



Expression of Interest (Eoi) for Enlistment of Consultants to Frame CAPEX Strategy

BHARAT HEAVY ELECTRICALS LIMITED
(A Government of India Undertaking)
DELHI - 110049

NOTICE FOR INVITING

Expression of Interest (Eoi)
for
Enlistment of Consultants to Frame CAPEX Strategy

Eoi No: AA/CTM/AMPT/2023/EOI/01

Date of Issue: 06.04.23

Last date for submission of interest: 01.05.23

Disclaimer:

- 1) This Eoi is not an agreement and is neither an offer nor invitation by BHEL to the respondents or any other person.
- 2) This Eoi document does not purport to contain all the information each Prospective Consultant may require. Each Prospective Consultant should conduct his own investigations and analysis and should check the accuracy, reliability and completeness of the information in this Eoi document and where necessary obtain independent advice from appropriate sources.
- 3) BHEL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the Eoi document.
- 4) BHEL may, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this Eoi document.
- 5) The issue of this Eoi does not imply that BHEL is bound to select and shortlist any or all the Prospective Consultant(s).
- 6) The Prospective Consultant shall bear all costs associated with the preparation, technical discussion/presentation and submission of response against this Eoi. BHEL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eoi process.
- 7) Canvassing in any form by the Prospective Consultant or by any other agency on their behalf shall lead to disqualification of their Eoi.
- 8) Notwithstanding anything contained in this Eoi, BHEL reserves the right to accept or reject any application and to annul the Eoi process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof. In the event that BHEL rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Consultant(s) to submit fresh applications.
- 9) BHEL reserves the right to disqualify any applicant during or after completion of Eoi process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BHEL.
- 10) 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.
- 11) BHEL may resort to Quality and Cost Based Selection (QCBS) process.



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Contact Details:

The respondent shall submit their response with all annexures duly signed to the following official:

DGM (CTM-AMPT)

Corporate Technology Management

Bharat Heavy Electricals Limited

BHEL House, Siri Fort

New Delhi – 110049, India

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12) Subject:

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13) About Bharat Heavy Electrical Ltd (BHEL):

BHEL is a leading state-owned company, wherein Government of India is holding 63.17% of its equity. BHEL is an integrated power plant equipment manufacturer and India's largest engineering and manufacturing enterprise of its kind, catering to the core infrastructure sectors of Indian economy viz. energy, transportation, Oil & Gas, heavy engineering industry, renewable & non-conventional energy and defence. To position the company as global industrial giant, Government of India categorized BHEL as "Maharatna Company" in 2013, empowering the company with enhanced autonomy in decision making. BHEL has 16 manufacturing units, 4 power sector regions, 8 service centers and 4 regional offices besides a host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2021-22 was around USD \$2.7 Billion (Rs 20,153 Cr). Highly skilled and committed manpower of approx. 30,000 employees, state-of-art manufacturing facilities and technologies have helped BHEL to deliver a consistent track record of performance. With the current order book exceeding US \$ 14 Billion (Rs. 102000 Cr), BHEL is poised for an excellent future growth. Our ongoing major technology tie-ups includes Siemens Energy Global GmbH & Co. KG., Germany (for Steam Turbines, Generators and Condensers); MHI, Japan (for Flue Gas Desulfurization Systems); Leonardo S.p.A, Italy (for Super Rapid Gun Mount); GE Tech. GmbH, Switzerland (for Steam Turbine for Nuclear Power Plant); Vogt Power International, USA (for Heat Recovery Steam Generators); Indian Space Research Organization (ISRO) (for Space Grade Lithium-Ion Cells); CSIR-IIP (PVSA based Medical Oxygen Plant); NANO Company Ltd., Korea (for SCR Catalysts); HLB Power Company Ltd., Korea (for Gates and Dampers); Kawasaki Heavy Industries, Japan (for Stainless Steel Coaches for Metros); Valmet Automation Oy, Finland (for DCS System), Sumitomo SHI FW, Finland (CFBC Boilers) and Babcock Power Environmental Inc., USA (for Selective Catalytic Reduction Systems). For more details about the entire range of BHEL's products and operations please visit our website <http://www.bhel.com>

14) Scope of Consultancy:

