

Global Expression of Interest (EOI)
seeking interested Organizations / Companies
for tying up with
BHEL as Consortium Partner
in expected EPC Tenders in India for
Downstream Oil and Gas Sector business

Ref No: BHEL-IS-CPPP-EOI-001/2020-21

Issued by:

Bharat Heavy Electricals Limited,
CPPP Group, 1st Floor, BHEL,
Industry Sector, Lodhi Road
New Delhi-110 003, INDIA
having registered office at
BHEL House, Siri Fort, New Delhi-110 049, INDIA
(hereinafter referred to as 'BHEL')

List of Contents

1.0	DISCLAIMER.....	3
2.0	Schedule of EOI Process and Contact details.....	4
3.0	Objective of EOI	5
4.0	About Bharat Heavy Electricals Limited	6
5.0	About BHEL, Industry Sector	7
6.0	Process of Selection of Consortium partner	7
7.0	Pre-Qualification Criteria for Senior Consortium partner.....	9
8.0	Documents to be submitted along with proposal:	14
9.0	Evaluation Criteria for EOI	15
Annexure-1: General Information of the Bidder		16
Annexure-2: List of Similar Projects Commissioned / completed Projects in last 10 years in India		17
Annexure-3: List of Similar Projects Commissioned / completed Projects in last 10 years outside India		18
Annexure-4: Projects for which bidder intends to participate.....		19
Annexure-5: Details of Similar tenders attempted by bidder in India.		20
Annexure-6: Details of Similar tenders attempted by bidder outside India.		21
Annexure-7: Financial Information of the Bidder.....		22
Annexure-8: Experience Details in support of Reference project meeting the Pre-Qualification Criteria		23
Annexure-9: Broad Scope demarcation between Consortium Leader and Member		25
Annexure-10: Assessment Criteria and Weightage for ranking of Consortium Leader		26
Annexure-11: Important Terms & conditions Consortium Bidding		32

1.0 DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(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 identify the party/parties who can be suitable for partnership with BHEL for bidding in different EPC packages of DSOG. This EOI is not an offer by BHEL to the prospective Applicant(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 Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to 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 Applicant. 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. BHEL reserve the right not to disclose the evaluation process for selection of senior partner for consortium bidding.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application 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 Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.

Canvassing in any form by the respondent or by any other agency on their behalf may lead to disqualification of their EOI.

2.0 Schedule of EOI Process and Contact details

2.1 Schedule of EOI Process

The schedule of activities of the EOI Process shall be as follows -

Sl. No.	Description	Date
a.	Issue of invitation to EOI document	
b.	Last date of receipt of Queries, if any	
c.	Last date of Submission of EOI response	Refer Table-1 of this EOI

2.2 Contact details:

Interested parties may send their queries on Expressions of Interest (EOIs) to the following addressees:

<p>To :: Mr Kunal Aggarwal Manager/ CPPP BHEL Industry Sector Phone No. 011-41793472 E-mail: kunala@bhel.in</p>	<p>Mr Ashish Gupta Dy. Manager/ CPPP BHEL Industry Sector Phone No.011-41793187 E-mail: ashishgupta@bhel.in</p>
<p>CC :: Mr J. Gulati Additional General Manager/ CPPP BHEL Industry Sector Phone No. 011-41793150 E-mail: jgulati@bhel.in</p>	

2.3 Other relevant information:

Sl. No.	Description	Remarks
a.	Availability of EOI document	https://www.bhel.com https://eprocure.gov.in
b.	Submission of Response to EOI, and queries(if any)	Senior/ Lead Consortium Partner(s) ("PARTNER"/ "Bidder") to submit their responses through e-e-mail at following address: kunala@bhel.in , ashishgupta@bhel.in

c.	Last date of Response	As indicated in the EOI document Section 3.0 /Table-1
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3.0 Objective of EOI

India being one of the fastest growing economies in the world, offering a wide range of opportunities. Government of India envisions India as a key engine of global growth, and is putting in place various supporting initiatives to make India a US\$ 5 trillion economy. Downstream Oil & Gas Sector opportunities presents a lucrative business proposition for India in Refinery & Petrochemical Sectors. BHEL, which is one of the largest engineering and manufacturing enterprises in the country, would like to enter into this EPC business with their vast experience in engineering, manufacturing, procurement and construction of power plants in India and in abroad.

The upcoming opportunities in EPC of Oil & Gas downstream packages are expected approximately to be of 100 billion dollars in next 10 years. BHEL is aggressively pursuing expansion in the EPCC/LSTK Business for Oil & Gas segment and BHEL would like to tie-up with leading EPC players for addressing this huge opportunity. BHEL has been emerged as successful bidder in one SRU package for IOCL Refinery.

BHEL through its different manufacturing units have been already supplying different equipment and packages in Oil and Gas industries. BHEL's Visakhapatnam manufacturing unit is already an established supplier of refinery products like Pressure vessels, columns, Fired heaters etc. to various refinery customers like ONGC, IOCL, HPCL, HRRL & BPCL either directly or through EPCC contractors like M/s Petrofac, L&T etc. BHEL is also enlisted with M/s EIL for products like columns & Pressure vessels heat exchangers, fin fan coolers and fired heaters. BHEL's other manufacturing units at Hyderabad and Bhopal are also supplying process gas compressors, heat exchangers, air coolers. As on date for some of the packages like compressors and fired heaters, BHEL is undertaking complete design, procurement, manufacturing, erection and commissioning of various equipment and systems.

BHEL is one of the foremost EPC player in Power Sector in India and have executed more than 65+ EPC Power projects in India and Abroad with cumulative value of more than value \$15 Billion (INR 1 Lakh Crores) with customers including State Govt. Utilities, Central PSUs, Private Sector. BHEL is executed Captive Power Plants on EPCC basis in almost all the Refineries in India (both Private as well as Public Sector Refineries).

