



संवाद
Sanwaad

Online Workshop

for **Development of Local Suppliers**
for **sourcing of engineering items & raw materials**

21st December 2020, 10.30 AM

#AatmaNirbharBharat



#VocalforLocal

Under the mentorship of
Department of Heavy Industry, Govt. of India

Evolution of Public Procurement Policy – Make in India

PPP-MII Order, 2017

2017

Public Procurement (Preference to Make in India), Order 2017 Dtd **15.06.2017** - to promote manufacturing and production of goods & services in India

Works included

2018

PPP-MII Order **partially modified on 28.05.2018** to include works (including turnkey works)

Partial modification

2019

PPP-MII Order **partially modified on 29.05.2019** (only local suppliers eligible if sufficient local capacity is available)

Restriction on GTE

2020

PPP-MII Order **partially modified on 04.06.2020** (Class I/ Class II local suppliers, no global tender above Rs. 5 Lakh and below Rs. 200 Cr. etc.)

Notification on Countries sharing land border

2020

DoE Order **dated 23.07.2020** (Bidders from countries sharing land borders to be registered with DPIIT)

Type	Local content	Price preference
Class I	≥ 50%	✓
Class II	More than 20% but less than 50%	X
Non Local	≤ 20%	X

BHEL's Framework for AatmaNirbhar Bharat



Localise

Import substitution through

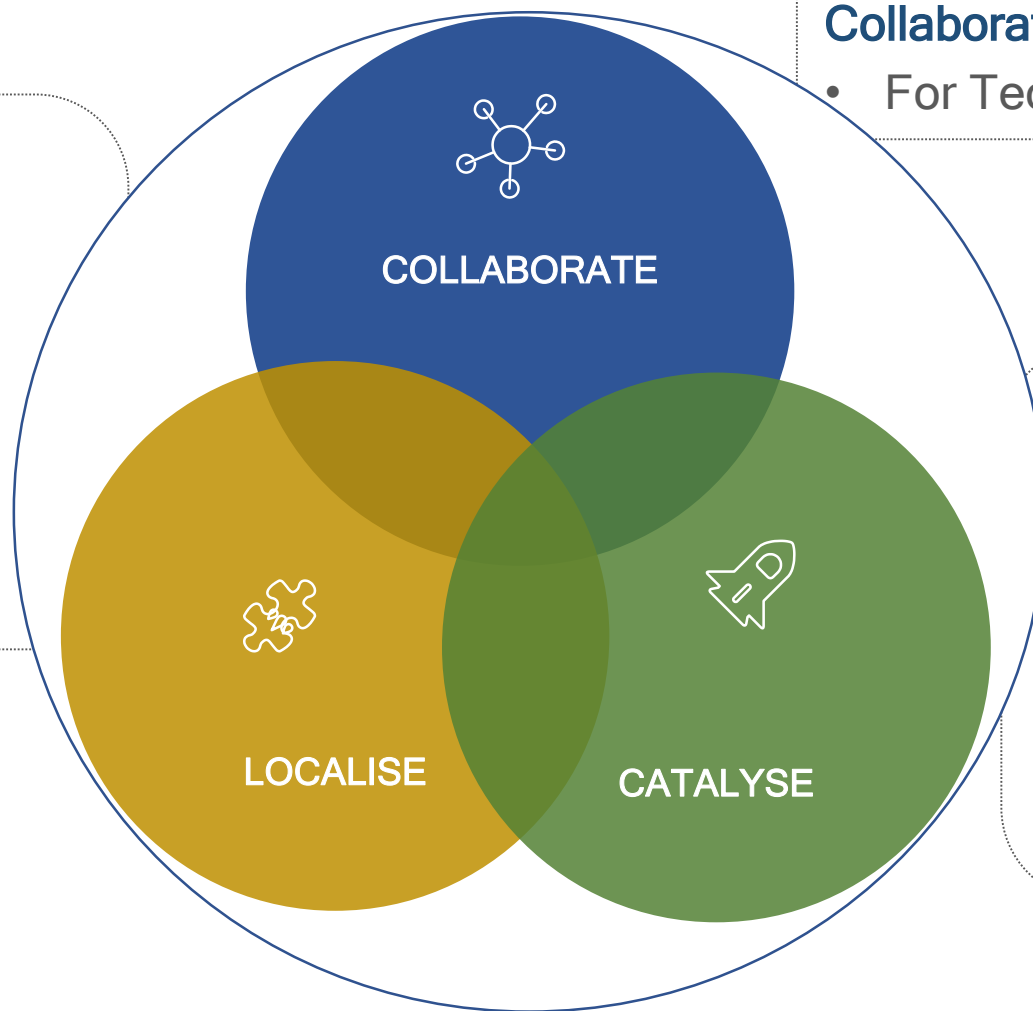
- in house engineering or manufacturing
- supporting domestic manufacturers for indigenization

