



EXPRESSION OF INTEREST (EOI)

Bharat Heavy Electricals Limited, a leading Indian Engineering and Manufacturing Enterprise engaged in Engineering, Manufacturing of products and execution of turnkey projects in the field of Power Generation and Transmission invites EOI for Empanelment of Transmission Line EPC companies and formation of appropriate business association to jointly address forthcoming tenders comprising of substations and associated Transmission Lines on EPC basis in India.

for further details please visit: www.bhel.com



Expression of Interest (EOI) from prospective parties for formation of appropriate association to jointly address turnkey business opportunities in the EHV Substation & Transmission Line segment.

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DISCLAIMER

All information contained in this Expression of Interest (EOI) provided/clarified are in good interest and faith. The information contained in this EOI or subsequently provided to the respondent(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 response for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective respondent(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 respondent(s) for next stage or to enter into any agreement(s) with any respondent(s). BHEL reserves all right to reject any response submitted against 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 respondent(s). 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 respondent shall bear all its costs associated with or relating to the preparation and submission of its response 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 response. All such costs and expenses will remain with the respondent(s) and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an respondent(s) in preparation or submission of the respondent(s), regardless of the conduct or outcome of the EOI.



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1. Introduction

This Expression of Interest (EOI) seeks response from EPC Contractors of Transmission Lines for empanelment with BHEL who are meeting the requirements of this EOI and are willing to be associated with BHEL to jointly address turnkey business opportunities in the EHV Substation & Transmission Line segment either as Sub-vendor or as a Bid Partner based on tender requirements of the Utilities.

2. About BHEL

Bharat Heavy Electricals Limited (BHEL) is a leading 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.

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. BHEL has extensive stainless steel and aluminium fabrication facilities.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 178 GW. BHEL's 54% share in India's total installed capacity and 58% share in the country's total generation from thermal utility sets (coal based) as of March 31, 2017 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. Our ongoing major technology tie-ups include agreements with GE Technology GmbH, Switzerland (for Once through Boilers and Coal Pulverisers); Siemens, Germany (for Steam Turbines, Generators and Condensers); Metso Automation Inc., Finland (for Control & Instrumentation); MHI, Japan (for Pumps); MHPS, Japan (for Flue Gas Desulfurization Systems); Vogt Power International, USA (for HRSG); GENP, Italy (for Compressors); Turbo Lufttechnik, Germany (for Fans), Sheffield Forge Masters International, UK (for Forgings) and Kawasaki Heavy Industries Ltd., Japan (for Stainless Steel Metro Coaches & Bogies) etc., together with technologies developed in its own R&D centres. BHEL invests more than 2.5% of turnover on R&D and innovation.

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

3. About Transmission Business Group

BHEL is a well-established player in the field of power transmission having a vast experience of more than 4 decades and offers major products and systems with contemporary technologies. Transmission Business Group of BHEL undertakes projects on turnkey basis which includes execution of Substations/Switchyard (both AIS & GIS) ranging from 132kV to 765kV, HVDC converter stations (up to ± 800 kV), Reactive Power Compensation Schemes and Power System Studies.



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4. Experience of BHEL in AIS, GIS & T&D Area

BHEL is a leading manufacturer of variety of T&D Products and has its own state of art manufacturing facilities for large size power transformers for EHV/ UHV AC & DC application, Instrument Transformers, Capacitors, Control & Protection panels, Insulators, Power Electronic Devices - Thyristors & IGBT valves, voltage source converters, controls etc. BHEL is having a wide experience of executing AIS and GIS substations ranging from 132 kV to 765 kV & 33 kV to 400 kV respectively in India on turnkey basis.

