



**EXPRESSION OF INTEREST**

**FOR**

**JOINT WORKING / PARTNERING BHEL**

**IN**

**Railtel Enterprises Ltd., e-Tender No. REL/Tender/SIG/CO/P/2018-19/MSS/1**

**FOR**

**Modern Train Control System including Long Term Evolution (LTE) based Modern  
Radio Control Communication System (MRTC) Connected Electronic Interlocking  
(Indoor), Train Detection System for block section, remote diagnostic & predictive  
maintenance system, misc. building & associated works**

**Issued by:**

**Bharat Heavy Electricals Limited, having registered office at**

**BHEL House, Siri Fort New Delhi-110049 and**

**also office at**

**TBSG, Industry Sector, 7th floor, Integrated Office Complex, Lodhi Road,**

**NEW DELHI-110 003 (hereinafter referred to as 'BHEL')**

**INDIA**



## **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 itself 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 any 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 Original Equipment Manufacturer (OEMs) of ETCS Level – 2 who is UNISIG Full Member.

## **2.0 ABOUT BHEL**

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise, wherein Government of India is holding 63.06% of its equity. It is an integrated power plant equipment manufacturer and one of the largest engineering and manufacturing companies of its kind in India having a turnover of about USD 5 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. A widespread network of 17 manufacturing units, 2 repair units, 4 regional offices, 8 service centres, 1 subsidiary, 4 overseas offices, 6 joint ventures, 15 regional marketing centres and current project execution at more than 150 project sites across India and abroad corroborates the humongous scale and size of its operations.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 178 GW. BHEL's equipment that account for about 60% 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 82 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 centres. BHEL invests more than 2.5% of turnover on R&D and innovation.

BHEL has been designing and manufacturing rolling stock for rail and urban transportation. BHEL has also been manufacturing Motors, Power electronics and Controllers for various transportation applications at its various factories. BHEL also has a Battery Packaging facility for space applications.

In transportation sector, BHEL is into the manufacture of complete electric and diesel electric locomotives and electrical assemblies/components including traction motors, traction transformers, power & auxiliary converters and controls, gear wheels etc.



At our Jhansi plant, we manufacture complete Electric Locomotives upto 6000 HP rating for mainline application of Indian Railways, Diesel Electric Locomotives from 350 HP to 3100 HP rating. Till date, we have supplied more than 370 nos. of main line electric locomotives Indian Railways and more than 250 nos. of diesel electric locomotives for shunting operations to different industries. We are currently executing an order for manufacture of complete Electric Locomotive of 6000 HP. Our Jhansi plant with an installed capacity of 75 nos. locomotives per year has the distinction of being the only electric locomotive manufacturer in India other than Chittaranjan Locomotive Works of Indian Railways. At Jhansi, we have complete state-of-the-art facilities for manufacturing, fabrication and testing of bogies, loco shells, under frames and other mechanical components of locomotives. We have recently developed India's first state-of-the-art WAG7 Electric Locomotive with regenerative capabilities. We have also developed India's first Traction Motor for 9000HP Electric Locomotives.

Among electrical propulsion equipment, we manufacture and supply traction motors, traction transformers, power converters(IGBT/GTO) & controls, auxiliary converters(IGBT/GTO) and vehicle control units for electric locomotives, diesel electric locomotives, EMUs, DEMUs & and metros trains of Indian Railways. Our manufacturing range includes conventional DC drive, IGBT based 3-phase drive equipment upto 6000HP rating. BHEL has also been in the forefront of providing maintenance and spares/replacement support to Indian Railways for their locomotive fleet. We have full-fledged service department located at major centres in the country.

BHEL has a market share of more than 35% in the above areas of this segment.