Collaborate

- For Technology and Manufacturing

Catalyse

- Enable solutions for challenges faced in engineering and manufacturing
- Support domestic ecosystem with R&D and Testing infrastructure



Indigenized offerings with Indigenized supply chain

Supported by the Department of Heavy Industry, GoI

BHEL's Outreach Initiatives



COLLABORATE

April '20

Expression of Interest (29.04.20)

Manufacturing in India with BHEL

July '20

SANYOJAN (03.07.20)

Domestic Collaborations for Manufacturing

Aug '20

SANRACHNA (24.08.20)

Technology Innovation Platform

CATALYSE

Expression of Interest (13.11.20)

for import substitution

Interaction (18.11.20)

with IEEMA

Nov'20

LOCALISE

Interaction (03.12.20)

with Local industry (coordinated by DPIIT)

SAMVAAD (starting 21.12.20)

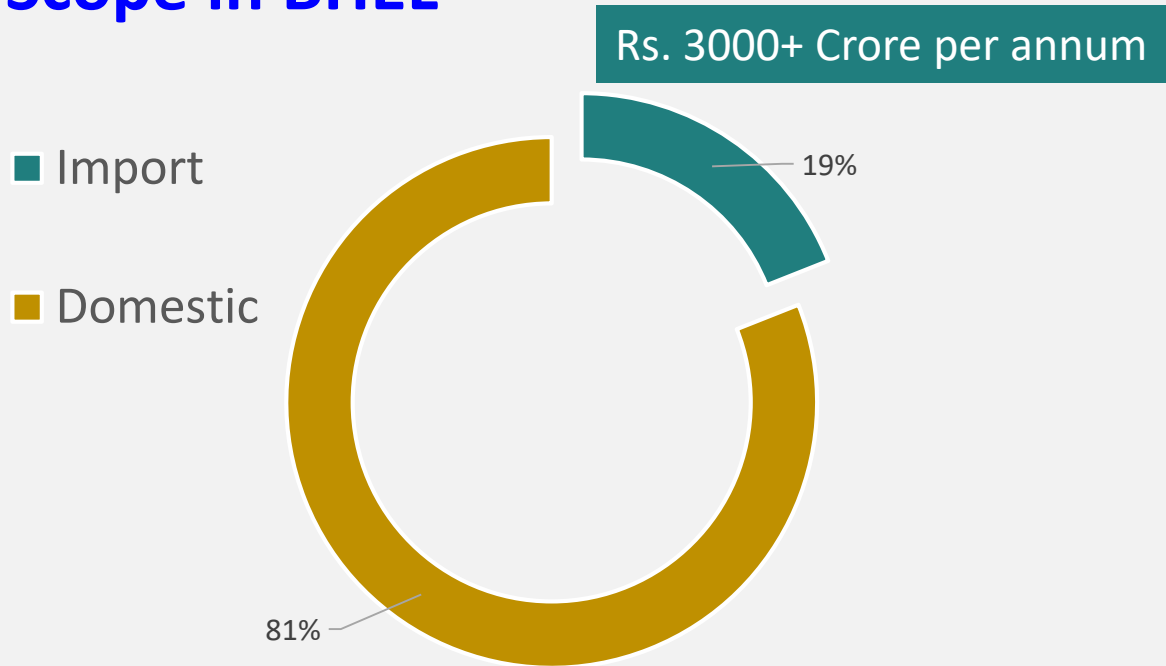
Workshops with Local industry

Dec '20

Supported by the Department of Heavy Industry, GoI

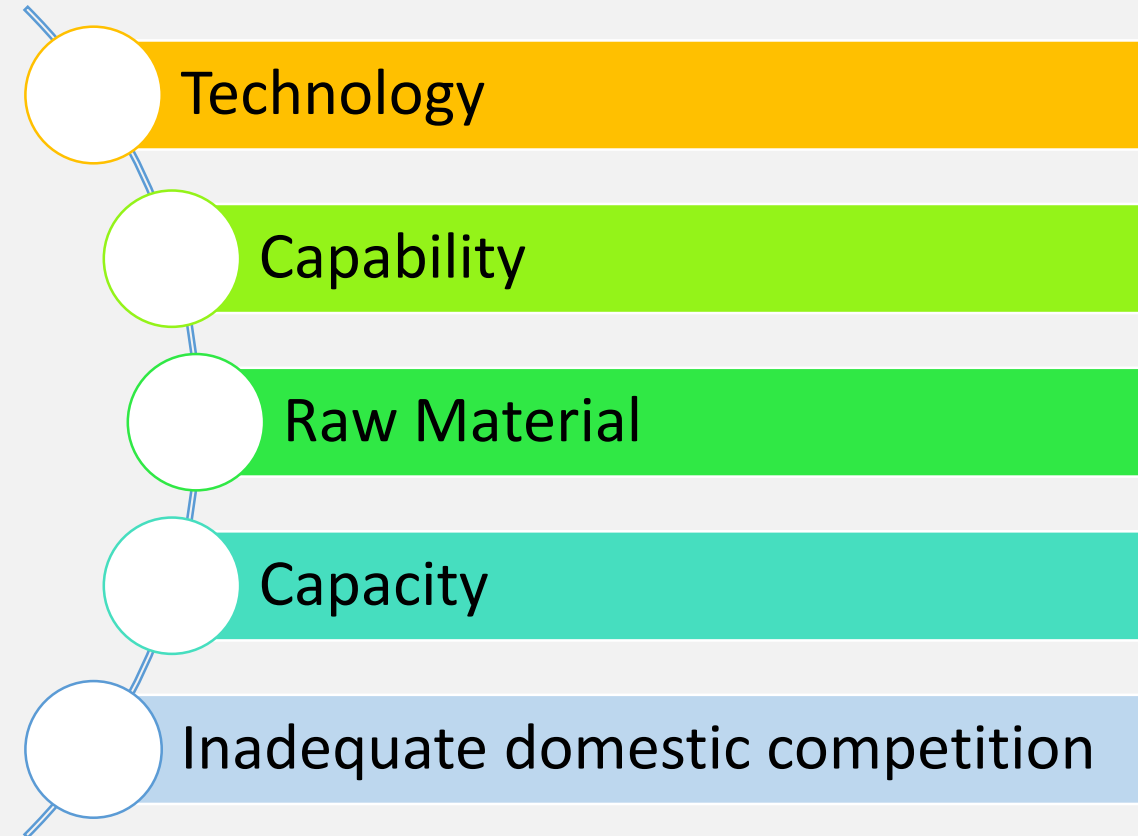
Opportunity for Indigenization

Scope in BHEL

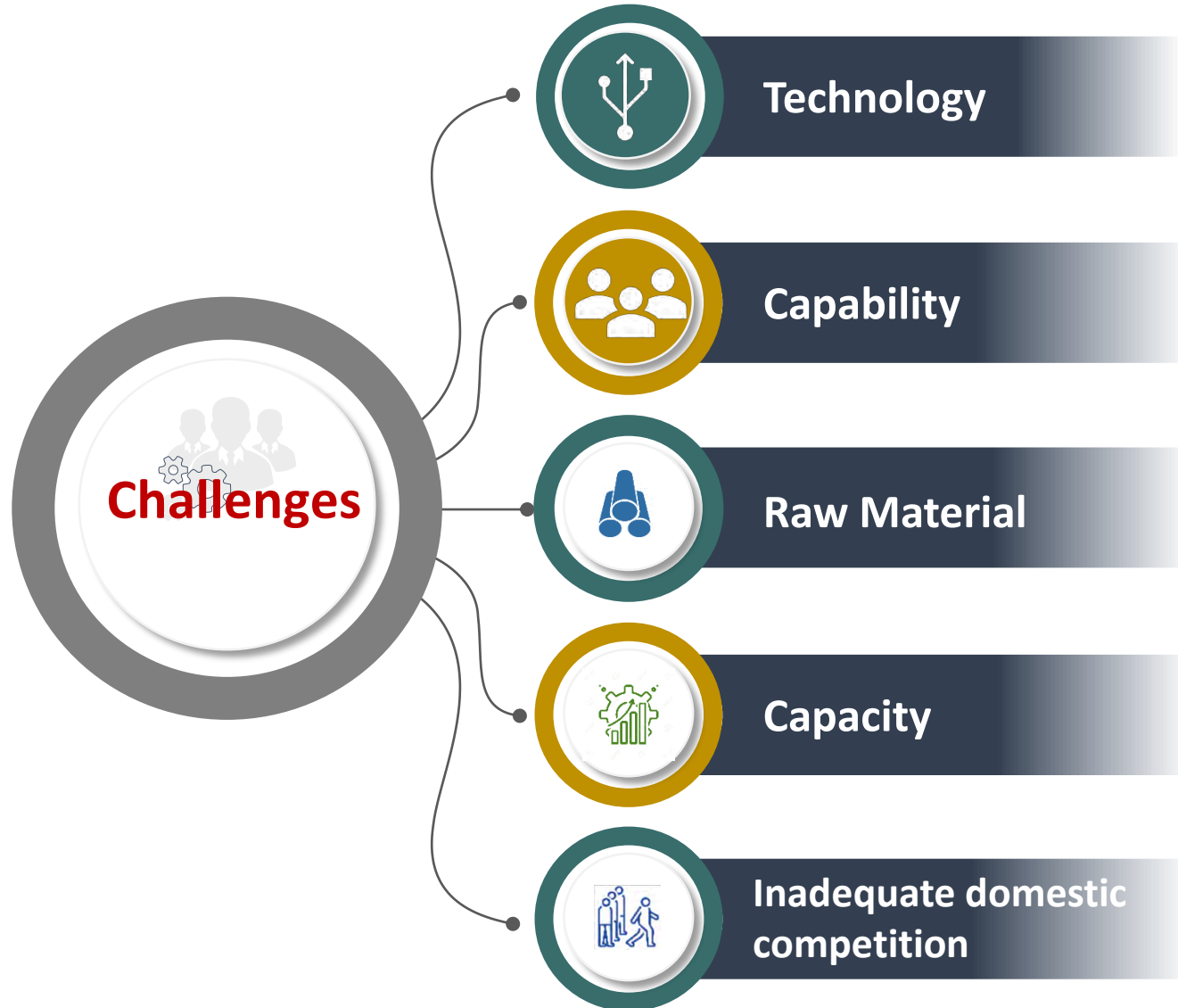


BHEL PROCUREMENT
(Goods – average in past five years)

Overcoming the challenges...