5. EOI Proposal

BHEL intends to address forthcoming domestic tender opportunities for Substation/Switchyard clubbed with the EHV/UHV Transmission Lines (TL). In order to meet the Qualifying Requirement (QR) of the tenders and execution of the Transmission Line scope, BHEL wish to empanel Transmission Line EPC companies/contractors and have an association with leading EPC Transmission Line contractors. ***Proposal is sought from qualified EPC parties in the Transmission Line segment through this Expression of Interest for Empanelment and subsequent formation of appropriate association on Scope/Business sharing basis.***

6. Division of Work/Typical Scope Sharing:

For the above arrangement, following scope of work (but not limited to) is envisaged under the scope of listed TL EPC contractor:

Design of Tower, Tower Foundation & associated Engineering w.r.t TL, Detailed Route Survey, Resolution of Right of Way issue (if applicable), Route Alignment, Profile Plotting & Tower Spotting, Obtaining clearance from Govt. Authorities, Tree Cutting, Soil Investigation, Supply of Structure, TL Conductor, Stringing Hardwares & required equipment, P&T, associated Civil Works, Tower Erection, Dismantling (if any), Conductor Stringing, Charging of the TL in complete manner. The battery limit of Transmission Line contractor will be up to outgoing line gantry of substation excluding gantry, but including supply of transmission line side insulator string.

In addition to above scope, any project specific scope of TL in the tender in which BHEL intends to participate will be in the TL EPC contractor scope.

7. Qualification Criteria:

The parties meeting the below mentioned technical as well as financial criteria shall be considered for forming a compendium and subsequent tender-specific association/JV.

7.1 Technical Criteria

The Bidder should meet following qualification requirements as on the date of submission of EOI.

A. Up to 132 kV Transmission Line:

The prospective party shall have constructed 132 kV D/C or above voltage class Transmission Line including Tower foundation, Erection & Stringing, successfully charged in at least 2 different projects on Total Turnkey basis having cumulative length of at least 50 KMs in the last 7 years preceding the date of EOI, which should be in successful operation for minimum 2 years as on date of issue of EOI. The detailed reference projects details to be furnished as detailed in Form-2 along with satisfactory operation letters from customers.



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B. 220 kV Transmission Line:

The prospective party shall have constructed 220 kV D/C or above voltage class Transmission Line including Tower foundation, Erection & Stringing, successfully charged in at least 2 different projects on Total Turnkey basis having cumulative length of at least 50 KMs in the last 7 years preceding the date of EOI, which should be in successful operation for minimum 2 years as on date of issue of EOI.

The detailed reference projects details to be furnished as detailed in Form-2 along with satisfactory operation letters from customers.

C. 400 kV Transmission Line:

The prospective party shall have constructed 400 kV D/C or above voltage class Transmission Line including Tower foundation, Erection & Stringing, successfully charged in at least 2 different projects on Total Turnkey basis having cumulative length of at least 50 KMs in the last 7 years preceding the date of EOI, which should be in successful operation for minimum 2 years as on date of issue of EOI.

The detailed reference projects details to be furnished as detailed in Form-2 along with satisfactory operation letters from customers.

7.2 Financial Criteria

A. Up to 132 kV Transmission Line

- i. Bidder should have a minimum average audited annual turnover / Sales Value of INR 12 Cr for last three financial years (2016-17, 2015-16, 2014-15) and should submit audited balance sheet and Profit & Loss Account Sheet of these years along with all other supporting documents.
- ii. Bidder should have earned profit in at least one year during last three financial years as mentioned at Sl. No. (i) above.
- iii. Bidder should have successfully executed similar works as 7.1A. above during last seven years should be either of the following:
 - Three similar works executed costing not less than INR 16 Cr. each.
 - Two similar works executed costing not less than INR 20 Cr. each.
 - One similar work executed costing not less than INR 32 Cr.
- iv. Bidder shall have liquid assets (L.A.) or/and evidence of access to or availability of credit facilities of not less than Rs. 10 Cr. A bank certificate in support of the above is to be enclosed.