With BHEL's vast refinery experience and competitive product supply capabilities and its huge resources in Supply value Chain, Construction management etc. we would like to engage with a Senior/lead consortium partner as a member of consortium on tender to tender basis.

Vide this EOI we are seeking willingness of interested parties who intend to work with BHEL through Joint working and Joint bidding through Consortium route to participate in the upcoming EPCC/ LSTK Business in downstream Oil & Gas Sector. The objective of this EOI is to invite competent “Senior/Lead Consortium Partners” and identify them for consortium bidding along with BHEL for the upcoming EPCC Packages in Downstream Oil & Gas in India on tender to tender basis.

The tentative list of forthcoming EPCC/LSTK packages wherein BHEL is seeking for a Senior/Lead Consortium Partner is as below:

Table 1:Details of EPC Tenders in Refineries

Project Sl. No.	Customer	Project	Tentative Project Value (INR/USD)	Cut-off date for EOI Response
A.	IOCL Gujarat	J-18 Expansion NHT/NSU, ISOM, CCR	INR 675-900 Cr / USD 92-123 Million	4 weeks
B.	IOCL Gujarat	PPU-1x500 KTPA	INR 1620-2160 Cr/ USD 221-294 Million	1 week
C.	HRRL Barmer	Polypropylene Unit	INR 3150-4200 Cr / USD 429-572 Million	4 weeks
D.	HRRL Barmer	MS Block, NHT, ISOM, SRR and PFCC	INR 1350-1800 Cr / USD 184-245 Million	4 weeks
E.	HRRL Barmer	Sulfur Recovery Block	INR 1170-1560 Cr/ USD 159-213 Million	4 weeks
F.	NRL Numaligarh	CDU/VDU with Amine Treating Unit (ATU)	INR 2160-2880 Cr / USD 294-392 Million	8 week
G.	NRL Numaligarh	Diesel Hydrotreater (DHT)	INR 1350-1800 Cr / USD 184-245 Million	8 week
H.	NRL Numaligarh	Sulphur Recovery Block	INR 1350-1800 Cr/ USD 184-245 Million	8 week
I.	IOCL Panipat	VGO Hydrotreater	INR 1800-2400 Cr/ USD 245-327 Million	12 week
J.	IOCL Panipat	DHDT	INR 1350-1800 Cr/ USD 184-245 Million	12 week
K.	IOCL Panipat	RHCU	INR 4500-6000 Cr/ USD 613-817 Million	12 week

4.0 About Bharat Heavy Electricals Limited

Bharat Heavy Electricals Limited (BHEL) (www.bhel.com) is a Government of India Undertaking and a Maharatna Company, Established in 1964. BHEL is an integrated power plant equipment manufacturer and one of the largest Engineering and Manufacturing Company of its kind in India. The company is engaged in the Design, Engineering, Manufacturing, Construction, Testing, Commissioning and servicing of a wide range of products and services for core sectors of the

economy, viz. Power, Transmission, Industry, Transportation (Railways), Renewable Energy, Oil & Gas, Water and Defence with over 180 products offerings to meet the needs of these sectors. BHEL has been the bedrock of India's Heavy Electrical Equipment industry.

BHEL has a widespread network of 16 Manufacturing Divisions, 2 Repair Units, 4 Regional Offices, 8 Service Centres, 6 Overseas Offices, 3 Joint Ventures, 15 Regional Marketing Centres and current project execution at more than 150 project sites across India and abroad corroborates the humungous scale and size of its operations. BHEL has commissioned 65+ EPC jobs (worth \$14 Billion) for Government/Public Sector Enterprises and private sector companies.

Adding to its achievements, BHEL has joined the elite club of select global giants having an installed base of over 170 GW of power generating equipment globally. BHEL also has a widespread overseas footprint in 78 countries with cumulative overseas installed capacity of BHEL manufactured power plants nearing 10,000 MW.

BHEL has technology tie-ups with leading companies in the world including General Electric Company, Alstom SA, Siemens AG and Mitsubishi Heavy Industries Ltd., supported by technology developments in its own R&D centres. The quality & reliability of BHEL products at par with other Global players and adheres to international standards.

5.0 About BHEL, Industry Sector

BHEL, Industry Sector offers a broad range of industrial systems and products for the major sectors of the Indian economy. With focus on growth of non-coal based business of the company, Industry Sector comprising of market-focused groups, offers comprehensive solutions for Transportation, Transmission, Renewables, Energy Storage Systems and e-mobility, Water Management, Defence & Aerospace, Captive Power & Process Plant and Mechanical & Electrical Industrial Products.

Captive Power and Process Plant group caters to the requirement of Captive Power Plant in various Industries viz. Refineries, Petrochemicals, Mining, Process etc. as well as the opportunities in downstream EPC business in Oil & Gas segment.

6.0 Process of Selection of Senior/Lead Consortium Partner

- 6.1 Prospective Consortium Partner, who are meeting the Pre-Qualification Criteria (PQC) as per **Section- 7.0** of this EOI shall submit their proposal for EOI. The responses have to be given against each prospect tender (Table-1) separately.
- 6.2 Prospective Consortium Partner shall furnish all the filled in formats/ information/ documents/ credentials etc. as per **Section-8.0**. Also, the prospective consortium partner shall submit the complete EOI document duly signed and stamped on all pages of EOI.
- 6.3 All the documents shall be submitted in English Language only. If, the reference documents are in other language, the English translated copy shall be furnished along with the copy of original document. However, the requirement of submission of duly certified, stamped and

signed by local chamber of commerce or as required in end Customer tender has to be fulfilled by Senior/Lead Consortium partner.