**More details about the entire range of BHEL's products and operations can be obtained by visiting our web site [www.bhel.com](http://www.bhel.com).**

### 3.0 PURPOSE

- 3.1 Indian Railway is on a rapid expansion path and has set its sight on full electrification, enhancing safety of passengers while increasing rolling stock speed and de-congesting network.
- 3.2 With these goals in sight, Indian Railways now intends to upgrade its signalling system to state-of-the-art ETCS Level 2 (Modern Train Control System) RailTel Enterprise Limited (REL) – a Wholly owned subsidiary under Ministry of ***Railways has now floated an e-tender vide tender no. REL/Tender/SIG/CO/P/2018-19/MSS/1*** for “Provision of Modern Train Control System including Long Term Evolution (LTE) based Mobile Train Radio Control Communication System (MTRC) connected Electronic interlocking (Indoor), train detection system for block section, remote diagnostic & predictive maintenance system, misc. building & associated works as Four (4) packages on Four (4) different sections of Indian Railways viz. Renigunta - Yerraguntla section of South Central Railway (165 RKM); Vizianagaram - Palasa section of East Coast Railway (145 RKM); Jhansi - Bina section of North Central Railway (155 RKM); Nagpur - Badnera section of Central Railway (175 RKM)”



**Expression of Interest (Eoi) for Joint Working / Partnering BHEL in RailTel Enterprises Ltd. Tender**  
*Transportation Business & Systems Group*

- 3.3 The intent of this Expression of Interest hereinafter referred to as the “EOI” is to invite applications from interested organizations/ companies who are willing to Partner / Work Jointly with BHEL for REL e-tender no. REL/Tender/SIG/CO/P/2018-19/MSS/1.
- 3.4 BHEL shall select a party who meet the PQR as per clause 5 of this EOI. Respondents are encouraged to go through REL's referred tender document for details qualification criteria.
- 3.5 It is envisaged that BHEL and the selected partner 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 MoU/ agreement with the selected party.
- 3.7 The project cash flow sharing, terms of payment, schedule of payments and other financial obligations of BHEL and partner shall be in line with specific terms of the agreement entered into for each of the specific projects at a later stage.

**4.0 INSTRUCTION TO APPLICANTS:**

- 4.1 Reputed business entities may submit their application as per Annexure -1 (along with supporting documents for PQR) by Post / e-mail so as to reach us on or before 23<sup>rd</sup> April 2019 at the following address:

The Deputy General Manager, TBSG,

Bharat Heavy Electricals Limited

Industry sector

Integrated Office Complex,

Lodhi Road-New Delhi -110003,

India.

Email: [pramodk@bhel.in](mailto:pramodk@bhel.in), [agandhi@bhel.in](mailto:agandhi@bhel.in)

Phone: +91 11 41793338 / 501.

- 4.2 The details submitted by the Applicant(s) 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 parties and selecting one party amongst all who make an application in response to this EOI.
- 4.4 Any request for further information or clarification on the EOI document may be submitted to Deputy General Manager, Bharat Heavy Electricals Limited – Industry sector- TBSG within 07 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 partner/ respondent must meet **all** the following pre-qualification requirement supported with relevant documents/ credentials/ certificates for further consideration:

- 5.1 Be an ETCS – Level 2 OEM who is UNISIG Full member.

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 5.2 Must have executed "Works related to ETCS Level – 2 system of any passenger carrying railways in the world; the work should include Design, Supply and Commissioning of On Board Equipment (OBE) or trackside equipment or both" in the current year and the last five years before the deadline of submission of responses as under:

- 5.2.1 Execution of ETCS Level – 2 work of value Indian Rupees = 4990 Millions

- 5.2.2 Execution of ETCS Level – 2 work of Route-KM = 224 KMs

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 5.3 Has not been blacklisted / banned business dealings for Ministry of Railways or any Government Department of India

Applicant's Response (meeting the above criteria): Yes/ No.



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Supporting document attached: Yes/ No

- 5.4 No previous contract has been terminated or part terminated due to bidder's failure.

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 5.5 Has not been imposed delay damages of 5% or more of contractual value by REL / Indian Railways.

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 5.6 Has not suffered insolvency / bankruptcy.

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 5.7 Respondent must meet following financial parameters:

- Having net positive worth
- Positive Net profit in one out of last three financial years (2017-18, 2016-17, 2015-16)

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No





**Annexure 1**

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:
  - a) Technical Credentials – Relevant Product/System catalogues, Experience /Reference List, Copies of Customer Certificates, Engineering strengths, quality accreditations, etc.
  - b) Financial Credentials – Copies of Audited Financial statements (Annual Reports) for last 3 years, Credit Rating, Market share (Domestic/International), Segmental Revenue in the applied category (ies).
  - c) Other documents considered relevant to meet PQR and support evaluation criteria.

(Sign & Company Seal)

Authorized signatory