Demand-supply gap – Few examples



Examples

Generator Circuit Breakers, Boiler Water Circulating Pumps, IEDs, Current Insulated Bearings.

Solar Ingots and Wafers, C276 sheets, Titanium Sheets

Nickel, Chromite Sand

Cladded sheets, Alloy Steel pipes & tubes

Pressurization system for Motors, Armature Reversing Contactor, Mono PERC solar cells

an opportunity for local vendors to meet the Demand – Supply gap

9

Categories

300+

Items

16

Manufacturing Units

3000+

Crores per annum

- Raw materials – Special / Alloy / Electrical Steel
- Consumables for Foundry Applications
- Welding Consumables of Special Grade
- Castings & Forgings
- Mechanical components
- Insulating Materials
- Electrical & Electronic components
- Components – Solar
- Systems/ Packages



**Let's get down
to business!**

Major items for indigenization

Item	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
Solar Wafers	Solar Cells	30	38180010	Tata Solar, Jupiter Solar, Websol, CPEC, Mundra Solar
Aluminium paste (Back)		1	32129030	
Silver paste (Front /Back)		10	35061000	
Anodized Aluminium Frames	Photovoltaic Modules	6	7610.00.00	Waree, Vikram Solar, GoldyGreen, Ennvee Solar, Tata Solar, Mundra Solar, Renewsys
Glass with anti reflection coating		6	7007.00.00	
Polymer Backsheet		2	3920.00.00	
Ethylene Vinyl Acetate (EVA)		2	3920.00.00	

Major items for indigenization

Item	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
CRGO Coils (23 DR 85 Grade and 27 DR 90,MOH)	Power Transformers	140	72251100	All Power Transformer manufacturers
CRNGO steel grade 50C270	Hydrogenerator	50	72251920	-
C276 sheets 0.1 / 0.2 / 2 mm	Flue Gas Desulfurization	84	75062000	L&T, GE Power, ISGEC, MHPS, Tata Project Ltd, BGR & Thermax
C276 Plate 4 / 6 mm		78	75062000	
Titanium Sheets (2 mm)		70	81089010	
Titanium Plate 6 mm		30	81089010	
Cladded Plates - C276 / Titanium over carbon steel plates		90	72109090	
Cladded Plates CS +SS, LAS + SS	Refinery Pressure vessels & columns	24	7210900000, 72259900	Vijaya Tanks, Godrej & Boyce, ISGEC

Major items for indigenization

Item	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
Seamless Carbon Steel & Alloy Steel Pipes P91 / P92	Super Critical Boiler & Piping for Thermal Power Plant	60	7304, 7305	M/s GE India, M/s L&T
Seamless Alloy Steel Tubes T91		20		
Seamless Alloy Steel Tubes T92 / T23		35		
Seamless Stainless Steel Tubes T347 H		15		
Grid Flats (2.9 mm THK, DIN EN 10028-7 17440 1.4550)	Nuclear Steam Generator	10	7219	M/s. L&T

Major items for indigenization

Material	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
Nickel	Alloy steel Forgings	15	75021000	All steel foundries including SAIL, RINL, etc
Chromite Sand	Foundries	5	26100090	
Nitrided Low Carbon Ferro Chrome	Alloying addition in steel forgings	1	72024900	
Flourspar	Melting & refining of steel	1	25291010	

Major items for indigenization

Classification	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
IP/ HP Shaft Forgings	Turbines	18	84069000	Other Indian Manufacturer like L&T-MHI, Bharat Forge
LP Rotor Forging		5		
IP Outer Casing (UH & LH – 29MT to 42MT) Bearing Pedestal (18.5MT) & Cover		7		
TG Shaft Rotor	Generator	5	85030010	Other Indian Manufacturer like L&T-MHI, Bharat Forge
Retaining Ring Forgings	Generator & Motor	8	84069000, 85030090, 85030010	
Gas to Gas Reheater	Flue Gas Desulfurization	50	8404	Siemens, Crompton Greaves