- a. PARTNER (Senior/ Lead Consortium Partner) can send us summarized information of the projects that they find would be able to qualify w.r.t BQC meeting both Technical Criteria & Financial Criteria mentioned in Clause 7.1 & 7.2 as per format at Annexure-8 of this EOI.
 - b. However, prospective PARTNER to note that during the joint Bid submission all documents as required by end Customer notice inviting tender (NIT) against Bid Qualification requirement shall have to be submitted against this EOI.
- 6.4 Prospective Consortium Partner shall furnish an undertaking/declaration that the documents submitted against the EOI are true, authentic, genuine and exact copy of its original. Also, Prospective Consortium Partner shall furnish all the audited financial details and technical details submitted against qualification criteria.
- 6.5 In case separate proposals are received from different Divisions of the same Organisation, BHEL reserves the right to consider proposal of any one of these Divisions for selection. BHEL decision on this shall be final.
- 6.6 BHEL may intimate the shortlisted “Consortium Partner” for further discussions, presentations, etc. on their proposals.
- 6.7 Prospective Consortium Partner/ Applicant may submit their queries within specified due date. BHEL’s responses to queries / clarifications raised will be furnished as expeditiously as possible. Any modification of the EOI Documents which may become necessary as a result of the Partner’s queries shall be sent to all Applicants shall be issued as addendum to this EOI.
- 6.8 The Prospective Consortium Partner/Applicant will be selected as a “Consortium Partner” for joint consortium bidding with BHEL for Downstream Oil & Gas Projects. A draft MOU and Consortium agreement shall be finalised in consultation of selected Lead Consortium partner thereafter.
- 6.9 Subsequent, whenever tender(s) is issued by end Clients, BHEL shall formalise the Consortium agreement which shall be exclusive and binding on both the parties as per the terms of the Consortium agreement
- 6.10 For selection of prospect consortium partner parameters as depicted in **Annexure 10** (but not limited to), shall be considered. However, BHEL reserves the right to reject any offer without citing any formal reason, and BHEL decision on this shall be final.

7.0 Pre-Qualification Criteria (PQC) for Senior Consortium partner

For each EPC tender, as mentioned in **Table – 1** above, the Prospective Partner shall meet project specific qualification criteria as per the Tender document as and when issued by the end Client. We have envisaged following indicative conditions based on the prevalent practice being followed by Clients in Oil & Gas business as on the date of submission of EOI based on which BHEL shall evaluate the prospective Consortium Leader. However, before formalization of the Consortium agreement these shall be reviewed in terms of the end Customer notice inviting tender specific requirement for qualification:

7.1 Technical Criteria:

7.1.1 The Bidder should have successfully executed and completed One EPC/EPCC/ LSTK Contract with single point responsibility, involving Project Management, Detailed Engineering, Procurement, Construction, Pre-commissioning and Commissioning/ Commissioning assistance for at least one new Process Unit in;

- Hydrocarbon Sector (Refinery/Petrochemical Plant/On-shore Gas and/or Oil Facility / Off-Shore Gas and/or Oil Facility / LNG (Liquefied Natural Gas) Facility) OR
- Fertiliser Sector

Revamp of the Process Unit will NOT be considered as qualifying experience.

Also, exclusive experience of Utility System / Utility block, Waste Water/ Effluent Treatment Plant, Offsite facilities etc. shall not be considered as relevant experience.

For the reference plant, in case the bidder has used services of Engineering Sub-Contractor(s) for Residual Process engineering, Detailed Engineering, the same shall be considered acceptable and bidder has to declare details of such arrangement along with the response to EOI (documentary evidence to be provided).

7.1.2 In addition to the above, the bidder should also have Residual Process Engineering and Detailed Engineering experience for any one of the following new Process Units:

- Atmospheric Distillation and/or Vacuum Distillation Unit (AVU)/ Crude Distillation Unit
- Fluid Catalytic Cracking Unit/ RFCC (Residue Fluidised Catalytic Cracking) Unit/ Indmax Unit
- Isomerization Unit (ISOM)
- Hydrocracker Unit/ OHCU (Once through Hydro-Cracker Unit)
- Naphtha Hydro-Treater / Continuous Catalytic Reforming Unit/ Catalytic Reforming Unit
- Diesel Hydrodesulphurization / Diesel Hydro-Treating Unit
- Delayed Coker Unit
- VGO Hydro-Treating Unit

- Hydrogen Unit
- Naphtha Cracker Unit/ Gas Cracker Unit / Dual Feed Cracker
- Aromatic Complex (Comprising of Naphtha Hydro Treater/ Continuous Catalytic Reformer/ Isomerization/ Xylene Fractionation / Para-Xylene Recovery)
- Polymer Unit : Polypropylene (PP) or High Density Polyethylene (HDPE) or Linear Low Density Polyethylene (LLDPE) /Swing /LDPE
- Purified Terephthalic Acid (PTA) Unit
- Ethylene Glycol
- Linear Alkyl Benzene (LAB)
- Sulphur Recovery Unit (SRU)
- Fertilizer Plant (Ammonia / Urea)
- CGO Hydro-Treating Unit
- Wax hydrotreating
- Hydro Finishing
- Paraxylene unit
- Ethylene cracker unit

Revamp of the above units will NOT be considered as qualifying experience.

