
SOLAR BUSINESS DIVISION

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ई-मेल/E-mail : nagarajpk@bhel.in
बी.नं 1249, प्रो. सी एन आर राव सर्कल
आईआईएससी पोस्ट मल्लेश्वरम बेंगलूरु - 12
P.B. No.1249, Prof. C N R Rao Circle
IISc Post Malleswaram
Bengaluru-560 012

Ref.No:**SBD:TC:MOU:SPV:SOLARCELLS/COVLTR**

Dated:

Subject: **Invitation to Enter into MOU for Freezing Techno Commercial Conditions and Specification for procurement of Solar cells for Solar PV Modules.**

Dear Sirs,

Bharat Heavy Electricals Limited (BHEL) is the largest engineering and manufacturing Public Sector enterprise in India of its kind in the business of providing equipment, systems and services for energy related infrastructure. BHEL caters to sectors like Power Generation and transmission, Industry, Traction electrics & controls, Renewable Energy etc. Established in late 50's, BHEL has installed thermal power plant of over 170 GW globally. **The annual turnover of BHEL stands over US\$ 2.4 Billion for the current year. BHEL has a staff strength of 37,000 and has 17 manufacturing units across India.**

Solar Business Division (SBD) of BHEL, situated in Bangalore, houses SPV module manufacturing capacity of **2x100MW as part of BHEL's clean energy initiative.** SBD is currently supplying Solar Power Plants to State & Central Govt. Organizations & other private companies in India. We are ISO 9001, OHSAS 18001 & ISO 50001 company and provide (also expect) best quality in material, workmanship and processes.

Under the present business scenario and unprecedented demand for SPV MODULE, we have decided to review our procedures and system related to the procurement of various raw material to enable our vendors for speedy response against our enquiries & REDUCING THE TIME FOR CONVERSION OF ENQUIRY TO PO. It has become necessary to cope up with the demand in the market to reduce our cost & procurement cycle by having a prior understanding with prospective suppliers on our procedures, systems, technical specifications and commercial conditions.

For this purpose, we wish to follow the following procedure:

1. Our technical specifications, quality requirements and commercial terms & conditions is issued with this letter for acceptance and freezing with reputed organizations.
2. Any comments / deviation to this conditions shall be mentioned in enclosure -2 to this letter with all details required therein including % cost of withdrawal of deviation. Only in case, any deviations remains unacceptable even after due clarification / discussions etc., the % cost of withdrawal of the same shall be carried over to the MOU for the purpose of finalizing the prices during tendering.

ISO-14001:2004
OHSAS 18001:2007
Reg. No. RI91/7830



पंजीकृत कार्यालय 'बीएचईएल हाउस' सिरी फोर्ट, नई दिल्ली - 110 049
Regd. Office: 'BHELHouse' Siri Fort, New Delhi - 110 049





3. Enquiries shall only be addressed to parties with whom MOU has been entered all through bound by circular issued by Govt of India time to time. No specification / quality requirement / Commercial terms and condition will be issued along with enquiry (NIT) and only the concerned specification like quantity, delivery etc. will be provided in the enquiry for the bidders to quote their prices. However, where there is a change in specification, the same will be communicated with enquiry along with project specific technical and commercial requirement, if any. Bidders need to go through the additional requirement project specific while quoting against our enquiry.
4. While submitting your quotation, you will be required to attach a letter (Enclosure-3) confirming that the supply will be as per agreed technical specification and commercial & technical conditions (SCC & GCC) with BHEL furnishing the reference of MOU (Memorandum of Understanding) to be entered after due clarification / discussions.

With the aforesaid in mind, BHEL invites expression of interest from the reputed global manufacturers (OEMs) of Multi crystalline & Mono PERC solar cells (refer Pre-qualifying & other requirements) to enter into a Memorandum of Understanding for sourcing of the plant requirement as per below mentioned technical specification, commercial T&C & other documents which are also hosted at our websites www.bhel.com & cpp portal.

Sl.No	Description	References
1	TECHNICAL SPECIFICATION NO.	SPV-4-02-00019
2	GENERAL CONDITIONS OF CONTRACT	GCC R0
3	SPECIAL CONDITIONS OF CONTRACT	SCC Rev 00.
4	PQR	SPV-4-02-00021

Your offer for entering into MOU, in line with our terms and conditions, should either be delivered in person or sent by COURIER/REGISTERED POST, to the following address only:

BHEL- EPD Tender box (Reception of EPD)

C/o.AGM / MM

M/s BHARAT HEAVY ELECTRICALS LTD., SOLAR BUSINESS DIVISION,
Prof CNR Rao Circle, IISc Post, Malleswaram, Bangalore- 560 012

E-MAIL: vivek@bhel.in, nagarajpk@bhel.in, rcd@bhel.in

Ph. No. +91-080-22182272, +91-080-22182262.



It shall be the responsibility of the bidder to ensure that the offer is delivered on or before the due date by **02:00 P.M.** **The offer has to be deposited in tender box only.**

Bids shall be opened at **02:30 P.M.** on the due date in the presence of authorized representatives of the bidders, who may like to be present.

