REQUEST FOR INTEREST (RFI) for Technology Collaboration Agreement (TCA)

Expression of Interest (EoI) seeking Technology Partnership for Air Preheaters (APH)

BHARAT HEAVY ELECTRICALS LIMITED
PLANNING & DEVELOPMENT DEPARTMENT
BOILER AUXILIARIES PLANT, RANIPET
TAMILNADU-632 406
Subject: Technical Collaboration for Air Pre Heater

We are approaching your esteemed organization through this letter seeking a Technical Collaboration Agreement to design & manufacture Air Pre Heaters.

About Bharat Heavy Electricals Limited

BHEL is a leading Government of India owned Public Sector Undertaking. BHEL is a large engineering and manufacturing organization catering to the infrastructure sectors of Indian economy viz. energy, transportation, industry and non-conventional energy. The energy sector covers generation, transmission and distribution equipment for hydro, fossil, and gas fuels. BHEL has been in this business for over 40 years and BHEL supplied equipments account for 64 % of the total thermal generating capacity in India. Nearly 68% of the equity is owned by the Government of India. The company has 15 manufacturing units, 4 power sector regions, 8 service centers and 15 regional offices, besides host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2010-11 is US Dollar 2 Billion. BHEL's highly skilled and committed manpower of approx 45000 employees, the best of manufacturing facilities and practices together with the latest technologies, has helped BHEL to deliver a consistent track record of performance. With the current order book exceeding US Dollar 33.8 Billion, BHEL is poised for excellent future growth. Over the years, BHEL has entered into technology transfer agreements with leading original equipment manufacturers like GE, USA (for gas turbines, AC variable speed drives), Siemens, Germany (for steam turbines, generators and electrical machines), ABB, Sweden (for high voltage direct current transmission systems) and Combustion Engineering, USA (for steam generators). More details about the entire range of BHEL's products and operations can be had by visiting the web site www.bhel.com.

About Boiler Auxiliaries Plant (BAP), Ranipet

One of the major plants of BHEL is located at Ranipet, manufacturing auxiliaries for Power Plants. This unit was started in 1981 for exclusive manufacture of boiler auxiliaries (Electrostatic Precipitators, Fans, Air Pre-Heaters, Guillotine-Gates and Dampers). Ranipet is located 120 kms west of Chennai on the Chennai-Bangalore trunk road and is known as the Boiler Auxiliaries Plant (BAP). Over the years, BAP has consolidated its products in Indian market cornering the major share of ESP, Fans and APH business. ESPs for wide range of applications from utility/industrial to bio-mass applications, Fans for boiler and industrial applications (steel plants, cement plants etc.) and APH for utility and other applications are manufactured by BAP. BAP has also diversified into other fields like manufacture of fabric filters, wind electric generators and RO based Desalination systems. With manpower of 2730 employees including about 483 executives (with engineering graduate qualifications), BAP has achieved a turnover of US Dollars 796 Millions during 2010-11.

Scope of cooperation

BAP has supplied air heaters for various applications and unit ratings up to 600 MW. About 700 air heaters are now under operation across the country and abroad. BAP has vast experience in handling the high ash Indian Coal and over the years has introduced various innovations to meet the Indian conditions including leakage reduction etc.

The market for APH in India is growing at a fast pace. The expected market potential for APH would be around 16000 MW per year.

The Government of India has planned for the Power Plants of higher unit rating sets of 660/800 MW. To meet this requirement and to update the technology BAP, now seeks a partner for technology collaboration (TCA) through the Licensing route.
BHEL is looking for following areas in the TCA:

- Regenerative Air Pre-heaters (RAPH) (Horizontal & Vertical) for all applications including 660 MW and above ratings
- Gas to Gas Heaters for DeSOx & DeNOx applications.
- Quad Sector APH for CFBC applications

The TCA shall enable BHEL to engineer, design, manufacture, assemble, test, install, commission, retrofit, & service the Air Pre Heaters and Gas to Gas Heaters.

We look forward to receiving your response on or before 7th June, 2011. We would request that your response be necessarily accompanied with details on company background, technical features/ product catalogue, reference list, annual financial reports for last 3 years etc. In case you need any further information, kindly feel free to contact us.

Your response may be sent to the following address:

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