- 7.1.3 In case the bidder meets the criteria at 7.1.1 above but does not meet the Criteria at 7.1.2 above, than the bidder shall be considered acceptable, provided the bidder engages an engineering sub-contractor who singly meets the criteria at 7.1.2 above. At the time of bidding it shall be the responsibility of bidder to submit the required Memorandum of Understanding (MoU) with the Engineering Sub-contractor for scope of Work as defined in the end client tender. The MoU shall be valid for as per criteria specified in the NIT of end client. The engineering sub-contractor shall not be changed during execution of job without prior approval of end Client/ Consultant. The Bidder shall locate its personnel (to be approved by end Client / Consultant later) at the design center of the Engineering sub-contractor to control, monitor and approve the Engineering design work/ deliverables of the Engineering subcontractor prior to their issuance for review/ approval by end Client/ Consultant. Further the bidder in any case whether qualified directly through 7.1.2 or through hiring Engineering Sub-Contractor shall provide complete support to BHEL for pre-bid proposal engineering and detailed engineering in case of the consortium is successful bidder.
- 7.1.4 The Unit(s) as referred at Sl. No. 7.1.1 and 7.1.2 above must have been commissioned within the last 10 years ending on last day of the month immediately previous to the month in which last date of bid submission falls. The units referred at Sl. No. 7.1.1 should also have been in operation for at least 1 (one) year after commissioning. Proof of commissioning from Owner/End User shall be submitted by the Intending Bidder along with the Technical Bid. However, for operation for at least 1 (one) year after commissioning, any one of the following document is required to be submitted by the bidder along with the Bid.

- Certificate for Operation for 1 year from Client OR
- Certificate of Completion of Performance Guarantee and Test run (PGTR) with completion date at least 1 year prior to EOI submission. OR

7.2 Financial Criteria:

7.2.1 Annual Turnover Criteria(ATC):

The project wise requirement of Annual Turnover of Senior/Lead **Consortium partner** shall be equal to or more than the value as detailed below during at least one of the last three preceding financial years, i.e. FY 2019-2020, FY 2018-2019 and FY 2017- 2018, or Financial Years ending on 31.12.2020/31.12.2019/31.12.2018.

In case immediate preceding year's audited financial results for year ending 31.12.2020 is not available than in that case Financial Years ending on 31.12.2019/ 31.12.2018/ 31.12.2017 shall be considered.

For fulfilling the above Financial criteria an audited balance sheet and profit & loss account of the Bidder shall be considered as acceptable proof. Published Annual Report available in the public domain for Indian Bidder shall also be acceptable.

Table 2: Average Annual Turnover Criteria of EPC Tenders in Refineries

Project Sl. No.	Customer	Project	Average Annual Turnover ##
A.	IOCL Gujarat	J-18 Expansion NHT/NSU, ISOM, CCR	INR 171 Cr /USD 23 Million
B.	IOCL Gujarat	PPU-1x500 KTPA	INR 409 Cr/USD 56 Million
C.	HRRL Barmer	Polypropylene Unit	INR 796 Cr /USD 108 Million
D.	HRRL Barmer	MS Block, NHT, ISOM, SRR and PFCC	INR 341 Cr /USD 46 Million
E.	HRRL Barmer	Sulfur Recovery Block	INR 296 Cr/USD 40 Million
F.	NRL Numaligarh	CDU/VDU with Amine Treating Unit (ATU)	INR 546 Cr /USD 74 Million
G.	NRL Numaligarh	Diesel Hydrotreater (DHT)	INR 341 Cr /USD 46 Million
H.	NRL Numaligarh	Sulphur Recovery Block	INR 341 Cr /USD 46 Million
I.	IOCL Panipat	VGO Hydrotreater	INR 455 Cr /USD 62 Million
J.	IOCL Panipat	DHDT	INR 341 Cr /USD 46 Million
K.	IOCL Panipat	RHCU	INR 1137 Cr /USD 155 Million

Indicative Annual Turnover Criteria has been shown for reference purpose only based on our assessment and the requirement is sought only for assessment of credentials of bidder. The Annual Turnover Criteria requirement for Senior/lead Consortium Partners shall be as per NIT to be issued by end Customers/ Consultants.

7.2.2 Net Worth Criteria:

To establish the Positive Net Worth, Bidder shall furnish the latest Audited Financial Statement including Auditors reports, Audited Balance Sheet, Profit & Loss Account, Notes, Annexure (if any) etc. of three preceding financial year i.e. FY 2019-2020, 2018-19 and 2017-18.

In case immediate preceding year's audited financial results for year ending 31.12.2020 is not available than in that case Financial Years ending on 31.12.2019/ 31.12.2018/ 31.12.2017 shall be considered.

In case Net worth is negative in the immediate preceding financial year, the bid may not be acceptable.

7.2.3 Profit After Tax (PAT) Criteria:

Bidder shall not have consecutive negative PAT for the last three Financial Years, i.e. 2019-2020, 2018- 2019 and 2017- 2018, or Financial Years ending on 31.12.2020/ 31.12.2019/ 31.12.2018.

In case immediate preceding year's audited financial results for year ending 31.12.2020 is not available than in that case Financial Years ending on 31.12.2019/ 31.12.2018/ 31.12.2017 shall be considered.

This criterion may be flexible for HRRL Barmer Tenders i.e. Project C, Project D & Project E and NRL Numaligarh Tenders i.e. Project F, Project G, and Project H.

For Sl. No. 7.2.1, 7.2.2 & 7.2.3 above, in case the Financial Year closing date is within 9 months of bid due date and Audited Annual Report of immediate preceding financial year is not available, bidder has the option to submit the financial details of the previous year immediately prior to the last financial year. Otherwise, it is compulsory to submit the financial details of the immediate preceding financial years.

7.3 Commercial Criteria:

The bidder, as a Main or as a Sub-Contractor should have completed at least one or two or three Works of similar nature of minimum value(s) as indicated below during the last 10 (Ten) years ending on last day of the month immediately previous to the month in which the last date of bid submission. Project completed/commissioned after Dec'2011 to be submitted for reference.

