



Ref No.: MS-1-19-E-0505

EXPRESSION OF INTEREST

FOR

JOINT WORKING / PARTNERING WITH BHEL

IN

APGCL Tender for Electro-Mechanical Equipment for 120 MW Lower Kopili Hydro-Electric Project, (Package-3)

FOR

**Design, Engineering, Manufacturing, Supply, Erection, Testing and Commissioning of E&M Equipment for 1x5 MW + 2x2.5 MW Auxiliary Power house
(Horizontal Francis Turbine & Generator)**

Issued by:

**Bharat Heavy Electricals Limited, having registered office at
BHEL House, Siri Fort New Delhi-110049 and
also office at**

**HYDRO BUSINESS GROUP, POWER SECTOR
9th Floor, JOY Tower, Plot No. C-20/1A/1, Sector-62, Noida - 201301
(hereinafter referred to as 'BHEL')**

Bids are invited from domestic bidders registered in India only.



DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Applicant(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind with any party.

Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy themselves that the document is complete in all respects. The information is not intended to be exhaustive. Interested Agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI document in all respects.

The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates will have any liability, loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Applicant. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.



1.0 INTRODUCTION

This Expression of Interest (Eoi) seeks response from Electro-Mechanical Equipment Manufacturer who are willing to Partner/Work Jointly with BHEL for Plant- Design & Engineering, Manufacturing, Supply, Erection, Testing and Commissioning of Electro-Mechanical Equipment for 1x5 MW + 2x2.5 MW Auxiliary Power house (Horizontal Francis Turbine & Generator) of 120 MW Lower Kopili Hydro Electric project(Package-3) of M/s Assam Power Generation Corporation Limited (APGCL) in Assam, India.

2.0 ABOUT BHEL

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise, wherein Government of India is holding 63.17% of its equity. One of the largest engineering and manufacturing companies of its kind in India having a turnover of more than USD 3 billion. The company is engaged in the design, engineering, manufacture, construction, testing, commissioning and servicing of a wide range of products and services for the core sectors of the economy, viz. Power, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas and Defence with over 180 product offerings to meet the needs of these sectors.

Since its inception in 1964, BHEL has been the solid bedrock of evolution of India's Heavy Electrical Equipment industry. BHEL has a mammoth 20,000 MW per annum capability for manufacturing of power generation equipment. With a widespread network of 16 manufacturing facilities, 2 repair units, 4 regional offices, 8 service centers, 1 subsidiary, 3 active joint ventures, 15 regional marketing centers, 4 overseas offices and current project execution at more than 150 project sites across India and abroad, BHEL manufactures a wide range of high quality & reliable products adhering to national and international standards.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 190 GW. BHEL's equipment that account for about 57% of the country's total generation from thermal utility sets (coal based), stand a testimony to its valuable contribution towards nation building. BHEL's global competitiveness has established its footprint in all the inhabited continents with references in 84 countries.

The high level of quality & reliability of BHEL products is a testimony to its adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world including General Electric, Siemens AG, Mitsubishi Heavy Industries Ltd. etc., together with technologies developed in its own R&D centers. BHEL invests more than 2.5% of turnover on R&D and innovation.

In hydropower segment, the BHEL has enhanced its capabilities to manufacture hydro sets up to 400 MW rating. Development of efficient runner profiles and reduction of hydro turbine weights have been instrumental in BHEL's successes in the segment. BHEL has also emerged as a leading player in large size pump-motors required in Lift Irrigation Scheme projects.

BHEL's contribution in Hydro sector:

- BHEL manufactured equipment constitutes approximately 45% of hydro power generation capacity in the country.



- Experience of supplying and commissioning of more than 500 sets in India and abroad.
- State of Art turbine model testing Laboratory at Bhopal: NABL accredited.