The bidder is required to clearly mention,

1. Ref. No: **SBD:TC:MOU:SPV:SOLARCELLS**, Due Date & Name of the item in BOLD LETTERS on the top of each envelope submitted.
2. Name and contact details (including mobile no. and email address) of minimum one contact person along with date of submission of offer in a cover letter.

Offer can also be submitted thru email to technicalbid-epd@bhel.com only.

Ref. No: **SBD:TC:MOU:SOLAR CELLS** & due date to be mentioned in subject of mail.

ENQUIRY TERMS AND CONDITIONS

No price bid shall be submitted along with the offer.

Bidders shall submit their offers meeting the requirements of the following documents (enclosed) included in this Enquiry Letter:

General Conditions of Contract (GCC) Rev R0 comprising of: Instructions to Bidders and General Commercial Terms & Conditions, Technical Specification, Special Conditions of Contract (SCC), Financial PQR & Technical PQR

Offer shall be submitted strictly in accordance with the requirements of the above 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 Enclosure-2 "DEVIATION SHEET (COST OF WITHDRAWAL)"** along with reasons for taking such deviations.

Cost of withdrawal for the deviations, for which, the "Cost of withdrawal" is not specified, shall be taken as NIL.

Bidder to note all the points mentioned in "Notes" of Enclosure-2.

All the above Tender Documents shall automatically become a part of the MOU after its finalization.

Bidder has to submit "NO DEVIATION CERTIFICATE FOR COMMERCIAL TERMS AND CONDITIONS as per General Conditions of Contracts (GCC, Rev.R0) Annexure-



XII" in case of no deviations.

- Purchaser shall be under no obligation to accept any offer and shall be entitled to accept or reject any/all offer(s) in part or full without assigning any reason whatsoever.
- All correspondence thereof, shall be addressed to the undersigned by name & designation and sent at the following address:

Commercial	Technical
Nagaraj P.K/ MM BHEL-EPD, Prof CNR Rao Circle, IISc Post, Malleswaram, Bangalore- 560 012 E-MAIL: nagarajpk@bhel.in Ph. No. +91-080-22182272 (9483501488)	MUHAMMEDSHAKIR M K/Engg BHEL-EPD, Prof CNR Rao Circle, IISc Post, Malleswaram, Bangalore- 12 E-MAIL: muhammedshakir@bhel.in Ph. No. +91-080-22182357(9620879978)

The bidders shall submit all their queries/clarifications one week prior to tender opening after which it will be presumed that there are no queries/clarifications and BHEL will be under no obligation to reply queries/clarifications raised after the date.

7. **Pre - Qualifying Requirements:**

Bidders are requested to furnish the details as per "TECHNICAL AND FINANCIAL PRE-QUALIFYING REQUIREMENTS" (attached with the enquiry document) and to submit the credentials.

Bids of only those bidders shall be evaluated who meet the Technical as well as Financial pre-qualifying requirements, if applicable.

- Bidders, who are not registered with BHEL-EPD, are requested to get registered through online supplier registration portal available on <http://www.supplier.nhel.in>
- All corrigenda, addenda, amendments, time extensions, clarifications etc, to the invitation for MOU will be hosted on website only i.e. www.bhel.com & www.eprocure.gov.in/eprocure/app. Bidders are requested to visit constantly our websites to keep themselves updated.**
- Please note that detailed offers are to be submitted including the following documents duly stamped & signed on each page:
 - Acceptance of GCC, Rev.R0.
 - Acceptance of Special Conditions of Contract (SCC).



- Pre-qualifying Requirements (PQRs) –
 - a) FINANCIAL PQR b) TECHNICAL PQR
- Technical Deviations and commercial deviations, if any as per format **enclosed at Enclosure-2.**
- **Annexure –As per attached in NIT.**
- Along with your offer, please submit a copy of this letter duly signed & stamped on each page as token of acceptance of all terms & instructions conveyed.

11. Order of Precedence

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

1. Amendments/Clarifications/Corrigenda/Errata etc. issued in respect of the invitation to MOU by BHEL.
2. Notice Inviting Tender (NIT)
3. Special Conditions of Contract (SCC)
4. PQR
5. Technical specification & scope of work
6. General Conditions of Contract (GCC)

Thanking You.



Yours faithfully,

For and on behalf of BHEL

Nagaraj P.K
(DM/MM/BHEL-SBD)

Enclosures:



1. Enquiry Letter with Terms & Conditions (This letter)
2. Technical Specification
3. Technical & Financial PQR
4. General Conditions of Contracts (GCC Rev R0)
5. MOU Format
6. Special Conditions of Contracts (SCC) & Annexures

 	SOLAR BUSINESS DIVISION (SBD)	SPECIAL CONDITIONS OF CONTRACT (SCC) Rev. No. 00	Item Description: : SPV Solar cells
			TENDER REF. : SBD:TC:MOU:SPV:SOLAR CELLS

These Conditions shall be read in conjunction with General Condition of Contract (GCC Rev R0) enclosed along with the tender enquiry. In case of any conflict or inconsistency, the requirement of SCC shall prevail over the GCC.