7.3.1 Bidder shall have completed work valuing not less than the amount equal to as under:

Table 3: Criteria for Contract Value of Similar Contract of EPC Tenders in Refineries

Project Sl. No.	Customer	Project	Contract Value for Similar Contract ^^		
			One Contract	Two Contract	Three Contract
A.	IOCL Gujarat	J-18 Expansion NHT/NSU, ISOM, CCR	INR 375 Cr / USD 51 Million	INR 300 Cr / USD 41 Million	INR 225 Cr / USD 31 Million
B.	IOCL Gujarat	PPU-1x500 KTPA	INR 900 Cr / USD 123 Million	INR 720 Cr / USD 98 Million	INR 540 Cr / USD 74 Million
C.	HRRL Barmer	Polypropylene Unit	INR 1750 Cr / USD 238 Million	INR 1400 Cr / USD 191 Million	INR 1050 Cr / USD 143 Million
D.	HRRL Barmer	MS Block, NHT, ISOM, SRR and PFCC	INR 750 Cr / USD 102 Million	INR 600 Cr / USD 82 Million	INR 450 Cr / USD 61 Million
E.	HRRL Barmer	Sulfur Recovery Block	INR 650 Cr / USD 89 Million	INR 520 Cr / USD 71 Million	INR 390 Cr / USD 53 Million
F.	NRL Numaligarh	CDU/VDU with Amine Treating Unit (ATU)	INR 1200 Cr / USD 163 Million	INR 600 Cr / USD 131 Million	INR 720 Cr / USD 98 Million
G.	NRL Numaligarh	Diesel Hydrotreater (DHT)	INR 750 Cr / USD 102 Million	INR 600 Cr / USD 82 Million	INR 450 Cr / USD 61 Million
H.	NRL Numaligarh	Sulfur Recovery block	INR 750 Cr / USD 102 Million	INR 600 Cr / USD 82 Million	INR 450 Cr / USD 61 Million
I.	IOCL Panipat	VGO Hydrotreater	INR 1000 Cr / USD 136 Million	INR 800 Cr / USD 109 Million	INR 600 Cr / USD 82 Million
J.	IOCL Panipat	DHDT	INR 750 Cr / USD 102 Million	INR 600 Cr / USD 82 Million	INR 450 Cr / USD 61 Million
K.	IOCL Panipat	RHCU	INR 2500 Cr / USD 341 Million	INR 2000 Cr / USD 272 Million	INR 1500 Cr / USD 204 Million

^^ Indicative Contract Value for meeting the Commercial Criteria has been shown for reference purpose only based on our assessment and the requirement is sought only for assessment of Senior/ Lead Consortium partner credentials. The Indicative Contract Value for meeting the Commercial Criteria lead Consortium Bidder shall be as per NIT to be issued by end Customers/ Consultants.

The above values of completed work shall be exclusive of GST/Service Tax.

Date of Mechanical Completion will be considered as completion date and that should fall within the qualifying period.

7.4 "Similar" nature of job

“Similar” nature of job means the work involving "Project Management, Detailed Engineering##, Procurement, Construction, Pre-commissioning and **Commissioning/Commissioning Assistance** for at least one new Process Unit OR for Revamp of Process Unit in:

- Hydrocarbon Sector (Refinery/Petrochemical Plant/On-shore Gas and/or Oil Facility / Off-Shore Gas and/or Oil Facility / LNG (Liquefied Natural Gas) Facility) OR
- Fertiliser Sector

Exclusive experience of Utility & Offsite facilities shall not be considered as work of Similar nature.

##Even if the Detailed Engineering was not there in the scope of the concerned job, the job shall be considered as similar nature of work and shall be accepted towards the commercial experience criteria if it meets the requirement(s) in terms of Project Management, Procurement, Construction, Pre-commissioning, Commissioning/ Commissioning assistance.

8.0 Documents to be submitted along with proposal:

Following information shall be submitted by Bidder along with their response to EOI document:

a.	General Information of Bidder	Annexure-1
b.	List of Similar Projects Commissioned / completed Projects in last 10 years in India	Annexure-2
c.	List of Similar Projects Commissioned / completed Projects in last 10 years outside India	Annexure-3
d.	Projects for which bidder intends to participate	Annexure-4
e.	Details of Similar tenders attempted by bidder in India	Annexure-5
f.	Details of Similar tenders attempted by bidder outside India.	Annexure-6
g.	Financial Details	Annexure-7
h.	Whether bidder meets the bid qualification criteria Technical, Financial and Commercial at Sl. No. 7.0 above. Project wise details to be submitted by Bidder.	Annexure-8
i.	Broad Scope demarcation between Consortium Leader and Member	Annexure-9
j.	Compliance Criteria and Weightage for ranking of Consortium Leader	Annexure-10
k.	Important Terms & conditions Consortium Bidding	Annexure-11

Out of the above Sl. No. 8 a, b, d, g, h & j are mandatory to be furnished during participation. Other information c, e, f, i & k should also be furnished to the extent possible for better appreciation of bidder compatibility with BHEL and evaluation of the response. BHEL may seek further information or any back up document during processing of the EOI responses.

9.0 Evaluation Criteria for EOI

- 9.1 Evaluation for Senior/ Lead Consortium partner("PARTNER") shall be a two-step process. The first step would be identification and ranking of Consortium leader from highest to lowest. The second step will be a business tie-up with the highest ranked PARTNER and PARTNER is meeting the Bid Qualification requirements of end Customer and also willing to enter into Memorandum of Understanding (MOU)/Memorandum of Association (MOA) with BHEL based on mutually agreed terms and conditions including the scope demarcation. In case such selected party is not interested due to any reason : Conflict of interest , Occupation with other projects or non-acceptable scope split or any other reason, BHEL shall tie-up with the next ranked PARTNER.
- 9.2 Pre-Qualification Criteria for Technical, Commercial & Financial evaluation as mentioned in clause 7.0 are minimum anticipated conditions in prospect tenders **(Table –1)**. It is expected from the interested parties to meet all Pre-Qualification criteria(PQC) required in prospect tenders **(Table-1)**. In case highest ranked PARTNER is not able to meet the stipulated minimum criteria in the actual end customer tender PQC, BHEL will be free to approach next ranked PARTNER for that tender.
- 9.3 EOI of the Prospective PARTNER who do not meet the Pre-Qualification Criteria as defined in the EOI document shall not be considered for evaluation.
- 9.4 Prospective PARTNER may choose to associate with BHEL for all or any of the Projects i.e. A, B, C, D, E, F, G, H, I, J, K as defined at Clause No. 3/Table-1 of this EOI as defined therein.
- 9.5 The evaluation of prospective Consortium partner is based on the qualitative weightage and compliance criteria. Each prospective PARTNER shall be ranked project wise based on the responses furnished by PARTNER to the EOI and as per weightage defined at **Annexure-10**.
- 9.6 In case highest ranked PARTNER does not qualified/ not interested to participate with BHEL in any particular package then within 7 days Bidder will confirm the same in writing to BHEL. If no response is received from the PARTNER within 7 days, BHEL will be free to approach the next ranked PARTNER.
- 9.7 BHEL will evaluate the EOI of the partners based on the submitted reference projects at the time of EOI submission in first instance itself.
- 9.8 PARTNER(S) may submit response to the EOI document which may not be complete in terms of supporting documents. Such responses may also be considered, however BHEL reserve the right to evaluate the Bids, seeks queries from prospective PARTNER(S) as required.