Major items for indigenization

Classification	Application	Requirement p.a. (Rs Cr)	HSN Code	Whether required by other clients
Traction Motor Bearings	Traction Motor IM3302 IM3602, 6 FRA	32	8482	Indian Railways, Crompton Greaves.
Anti-friction bearings	Electrical machines	4	8482	Siemens, Crompton Greaves, Power Utilities, Refinery, Cement Industry
Resin and Hardener	Electric Machines	12	39073010 (Resin), 29172000 (Hardener)	Siemens, Crompton Greaves
Resin Impregnated Bushings	Transformers	3		All Power Transformer manufacturers
Integrated Electronic Devices	Traction Applications , C & I in Power Plants	40		All Industries dependant on C& I
Gas Engines	Power Plant	150		L&T, Power Utilities

BHEL support for Development of Suppliers



24x7 Online portal for registration 

- Simple registration form
- Timebound evaluation



Product development support

- Drawings, specifications
- Tooling



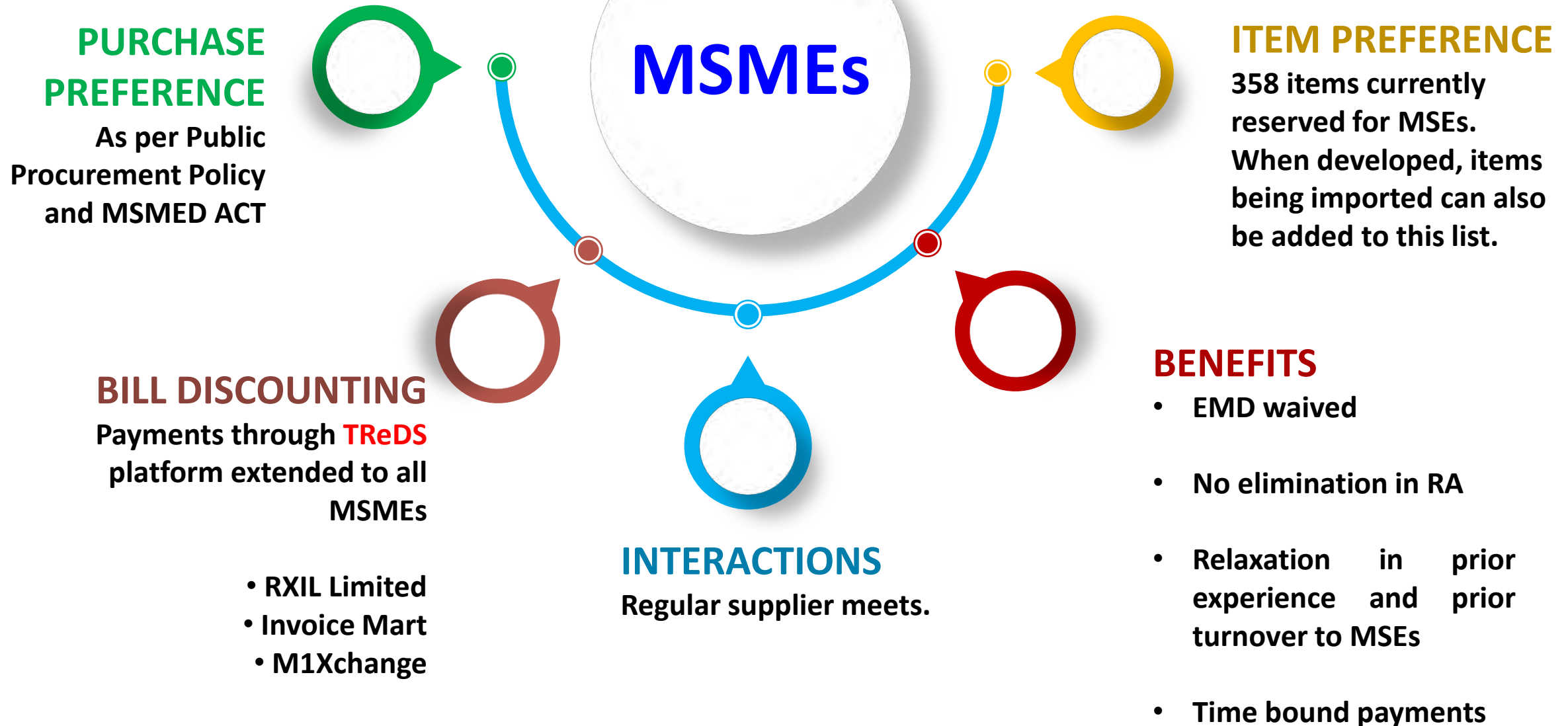
Hand holding with R&D and type testing



No LD/ penalty for developmental orders



BHEL support for MSMEs



BHEL support for Startups



BENEFITS

**Relaxation in prior
experience and turnover**



STARTUP RUNWAY

**BHEL is tendering its
requirements on GeM
wherein Startups can
supply goods as per the
Startup Runway on GeM**

Calendar for BHEL SAMVAAD

SNO	Category of Material	Date	Day	TIME
1	Raw Materials-Special/ Alloy/ Electrical Steel	29.12.2020	Tuesday	10:00 AM - 12:00 PM
2	Consumables for Foundry Applications	01.01.2021	Friday	10:00 AM - 12:00 PM
3	Welding Consumables of Special Grade	05.01.2021	Tuesday	10:00 AM - 12:00 PM
4	Castings & Forgings	08.01.2021	Friday	10:00 AM - 12:00 PM