BHEL is presently executing hydroelectric new projects of 5.8 GW, which includes 2.6 GW of projects within the country and 3.2 GW abroad. Significantly, more than 500 hydroelectric generating sets of various ratings have been ordered on BHEL with a cumulative capacity of more than 30 GW. This includes 6.7 GW for overseas projects. BHEL's hydro plants are successfully performing in India and across the world, including countries such as Afghanistan, Azerbaijan, Bhutan, Malaysia, Taiwan, Tajikistan, Rwanda, Thailand, New Zealand, Nepal and Vietnam.

More details about the entire range of BHEL's products and operations can be obtained by visiting our web site www.bhel.com.

3.0 PURPOSE

- 3.1 Assam Power Generation Corporation Limited (APGCL) floated tender on 06.03.2020 for Electro-Mechanical Equipment for 120 MW Lower Kopili Hydro-electric Project, (Package-3) on ICB basis. The scope of work consists of Design, Engineering, Manufacturing, Supply, Erection, Testing and Commissioning of E&M Equipment for 2x55 MW Main power house (Vertical Francis Turbine & Generator) and 1x5 MW + 2x2.5 MW Auxiliary Power house (Horizontal Francis Turbine & Generator). As mentioned above, the tender comprise of 2 machines of 55 MW each for main power house and one machine of 5MW and two machines of 2.5 MW each for Auxiliary power house. 2X55 MW machines are with vertical Francis Turbine and synchronous generator whereas 1x5 MW and 2x2.5 MW machines are horizontal shaft Francis Turbine & Synchronous Generator.
- 3.2 The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested Party who are willing to Partner/Work Jointly with BHEL for Plant- Design & Engineering, Manufacturing, Supply, Erection, Testing and Commissioning of Electro-Mechanical Equipment for 1x5 MW + 2x2.5 MW Auxiliary Power house (Horizontal Francis Turbine & Generator) of 120 MW Lower Kopili Hydro Electric project(Package-3). Project is situated in the state of Assam, India. For scope and other commercial terms & condition, interested party may download complete tender document, corrigendum, Addendums and Pre-bid replies etc. from website of e-tender Assam, link given below:
<https://assamtenders.gov.in/nicgep/app>
- 3.3 Expression of Interest seek response from Indian Electro-mechanical equipment manufacturers (In line with Make in India Policy of GOI) meeting qualification requirement (QR) spelt out in referred tender document.
- 3.4 BHEL shall select party who meet the PQR as per clause 5 of this EOI. Notwithstanding anything to the contrary mentioned in the document, by virtue of submission of the application against this EOI, the applicant is deemed to have perused and fully understood the 'APGCL tender documents for E&M works for 120 MW Lower Kopili HEP' along with addendums / corrigendum and is aware of the Environmental & site conditions of the project.
- 3.5 It is envisaged that BHEL and the selected party shall jointly work towards the submission of bid against this tender and shall jointly execute the works after award of contract.
- 3.6 BHEL shall enter into an un-incorporated Joint Venture Agreement with the selected party and will submit its bid jointly for the subject tender of APGCL. Also the selected party, after entering into a mutually exclusive agreement with BHEL, cannot quote directly or enter into

any kind of joint/part arrangement with any other party for the above mentioned APGCL tender. A specific declaration in this regard is to be made by the party responding to the EOI.

- 3.7 The cash flow sharing, terms of payment, schedule of payments and other financial obligations between BHEL and selected party shall be in line with specific terms of the agreement of Joint Venture and shall be mutually agreed at a later stage on back to back basis of APGCL tender.
- 3.8 Applicant shall submit irrevocable bank guarantee proportionate to their bid value to APGCL at the time of submission of bid.