Annexure-1: General Information of the Bidder

(To be provided in the letter head of the Company)

Date:

Legal name of company	
Country of constitution:	
Year of constitution:	
Legal address in country of constitution/ Registered office:	
Contact details / Offices in India	
<p>Attached are copies of original documents of</p> <ul style="list-style-type: none"> ○ Articles of Incorporation or Documents of Constitution, and documents of registration of the legal entity named above, any other supporting documents. ○ Company Catalogue, company presentation may be provided. 	

(Signature of Authorized Signatory)

Name:

Designation:

Address:

Date:

Annexure-2: List of Similar Projects Commissioned / completed Projects in last 10 years in India

Date:

Prospective Partner 's Legal Name:

Prospective Partner should provide information of their executed projects

SI	Project	Customer, details	Value of order	Plant details	Date of order	Completion / Commissioning date (After Dec'2011)
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						

***Only INR to be considered. Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the date of order/LOA/PO/WO etc.**

(Signature & Seal)

Annexure-3: List of Similar Projects Commissioned / completed Projects in last 10 years outside India

Date:

Prospective Partner 's Legal Name:

Prospective Partner should provide information of their executed projects

SI	Project	Customer, details	Value of order	Plant rating	Date of order	Completion / Commissioning date (After Dec'2011)
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						

***Only INR to be considered. Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the date of order/LOA/PO/WO etc.**

(Signature & Seal)

Annexure-4: Projects for which bidder intends to participate

Project Sl. No.	Customer	Project	Please tick the Box
A.	IOCL Gujarat	J-18 Expansion NHT/NSU, ISOM, CCR	<input type="checkbox"/> Yes <input type="checkbox"/> No
B.	IOCL Gujarat	PPU-1x500 KTPA	<input type="checkbox"/> Yes <input type="checkbox"/> No
C.	HRRL Barmer	Polypropylene Unit	<input type="checkbox"/> Yes <input type="checkbox"/> No
D.	HRRL Barmer	MS Block, NHT, ISOM, SRR and PFCC	<input type="checkbox"/> Yes <input type="checkbox"/> No
E.	HRRL Barmer	Sulfur Recovery Block	<input type="checkbox"/> Yes <input type="checkbox"/> No
F.	NRL Numaligarh	CDU/VDU with Amine Treating Unit (ATU)	<input type="checkbox"/> Yes <input type="checkbox"/> No
G.	NRL Numaligarh	Diesel Hydrotreater (DHT)	<input type="checkbox"/> Yes <input type="checkbox"/> No
H.	NRL Numaligarh	Sulfur Recovery Block	<input type="checkbox"/> Yes <input type="checkbox"/> No
I.	IOCL Panipat	VGO Hydrotreater	<input type="checkbox"/> Yes <input type="checkbox"/> No
J.	IOCL Panipat	DHDT	<input type="checkbox"/> Yes <input type="checkbox"/> No
K.	IOCL Panipat	RHCU	<input type="checkbox"/> Yes <input type="checkbox"/> No

Annexure-5: Details of Similar tenders attempted by bidder in India.

Sl. No.	Description	UOM	Remarks
1.	Total Numbers of tender attempted by Bidder in India in downstream Oil & Gas Segment. Bidder to attach the Summary	No.'s	Details to be furnished by Bidder

Annexure-6: Details of Similar tenders attempted by bidder outside India.

Sl. No.	Description	UOM	Remarks
1.	Total Numbers of tender attempted by Bidder in India in downstream Oil & Gas Segment. Bidder to attach the Summary	No.'s	Details to be furnished by Bidder

Annexure-7: Financial Information of the Bidder

(To be provided in letter head of prospective Partner)

Date: [insert day, month, year]

Legal Name: [insert full name]

1. Financial Data

Financial information (In equivalent INR)			
Descriptions	2017-18/ 31.12.2018	2018-19/ 31.12.2019	2019-20/ 31.12.2020^^
Annual Turnover			
Net Worth (NW)			
Profits After Taxes (PAT)			
Working Capital Details			

* Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the last date of applicable financial year

^^In case immediate preceding year's audited financial results for year ending 31.12.2020 is not available that Bidders than in that case Financial Years ending on 31.12.2019/ 31.12.2018/ 31.12.2017 shall be considered.

2. Financial documents

The Prospective Partner shall provide copies of the financial statements including balance sheets with all notes and related income statements for last **3 years financial year**.

The Prospective Partner can alternatively submit the above details stating their Financial credentials viz. Annual Turnover, Net Worth, Profit after Taxes, Working Capital details duly signed and stamped during EOI stage in the above format. However, in case of highest ranked prospective Partner for each project, prospective partner will provide the copies of the financial statements for last three financial year.