5	Components-Mechanical	12.01.2021	Tuesday	10:00 AM - 12:00 PM
6	Insulating Materials	15.01.2021	Friday	10:00 AM - 12:00 PM
7	Components - Electrical & Electronics	19.01.2021	Tuesday	10:00 AM - 12:00 PM
8	Components – Solar	22.01.2021	Friday	10:00 AM - 12:00 PM
9	Systems & Packages	27.01.2021	Tuesday	10:00 AM - 12:00 PM

[Click here for filling up your details regarding your participation](#)

For any queries, please contact us on samvaad@bhel.in

Enrollment for BHEL SAMVAAD – Online Form submission



BHEL SAMVAAD

"An interaction forum with local industry for strengthening the cause of Aatma Nirbhar Bharat"

*Required

Supplier Name and address *

Your answer

Contact person Name *

Your answer

Contact person's email address *

Your answer

Contact person's Mobile No. *

Your answer

Category of Material (Kindly select your option, so that VC link invite is shared with you separately for the scheduled date and time) *

- ☐ Raw Materials-Special/ Alloy/ Electrical Steel - 29.12.2020 - 10:00 AM - 12:00 PM
- ☐ Consumables For Foundry Applications - 01.01.2021 - 10:00 AM - 12:00 PM
- ☐ Welding Consumables of Special Grade - 05.01.2021 - 10:00 AM - 12:00 PM
- ☐ Castings & Forgings - 08.01.2021 - 10:00 AM - 12:00 PM
- ☐ Components-Mechanical - 12.01.2021 - 10:00 AM - 12:00 PM
- ☐ Insulating Materials - 15.01.2021 - 10:00 AM - 12:00 PM
- ☐ Components - Electrical & Electronics - 19.01.2021 - 10:00 AM - 12:00 PM
- ☐ Components - Solar - 22.01.2021 - 10:00 AM - 12:00 PM
- ☐ System & Packages - 27.01.2021 - 10:00 AM - 12:00 PM

List of items proposed to be developed for BHEL *

Your answer

Submit



Thank You



Write to samvaad@bhel.in to convey your interest