4.0 INSTRUCTION TO APPLICANTS:

- 4.1 Reputed business entities may submit their Technical & Price offer as per Annexure -1 (along with supporting documents for PQR) by Post / e-mail so as to reach us on or before 04th November'2020 at the following address:

Manager,
Marketing, Hydro Business Group,
Bharat Heavy Electricals Limited
Hydro Business Group,
9th Floor, JOY Tower, Sector
62, Noida - 201301, India.
Email: schhonkar@bhel.in
Phone: +91 120 6748245
Mobile: +91-9311317533

- 4.2 The details submitted by the Applicant shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Such clarifications/additional information must be provided within 2 days of BHEL request.
- 4.3 The EOI process involves seeking willingness of interested party and selecting party amongst all who make an application in response to this EOI. Selection of party shall be based on lowest price basis. For comparison of bids, bid loading shall be applicable as per rate of APGCL tender.
- 4.4 Any request for further information or clarification on the EOI document may be submitted to above address within 03 days from date of issue of EOI.
- 4.5 Responses to EOI are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents being available in languages other than English, the Applicant shall necessarily provide duly authenticated translated version of the same in English.
- 4.6 Duly authorized representative of the Applicant(s) shall sign on each page of the document. Response to EOI should be prepared in such a way so as to provide a straight forward, concise description of Applicant's capabilities.
- 4.7 Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any Application and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 4.8 BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities hereunder nor will it affect any rights of BHEL.
- 4.9 The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.

4.10 All costs incurred for participation in the EOI shall be borne by the Applicant(s).

5.0 Pre-Qualifying Criteria (PQR):

The prospective party/ respondent must meet the pre-qualification requirement as applicable and tabulated below, supported with relevant documents/ credentials/ certificates and prospective party/ respondent shall fill bidding forms mentioned in bid document for further consideration:

5.1) Technical Criteria: Contracts of Similar Size and Nature	
5.1.1	Design, Manufacture, Supply, Erection, testing and commissioning of one project with horizontal shaft Francis turbine & generator with unit capacity of 5 MW or above in last 15 years.
5.2) Financial Criteria	
5.2.1	Submission of audited financial statements or, if not required by the law of the Applicant's country, other financial statements acceptable to the BHEL, for the last Five (05) years to demonstrate the current soundness of the Bidder's financial position. As a minimum, the Bidder's net worth for the last Five year calculated as the difference between total assets and total liabilities should be positive.
5.2.2	Minimum average annual turnover of INR 496.5 million calculated as total certified payments received for contracts in progress or completed, within the last Five (05) years.
5.2.3	Each partner must demonstrate that its financial resources defined in FIN - 3, less its financial obligations for its own current contract commitments defined in FIN - 4, meet or exceed its required share of 30% from the total requirement for the Subject Contract. <i>(Refer Section-4, Bidding forms & clause 2.3.3 Financial Resources, Section-3 of APGCL tender document)</i>
5.3) Other Miscellaneous Criteria	
5.3.1	The Applicant should not be blacklisted/ banned in business dealings by APGCL/ Any Govt. PSUs/ Central and State Govts. in India or anywhere in the world in last 15 years.
5.3.2	No previous contract should be terminated either in full or part due to Applicant's failure in last 15 years.
5.3.3	Applicant should not have suffered insolvency / bankruptcy in last 15 years.
5.3.4	Applicant should meet qualification requirement mentioned in Section-3, 'Qualification' and shall submit applicable bidding forms of referred tender documents of APGCL.

Information to be submitted by Applicant

1. Name of the Company:
2. Legal status of the Company:
3. Brief description of the Company including details of its business groups/subsidiaries/affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos. / Fax nos.:
Registered Office:
Head Office:
Address for communication:
Contact Details:
Office Address in India, if any:
7. Documents to be enclosed:
Filled up Annexure -1a & 1b along with all applicable documents considered relevant to meet PQR and support evaluation criteria indicated in Applicant's response sheet.
8. Techno-commercial & Price offer for complete scope of Auxiliary Power House (1x5 MW + 2x2.5 MW) of Lower Kopili HEP.