B. 220 kV Transmission Line

- i. Bidder should have a minimum average audited annual turnover / Sales Value of INR 22.5 Cr for last three financial years (2016-17, 2015-16, 2014-15) and should submit audited balance sheet and Profit & Loss Account Sheet of these years along with all other supporting documents.
- ii. Bidder should have earned profit in at least one year during last three financial years as mentioned at Sl. No. (i) above.
- iii. Bidder should have successfully executed similar works as 7.1B. above during last seven years should be either of the following:
 - Three similar works executed costing not less than INR 30 Cr. each.
 - Two similar works executed costing not less than INR 37.5 Cr. each.
 - One similar work executed costing not less than INR 60 Cr.
- iv. Bidder shall have liquid assets (L.A.) or/and evidence of access to or availability of credit facilities of not less than Rs. 15 Cr. A bank certificate in support of the above is to be enclosed.



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C. 400 kV Transmission Line

- i. Bidder should have a minimum average audited annual turnover / Sales Value of INR 37.5 Cr for last three financial years (2016-17, 2015-16, 2014-15) and should submit audited balance sheet and Profit & Loss Account Sheet of these years along with all other supporting documents.
- ii. Bidder should have earned profit in at least one year during last three financial years as mentioned at Sl. No. (i) above.
- iii. Bidder should have successfully executed similar works as 7.1C. above during last seven years should be either of the following:
 - Three similar works executed costing not less than INR 50 Cr. each.
 - Two similar works executed costing not less than INR 62.5 Cr. each.
 - One similar work executed costing not less than INR 100 Cr.
- iv. Bidder shall have liquid assets (L.A.) or/and evidence of access to or availability of credit facilities of not less than Rs. 20 Cr. A bank certificate in support of the above is to be enclosed.

Note:

All documents (including third party documents/supporting documents) in language other than English, certified translated copy in English language should also be furnished.

8. Additional Qualifying Requirements

1. Bidder should have a valid \varnothing Class Electrical Contractor License issued by any State Government in India for executing electrical works related to Extra High Voltages. Bidder should submit the electrical contractor license along with the bid.
2. In case the Transmission Line contractor is also a manufacturer of either tower or conductor or both, they are required to submit documents establishing annual manufacturing capability of tower/conductor certified by CA.

9. The EOI Proposal

The Proposed Association shall be initially valid for a period of three years. Interested companies may submit their Expression of Interest by 3.00 pm on 23rd July, 2018. Expression of Interest should be accompanied by all the details as listed out elsewhere in this EOI document.

10. Contact Details

The proposal complete in all respect is to be sent to following address:

| | |
|----------------|---|
| Office Address | Transmission Business Group Bharat Heavy Electricals Limited Tower 6A, 5th Floor, Advant Navis IT Business Park, Plot No. 7, Sector-142, Noida-Gr. Noida Expressway, Noida (UP)-201305 Fax No: +91-120-6748579 |
| Contact Person | Parthasarathi Das 6 AGM (Marketing & Proposal Engineering) Tel: 0120-6748138 pdas@bhel.in Vishal S Naidu 6 Manager (Marketing & Proposal Engineering) Tel: 0120-6748505, 9968992545 vsnaidu@bhel.in |



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Aman Choube ó Sr. Engineer (TBPE)
Tel: 0120-6748508
aman@bhel.in

Upon receipt of responses against this EOI, BHEL will review the responses to ascertain suitability of the offer and shortlist Prospective Collaborators for further discussions. The detailed terms and conditions shall be mutually agreed upon subsequently on case to case basis.

11. Miscellaneous

- i.* Subsequent to enlistment of the parties through this process, BHEL shall invite the price offer from the parties for various tenders on limited tender basis. Followed by an in-camera price bid opening. ***A tender specific tie-up/agreement shall be made with the qualified party and lowest evaluated bidder.***
The order for the respective scope shall be awarded to the party in case BHEL secure the order under competitive bidding.
- ii.* ***The Transmission Line party thus finalized by BHEL for specific tender has to meet the pre – Qualification criteria (Financial & Technical both) of the customer specifically mentioned for Transmission Line scope in that particular tender.***
- iii.* ***Right to accept or reject any or all Applications:***

 - a. Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any response 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 response(s), it may, at its discretion, invite all eligible Prospective Collaborators to submit fresh Applications.
 - b. BHEL reserves the right to disqualify any or all respondent(s) during or after completion of EOI process if it is found that information provided by respondents is false or misrepresented by respondent or the respondent fails to provide requisite information within the specified time as sought by BHEL.
 - c. BHEL reserves the right to verify all statements, information and documents submitted by the respondent against the EOI. Any such verification or lack of such verification by BHEL shall not relieve the respondent of his obligations or liabilities hereunder nor will it affect any rights of BHEL.
- iv.* 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.
- v.* Response from the Countries, Organisations, Groups, Individuals etc. with whom Import/Export are banned/prohibited as per the Indian Foreign Trade policy shall not be considered.