The name of our Plant/ Unit may please be read as SOLAR BUSINESS DIVISION (SBD) as it was changed from ELECTRIC & PHOTOVOLTAIC DIVISION (EPD)

1.	Type of Contract	Supply
2.	Item Details	SPV Solar Cells
3.	Consignee address(Ship to address)	STORES INCHARGE BHARAT HEAVY ELECTRICALS LIMITED SOLAR BUSINESS DIVISION (SBD) FORMERLY KNOWN AS ELECTRIC & PHOTOVOLTAIC DIVISION (EPD) PROF. CNR RAO CIRCLE, SCIENCE INSTITUTE POST, MALLESWARAM, BANGALORE-560012. Consignee address in AWB should be strictly as per above.
4.	Buyer and Paying Authority(Bill to)	BHARAT HEAVY ELECTRICALS LIMITED - SOLAR BUSINESS DIVISION (SBD), BANGALORE. (Formerly known as ELECTRIC & PHOTOVOLTAIC DIVISION) PROF. CNR RAO CIRCLE, SCIENCE INSTITUTE POST, MALLESWARAM, BANGALORE-560012
5.	Buyer IEC CODE/ GST No.	IEC CODE: 0588138690 / GST No: 29AAACB4146P1ZB
6.	Mode of Dispatch	By Road/Air/Ship. Note: It is Vendor's responsibility to ensure availability of Trucks/ships/flights schedule etc. well in advance for dispatch of material to meet contractual delivery requirement. <ul style="list-style-type: none"> Part shipment is allowed. Transshipment is not allowed (by road). It is also the vendor's responsibility to ensure material is dispatched through shortest possible route. By ROAD/AIR/SHIP
7.	Price basis	<u>Indigenous purchase –</u> Price to be quoted on Ex-WORKS, inclusive of packing & forwarding charges. Taxes and duties to be paid in line with GCC. Material to be dispatched on freight pre-paid basis to BHEL SBD. Insurance is in the scope of BHEL. <u>Foreign purchase:</u> Price to be quoted as per below Incoterms: 1. On CPT-BIAL, Bangalore basis. Insurance is in the scope of BHEL. All the other applicable taxes including Income taxes (TDS) as per prevailing Indian law shall be deducted from the payables & paid to Govt. by BHEL. Tax Deduction at Source (TDS) shall be applicable on the Third Party Inspection Charges. Foreign Vendor shall provide Form 10F & Tax Residence Certificate for the same.
8.	Evaluation of Offer	On Item-wise basis as per Cl. No. 19.0 of GCC (Instructions to bidders). Any new taxes/ duties structure as and when implemented by the Government shall become applicable & evaluation shall be done based on the new taxes/ duties structure.

 	SOLAR BUSINESS DIVISION (SBD)	SPECIAL CONDITIONS OF CONTRACT (SCC) Rev. No. 00	Item Description: : SPV Solar cells
			TENDER REF. : SBD:TC:MOU:SPV:SOLAR CELLS

9.	Validity of offer(as per clause no 7 of GCC)	Original offer shall be valid for 45 days from Part-I opening, If revised price bid/ price impact is asked by BHEL, the validity of the same shall be 30 days from the date of revised price bid/ price impact or 75 days from Part-I opening, whichever is later.
10.	Change of Scope	In case of changes in scope of the tender and/ or technical specifications and commercial terms & conditions by BHEL during techno commercial evaluation, the same will be communicated only to the bidders who have participated in the tender.
11.	Reverse Auction	BHEL shall be resorting to Reverse Auction (RA) (RA guidelines are attached for reference). RA shall be conducted among the techno commercially qualified bidders. Price bids of all techno-commercially qualified bidders shall be opened and same shall be considered for RA. In case any bidder(s) do(es) not participate in online Reverse Auction, their sealed envelope price bid along with applicable loading, if any, shall be considered for ranking.” Bidders are required to submit their acceptance to the terms/ conditions/ modalities before participating in the Reverse Auction in the process compliance form as enclosed. Without this, the bidder will not be eligible to participate in the event.
12.	Delivery Period	Delivery required 15 MW (equivalent no of cells) every 30 days from the date of Purchase order limited to PO quantity.
13.	Document Approval	MQP /Data sheets/ Applicable documents shall be submitted along with TC-MOU offer.
14.	Transit Insurance	In BHEL Scope. Insurance details shall be informed along with the NIT / Purchase Order. Prior Dispatch intimation shall be issued to Insurance agency about the value of consignment, dispatch details, along with one set of documents consisting of LR /BL copy, Packing List, Challan indicating the items dispatched (with their weights). A copy of above should be sent by email to the customersupport@tataaig.com & copy to the following : Email ID: nagarajpk@bhel.in ; vivekyadav@bhel.in ; Insurance Details: For export/import: TATA AIG General Insurance Company Ltd. Add: Regd. Office: 15th floor, Tower A, Peninsula Business Park,Ganpatrao Kadam Marg, Off Senapati Bapat Marg, Lower Parel, Mumbai-400013. Policy number: 0865092106 00 00 Period: 01/06/2021 to 31/05/2022 Email ID: customersupport@tataaig.com Tel: 18002667780