BHEL is actively seeking consultancy for framing CAPEX Strategy and Review of manufacturing capabilities to address existing and emerging business requirements:

1. Process mapping of manufacturing for identified new products under Company's Strategic Plan 2022-27 and listing down the required manufacturing facilities along with its broad specification.
2. Realistic assessment of current Manufacturing/ testing/ quality Facilities available in all manufacturing Units (16 nos.) of BHEL w.r.t. its intended functionalities, quality, accuracy, age, spares/parts availability, maintenance cost, repairability, cost of modernization vis-à-vis new machine etc.
3. Load analysis for ensuring optimum utilization of (a) existing facilities being proposed for modernization; and (b) new additional facilities w.r.t business plan.
4. Working out criteria for evaluation of CAPEX for Modernization of existing facilities and New additional Facilities.
5. Identification of Manufacturing/ testing/ quality Facilities requiring modernization & new additions as per process mapping of manufacturing of existing & new identified products
6. To work out the CAPEX requirement for (a) modernization of identified existing facilities; (b) new additional facilities after obtaining budgetary offers from prospective suppliers as per defined scope of work/supply/specifications etc.
7. Working out the Estimated factory Cost (EFC) for identified new products under strategic plan 2022-27.
8. Financial viability analysis in term of IRR, ROI and Payback period for proposed CAPEX towards Modernization of existing facilities and new additional facilities for meeting existing and future business scenarios.
9. Formulation of CAPEX strategy including source of funding for Modernization of existing facilities and New additional Facilities.
10. Feasibility study of shifting of underutilized machines from one manufacturing Unit to other along with associated cost of shifting/E&C at new location.
11. Feasibility study of outsourcing of jobs across BHEL as well as outside based on process mapping of products to be manufactured.

15) Pre-qualification requirements (PQR):

1. Consultant must have successfully executed at least two similar projects of formulating CAPEX strategy/Roadmap for any PSU/Private organization (Suitable documentary evidence to substantiate the fulfilment of this PQR is to be submitted along with EoI).
AND
2. Consultant must have undertaken similar works during the last three years (Suitable documentary evidence to substantiate the fulfilment of this PQR is to be submitted along with EoI).
AND
3. The minimum total outlay of the executed projects (individually) must be greater Rs 200 crores (Suitable documentary evidence to substantiate the fulfilment of this PQR is to be submitted along with EoI).

Documents to be submitted as per Annexure-1:

BHEL at its discretion may extend the due date for submission of EoI and the decision of BHEL in this respect would be final & binding on the respondents.

In case, any amendment/corrigendum issued to this EoI, it shall be notified only at www.bhel.com.

CONFIDENTIALITY:

Information relating to the examination, clarification, evaluation and comparison of EoI and recommendations shall not be disclosed to Prospective Consultant. Any effort by Prospective Consultant to influence BHEL in processing of EoI or selection decisions may result in the rejection of the response.

GOVERNING LAWS & JURISDICTION:

The EoI process shall be governed by, and construed in accordance with the laws of India and the Courts at New Delhi (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the EoI process.

Details sought from Prospective Consultant

S.NO	Requirement	Prospective Consultant response (YES/NO) and remarks if any
1	<p>Consultant must have successfully executed at least two similar projects of formulating CAPEX strategy/Roadmap for any PSU/Private organization</p> <p>Whether Prospective Consultant meets above PQR ,if yes then please submit suitable documentary evidence including copy of award of work and certificate/letter for successful completion to substantiate the fulfilment of this PQR</p>	
2	<p>Consultant must have undertaken similar works during the last three years</p> <p>Whether Prospective Consultant meets above PQR, if yes then please submit suitable documentary evidence to substantiate the fulfilment of this PQR</p>	
3	<p>The minimum total outlay of the executed projects (individually) must be greater Rs 200 crores</p> <p>Whether Prospective Consultant meets above PQR, if yes then please submit suitable documentary evidence to substantiate the fulfilment of this PQR</p>	
4	<p>Prospective Consultant is requested to submit last three years annual audited financial reports including auditor's report.</p>	
5	<p>Prospective Consultant is requested to submit Organization set up</p>	
6	<p>Prospective Consultant is requested to submit plan for the execution of project as per scope of consultancy.</p>	