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- vi. The evaluation of the respondent among others shall be based on the technical experience, capacity/ capabilities/ physical verification of works & facilities and the financial performance of the company.

Additional Details to be furnished along with EOI proposal

- a. The proposal for association.
- b. Details / documents on company profile, Certificate of Registration or Incorporation **(Form-1)**.
- c. Products and Services offered - Technical features/ product range.
- d. Specific Experience details along with Performance certificates **(Form-2)**.
- e. Reference List: Prospective EPC Party shall furnish a summary of their product/project reference as detailed below for major supplies in last 10 years **(Form -3)**.
- f. Audited annual financial reports for at least last three years along with their authenticated translations in English.
- g. Profit & Loss Statement and Balance Sheets certified by CA for last three financial years and Bank Certificate not older than 3 months from date of opening of EOI.
- h. List of major T&P available with the bidder for erection and stringing of Transmission Line.



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Form-1

General Information

| | |
|---|---|
| 1 | Name of the Company : |
| 2 | Place of Incorporation/ Registration: |
| 3 | Year of Incorporation/Establishment: |
| 4 | Address of the company(Head Office, Registered Office, Business Office) Address: Telephone: Fax: E-mail: Web site: |
| 5 | Address of factory/Works: Address: Telephone: Fax: E-mail: |
| 6 | Authorized representative of the company having the Power of Attorney (POA): Name(s): Designation: Address: Telephone: Fax: E-mail: |

Please attach the POA of authorized representative duly notarized as enclosure to FORM-1.

Date:

Place:

Signature of the Authorized representative)

Name-

(Designation) -

(Company Seal) í í í í í í í í ..



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Form-2

Data/Details of EPC Company in support of Technical QR
(Submit separate forms for each of the cases/experience)

| | | |
|----------------------------------|---|---|
| Name of the Bidder (Single Firm) | | |
| 1 | Name of Contract | |
| 2 | Contract Reference No. & Date of Award | |
| 3 | Name and Address of the Employer/Utility by whom the Contract was awarded e-mail ID Telephone No. Fax No. | |
| 4 | i. Name of Transmission Line under the Contract ii. Voltage level of Transmission Line iii. D/C or M/C Transmission Line | |
| 5 | i. Date of successful execution of the Contract (enclose completion certificate/taking over certificate) ii. No. of years the above referred Transmission Line is in satisfactory operation as on the date of bid opening ōSatisfactory Operationō means Certificate issued by the Employer certifying the operation without any adverse remark | |
| 6 | Scope of work executed under the above contract | |
| 7 | Capacity in which the Contract was undertaken (Check One) | Prime Contractor Supplier/Sub-Contractor |
| 8 | Details/documentary evidence submitted in support of stated experience/Contract | Performance Certificate issued by the customer. |

Date:

Place:

Signature of the Authorized representative)

Name-

(Designation) -

(Company Seal) í í í í í í í í .



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Form 3

Reference List of the Transmission Line projects executed by contractor detailed below for major supplies in last 10 years

| Sl. No. | Contract No. & Date | Customer | Length in KM | D/C or M/C Line | Year of commissioning |
|-------------------------|---------------------|----------|--------------|-----------------|-----------------------|
| KV Class: 66 KV | | | | | |
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |
| KV Class: 132 KV | | | | | |
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |
| KV Class: 220 KV | | | | | |
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |
| KV Class: 400 KV | | | | | |
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |
| KV Class: 765 KV | | | | | |
| 1. | | | | | |
| 2. | | | | | |
| 3. | | | | | |
| 4. | | | | | |