

Expression of Interest (EOI)

“Empanelment of agencies as Channel Partners for Roof Top Solar Business”

Expression of interest (EOI) is invited for “Empanelment of agencies as Channel Partners for Roof Top Solar Business” with Bharat Heavy Electricals limited (BHEL) on Pan-India basis.

Brief Scope of work:

The objective of this scheme is to associate with and further develop companies/firms who are engaged in the solar business for taking up rooftop solar PV systems. As a part of this scheme the firms/companies should:

- Secure orders in their respective firm’s name for Rooftop Solar Photovoltaic Systems as BHEL empaneled channel partners
- Supply, Install, Test and Commission Rooftop Solar Photovoltaic Systems in accordance with BHEL’s design and specifications.
- Conduct Comprehensive Maintenance for 05 years at various locations in India on case to case basis.

Documents to be submitted along with the EOI

The applicant parties may respond with the copies of Work orders/ Purchase Orders secured for the categories of 0-10 kW and 10 kW & above. Work for SITC as well as SITC with AMC/O&M may be enclosed.

- Audited Balance Sheet, PAL statement for last year.
- ITR for last year
- Party should be able to submit the satisfactory 1 year’s operational experience certificate from at least one customer
- Covering Letter duly signed by an Authorized Signatory on Company letterhead, expressing the intent and listing clearly the Enclosures.
- Organization chart.
- Ownership Information and Year of Establishment. (Articles of Association and memorandum of association)
- Copy of PAN & GSTN registration
- Detailed list of installations.
- Certificate of incorporation/Company registration documents
- Share Holding pattern & % share Holding
- Copy of Power of attorney in the name of the person dealing or Authorization letter of the Bidder, for the person representing his firm, that he is authorized to make decisions and

transactions on his/her firms' behalf.

- Affidavit that Firm has not been debarred or Blacklisted by any Government department or undertaking in India

- Declaration:

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The information / documents furnished along with the above application are true and authentic to the best of my knowledge and belief. I / we, am/ are well aware of the fact that furnishing of any false information/ fabricated document would lead to rejection of my tender at any stage besides incurring liabilities towards prosecution under appropriate law

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Brief Description about BHEL

BHEL, A Maharatna, is India's largest engineering and manufacturing company engaged in the design, engineering, manufacture, construction, testing, commissioning and servicing of a wide range of products, systems and services for the core sectors of the economy, viz. Power, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas and Defense. The company has established capability to deliver 20,000 MW p.a. of power equipment.

Government of India is targeting 100 GW cumulative capacity of SPV (Solar Photo-voltaic) by 2022. Out of the 100 GW, the share of grid connected solar rooftops is 40 GW. Today, Solar is the fastest growing power generation segment in India. There is also an increased focus on Integration of Battery Energy Storage System (BESS) with the Solar PV plants. This growth is further aided by continuous technological improvements and declining module prices.

BHEL Offers

EPC solutions from Concept to Commissioning of Solar PV Power Plants:

- **Grid Interactive systems with & without BESS (Battery Energy Storage System)**
- **Standalone systems**
- **Roof Top systems**
- **Hybrid systems**
- **Canal Top Systems**
- **Floating Solar power plants**
- **Solar based Irrigation Pumps**

BHEL manufactured power plants have also been installed across 21 countries including Malaysia, Oman, Iraq, the UAE, Bhutan, Egypt and New Zealand. Details about the entire range of BHEL's products and operation and other details can be accessed by visiting our website www.bhel.in

Brief details of the Model (BHEL Channel Partners for Roof Top PV Systems)

- The interested shortlisted parties after their evaluation is completed, will be enrolled for 1 year from the date of their empanelment.
- The empanelment would be state wise and parties having their presence in more than one state can be empaneled in multiple states subject to their fulfilling the qualification criteria
- Parties would be able to use the brand “BHEL Channel Partner”.
- BHEL will provide their own make PV modules at the agreed pre-decided price.
- BHEL shall also provide complete design and specification of the components of Solar PV Roof Top system along with design of Module Mounting Structure.
- In lieu of BHEL agreeing to provide their brand name, design and support, BHEL will charge a nominal royalty on the sale price of Solar PV system. The terms of engagement will be settled based on volume of business carried out by the party over the year. The terms and conditions of such an agreement shall remain valid for 1 year.
- BHEL empaneled channel partner shall secure order in its name
- BHEL will carry out inspection of the system at two stages i.e. at the time of material receipt at site and secondly during commissioning. The channel partner will submit a bank guarantee to BHEL which will remain valid for fourteen months from the date of empanelment.
- The responsibility of ensuring the trouble free operation of the system during and after the warranty period will lie on the channel partner alone.

Format for Responding to the EOI on firm's letter head

Name of the respondent	
Type of constitution (Proprietor/Partnership/LLP/Pvt Ltd/Ltd)	
Mobile No	
Landline	
FAX	
Registered Office Address	
Address for communication	
States where Branch Offices are present	
Email	
Website	
Name, designation and Mobile Phone No. of the representative of the Bidder to whom all references shall be made	
Are you an OEM? If yes specify details of product and works address	
Reference List Enclosed?	
Purchase Orders/Work Orders Enclosed?	

Performance/ Operational Acceptance certificate for one year enclosed?	
All the mentioned documents above have been enclosed?	
Any additional documents enclosed? Please mention	

Name & Signature of the signing authority
Name of the bidder
Stamp of the bidder

Disclaimer

BHEL at its sole discretion may accept or reject the response of any respondent without assigning any reason to any party. The decision of BHEL in this regard shall be final and binding

The responses may be forwarded to bassi@bhel.in; thakur@bhel.in in soft format or at

Bharat Heavy Electricals Ltd
3rd Floor, Regional Operations Division
Adjacent Ispat Bhawan,
Integrated Office Complex
Lodi Road
Delhi-110003

In hard format latest by 15-07-2018 1730 hrs. Any responses received after the due date shall not be considered and shall be summarily rejected.

For any clarifications contact

1. Mr. Ankur Thakur, Sr Engineer (91-11-41793228, 91-9873916108); thakur@bhel.in
2. Mr. V K Bassi, Addl GM ; bassi@bhel.in