(Sign & Company Seal) Authorized signatory

Eligibility Criteria		Applicant's Response	
Criteria		Meeting the criteria Yes / No	Documentary evidence to be enclosed, if yes
1a.1) Technical Criteria: Contracts of Similar Size and Nature			
1a.1.1	Design, Manufacture, Supply, Erection, testing and commissioning of one project with horizontal shaft Francis turbine & generator with unit capacity of 5 MW or above in last 15 years.		
1a.2) Financial Criteria			
1a.2.1	Submission of audited financial statements or, if not required by the law of the Applicant's country, other financial statements acceptable to the BHEL, for the last Five (05) years to demonstrate the current soundness of the Bidder's financial position. As a minimum, the Bidder's net worth for the last Five year calculated as the difference between total assets and total liabilities should be positive.		
1a.2.2	Minimum average annual turnover of INR 496.5 million calculated as total certified payments received for contracts in progress or completed, within the last Five (05) years.		
1a.2.3	Each partner must demonstrate that its financial resources defined in FIN - 3, less its financial obligations for its own current contract commitments defined in FIN - 4, meet or exceed its required share of 30% from the total requirement for the Subject Contract. (Refer Section-4, Bidding forms & clause 2.3.3 Financial Resources, Section-3 of APGCL tender document)		
1a.3) Other Miscellaneous Criteria			
1a.3.1	The Applicant should not be blacklisted/ banned in business dealings by APGCL/ Any Govt. PSUs/ Central and State Govts. in India or anywhere in the world in last 15 years.		
1a.3.2	No previous contract should be terminated either in full or part due to Applicant's failure in last 15 years.		
1a.3.3	Applicant should not have suffered insolvency / bankruptcy in last 15 years.		

Eligibility Criteria		Applicant's Response	
Criteria		Meeting the criteria Yes / No	Documentary evidence to be enclosed, if yes
1a3.4	Applicant should meet qualification requirement mentioned in Section-3, qualification requirement and shall submit applicable bidding forms of referred tender documents of APGCL.		

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Scope for 1x5 MW + 2x2.5 MW Auxiliary power house of Lower Kopilli HEP

Sl. No.	Scope
1b.1	TURBINE AND AUXILIARIES
1b.2	DIGITAL GOVERNING SYSTEM AND ACCESSORIES
1b.3	MAIN INLET VALVE
1b.4	ELECTRICAL OVERHEAD TRAVELLING CRANES
1b.5	HEATING VENTILATION AND AIRCONDITIONING SYSTEM
1b.6	FIRE DETECTION AND FIRE PROTECTION SYSTEM
1b.7	DRAINAGE AND DEWATERING SYSTEM
1b.8	LOW PRESSURE COMPRESSED AIR SYSTEM
1b.9	OIL HANDLING SYSTEM
1b.10	GENERATOR AND AUXILIARIES
1b.11	BRUSHLESS EXCITATION SYSTEM
1b.12	LAVT AND NGT CUBICLE
1b.13	GENERATOR STEP UP TRANSFORMER
1b.14	33 KV OUTDOOR SWITCHYARD
1b.15	CONTROL MONITORING AND DATA ACQUISITION SYSTEM
1b.16	PROTECTION SYSTEM
1b.17	COMMUNICATION SYSTEM
1b.18	6.6 KV and 415 V system AC AUXILIARY SUPPLY
1b.19	DC SUPPLY SYSTEM AND UPS
1b.20	ILLUMINATION SYSTEM
1b.21	EARTHING SYSTEM
1b.22	CABLE AND CABLE TRAYS
1b.23	DIESEL GENERATING SETS
1b.24	WORK SHOP EQUIPMENT – MECHANICAL & ELECTRICAL
1b.25	COOLING WATER SYSTEM
1b.26	ELECTRICAL WORKSHOP

For complete scope details, refer “Auxiliary Power House-Particular Technical Specification (PTS)” appearing in APGCL tender for Lower Kopili HEP.

(Sign & Company Seal) Authorized signatory