(Signature & Seal)

Annexure-8: Experience Details in support of Reference project meeting the Pre-Qualification Criteria

Date:

Prospective Partner 's Legal Name:

Name of Project:

Sl. No.	Reference Project No.	Details		
1.	Name of the Project, Location			
2	Description of Work			
3	Contract Value			
4	Name of Owner, Postal Address, Phone/ Fax No. & e-mail			
5	Name of Consultant, Postal Address, Phone/ Fax No. & e-mail			
6	Above referred Job executed as			
	Single Bidder:			
	As a Leader of Consortium			
	Through Any other Mode			
7	Names of domain/ Sector			
	- Hydrocarbon Sector (Refinery/ Petrochemical Plant/ On-shore Gas and/or Oil Facility / Off-Shore Gas and/or Oil Facility / LNG (Liquefied Natural Gas) Facility) OR			
	- Fertiliser Sector OR			
	- Any Other not covered above (to Specify)			
8	Activity Performed under the Scope of Work	By Self / Leader of Consortium	By Member of Consortium	By Sub Contractor
	Overall Project Management			
	Residual Process design			
	Detailed Engineering			
	Procurement & Supply			
	Construction including fabrication, erection			
	Inspection, testing, start-up and pre-commissioning			
	Commissioning Assistance			
	Commissioning			
9	Completion Status	Specify dates: i) Effective Date of Contract: _____ ii) Starting date: _____ iii) Scheduled Completion Date: _____ iv) Mechanical Completion Date: _____		

		v) Commissioning Date: _____ vi) Date of putting into operation: _____ vii) Actual Date of Completion of Contract : _____ viii) Date of completion of one year successful operation: _____ ix) Delay in months, if any: _____ x) Reasons for delay, if any: _____
	Confirm following documents enclosed <i>It is desirable that, PARTNERS may submit the details as a response to EOI.</i> <i>However, if PARTNERS having difficulty in submission of these details, same can be provided by PARTNERS during submission of joint consortium Bid as part of joint tender.</i>	<ul style="list-style-type: none"> • Copy of work order/contract agreement in line with BQC requirement Ref No. _____ dated _____ • Proof of Commissioning in line with BQC in line with requirement Ref No. _____ dated _____ • A proof that plant has been under operation for Last 1 year in line with BQC requirement Ref No. _____ dated _____
	Confirm that Bidder is meeting the Technical Criteria of BQC	Yes <input type="checkbox"/> No <input type="checkbox"/>
	If not, then confirm that you have engaged an Engineering Sub Contractor. Also furnish the details of Engineering Sub-Contractor	Confirmed <input type="checkbox"/> Furnished Experience Details of Engineering Sub- Contractor/ backup consultant Yes <input type="checkbox"/> No <input type="checkbox"/> MOU with Engineering Sub-Contractor/ backup consultant furnished Yes <input type="checkbox"/> No <input type="checkbox"/>

Declaration:

I hereby declare and confirm that the above information is truthful and correct. I understand that in case that this information is found to be false or misleading, we will be liable to be disqualified from the process and the BHEL shall reserve the right to initiate appropriate action.

Signature & Seal:
Authorized Signatory of the Party

Annexure-9: Broad Scope demarcation between Consortium Leader and Member

Sl. No.	Description	Consortium Leader	Consortium Member (BHEL)	Consortium Member Share to be indicated in % wherein the Scope of Supply/ Services is being shared between the parties.
1.	Project management	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2.	Design	<input type="checkbox"/>	<input type="checkbox"/>	
3.	Detail Engineering	<input type="checkbox"/>	<input type="checkbox"/>	
4.	Procurement	<input type="checkbox"/>	<input type="checkbox"/>	
5.	Critical Equipment Procurement	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
6.	Offshore Procurement	<input type="checkbox"/>	<input type="checkbox"/>	
7.	Onshore Procurement	<input type="checkbox"/>	<input type="checkbox"/>	
8.	Construction Supervision	<input type="checkbox"/>	<input type="checkbox"/>	
9.	Installation, Fabrication, Assembly	<input type="checkbox"/>	<input type="checkbox"/>	
10.	Commissioning & Startup	<input type="checkbox"/>	<input type="checkbox"/>	
11.	Commissioning Supervision	<input type="checkbox"/>	<input type="checkbox"/>	
12.	Administrative & Local Support	<input type="checkbox"/>	<input type="checkbox"/>	
13.	Transportation	<input type="checkbox"/>	<input type="checkbox"/>	

Note:

1. Senior Consortium partner to tick the Scope of Supply/ Services which they intend to perform
2. Wherein both Consortium Leader and Consortium Member share the Scope of Supply & Services the indicated % Value may be indicated by Bidder.
3. The above details are indicative only. The final Scope demarcation between Consortium Leader and Consortium Members will be finalized in the MOU document.

Annexure-10: Compliance Criteria and Weightage for ranking of Consortium Leader

The assessment will be done for individual project (A, B, C, D, E, F, G, H, I, J, K) w.r.t Compliance Criteria and Weightage for ranking of Lead/ Senior Consortium. The assessment criteria and weightage for ranking and selection of senior Consortium partner shall be as under:

A. Compliance Criteria:

Common for all the Projects A, B, C, D, E, F, G, H, I, J, K

Sl. No.	Description	Remarks (To be selected by PARTNER)	Remarks
A.1	Technical Criteria as defined in EOI document Cl. No. 7.1	Yes/No	Bid rejection criteria. However, Bidders who are not meeting the criteria may also be considered subject with the discretion of BHEL. Such responses may also be considered, however BHEL reserve the right to evaluate the Bids, seeks queries from prospective Bidder as required.
A.2	Net Worth (NW) to be positive in immediate preceding financial year	Yes/No	Bid rejection criteria
A.3	Profits after Tax (PAT) – Bidder shall not have consecutive negative PAT for last three financial years i.e FY 2019-2020, FY 2018-2019 and FY 2017- 2018, or Financial Years ending on 31.12.2020/ 31.12.2019/ 31.12.2018 as per Cl. No. 7.2.3 of this EOI.	Yes/No	Bid rejection criteria, However, Bidders who are not meeting the criteria may also be considered subject with the discretion of BHEL.
A.4	Bidder to meet the minimum working capital as per the immediate preceding year's audited financial results as per Cl. No. 7.2.4 of this EOI	Yes/No	Bid rejection criteria
A.4	Compliance to EOI Terms and Conditions including salient conditions of Consortium participation for Consortium Bidding	Yes/No	Bidder to Submit Queries (if any) on EOI terms and conditions for further evaluation.
A.5	In case of a foreign Prospective Partner company not having its presence/office in India during the time of EOI. Prospective PARTNER willing to open a functional office in India in case the "Consortium" wins the projects	Yes/No	Bid rejection criteria

Note: Bidder to submit supporting details w.r.t above as per format specified at Annexure-7 & Annexure-8.

B. Weightage Criteria

B.1 Financial Criteria (15 Marks):

Sl. No.	Description	Relative Marks	UOM	PARTNER Response	Marks Basis
B.1	<u>Average Annual Turnover of Bidder</u> for FY 2019-2020, FY 2018-2019 and FY 2017- 2018, or Financial Years ending on 31.12.2020/ 31.12.2019/ 31.12.2018 as per Cl. No. 7.2.1 of this EOI	15	INR/Cr	Average Annual Turnover for each selected project in which PARTNER(S) is interested to jointly Bid to be filled by Bidder in the rows below:	Marks basis T1 =15 Marks T2 =14 Marks T3 =13 Marks T4 =12 Marks T5 & below=11 Marks Where, T1, T2, T3, T4, T5- Ranking of Bidder in respect of Turnover from Highest to lowest.
	A. IOCL Gujarat - NHT/ NSU, ISOM, CCR		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 171 Cr /USD 23 Million
	B. IOCL Gujarat- PPU- 1x500 KTPA		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 409 Cr/USD 56 Million
	C. HRRL Barmer- Polypropylene Unit		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 796 Cr /USD 108 Million
	D. HRRL Barmer -MS Block, NHT, ISOM, SRR and PFCC		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 341 Cr /USD 46 Million
	E. HRRL Barmer-Sulfur Recovery Block		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 296 Cr/USD 40 Million
	F. NRL Numaligarh- CDU/VDU with Amine Treating Unit (ATU)		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 546 Cr /USD 74 Million

	G. NRL Numaligarh – Diesel Hydrotreater (DHT)		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 341 Cr /USD 46 Million
	H. NRL Numaligarh – Sulfur Recovery Block		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 341 Cr /USD 46 Million
	I.IOCL Panipat- VGO Hydrotreater		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 455 Cr /USD 62 Million
	J. IOCL Panipat- DHT		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 341 Cr /USD 46 Million
	K.IOCL Panipat -RHC		INR/Cr	(Bidder to fill details)	Minimum average annual turnover required INR 1137 Cr /USD 155 Million

UOM: Unit of Measurement

C. Experience Criteria (45 Marks): For projects commissioned during last ten years as on the date of issue of EOI+3 Months.

Sl. No.	Description	Relative Marks	UOM	PARTNER Response	Marks Basis
C.1	<p>Number of similar projects Commissioned / completed in last 10 years in India and Abroad and have been under operation for at least 1 year after commissioning as per Cl. No. 7.1.4 of this EOI</p> <p>Definition of Similar Projects is given at Cl. No. 7.4 of EOI.</p> <p>PARTNER to meet the Minimum Contract Value requirement as per Cl. No.7.3/ Table-4 of the EOI for each individual project.</p>	35	No.'s	PARTNER to fill the Number of Similar projects in which PARTNER is interested to participate in the rows below.	<p>S1 =35 Marks S2 =32 Marks S3 =29 Marks S4 =26 Marks S5 & Below =23 Marks</p> <p>Where, S1, S2, S3, S4, S5-Ranking of PARTNER in respect of number of Similar Project from Highest number projects to lowest.</p>







	A. IOCL Gujarat - NHT/NSU, ISOM, CCR		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 225 Crs / USD 31 Million
	B. IOCL Gujarat- PPU-1x500 KTPA		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 540 Crs / USD 74 Million
	C. HRRL Barmer- Polypropylene Unit		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 1050 Crs / USD 143 Million
	D. HRRL Barmer -MS Block, NHT, ISOM, SRR and PFCC		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 450 Crs / USD 61 Million
	E. HRRL Barmer-Sulfur Recovery Block		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 390 Crs / USD 53 Million
	F. NRL Numaligarh- CDU/VDU with Amine Treating Unit (ATU)		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 720 Crs / USD 98 Million
	G. NRL Numaligarh – Diesel Hydrotreater (DHT)		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 450 Crs / USD 61 Million
	H. NRL Numaligarh – Sulfur Recovery Block		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 450 Crs / USD 61 Million
	I. IOCL Panipat- VGO Hydrotreater		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 600 Crs / USD 82 Million
	J. IOCL Panipat- DHDT		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 450 Crs / USD 61 Million
	K. IOCL Panipat -RHC		No.'s	(PARTNER to fill details)	Projects with Contract value more than INR 1500 Crs / USD 204 Million
C.2	PARTNER Infrastructure -Office establishment -Key Personnel -Executing Manpower -Facilities in India Common for all the Projects A, B, C, D, E, F, G, H,I,J,K	10	Details to be furnished	(PARTNER to fill details)	Details to be submitted by PARTNER. To be decided at the discretion of BHEL.

D. Business Sharing Criteria (40 Marks)

Sl. No.	Description	Relative Marks	UOM	PARTNER Response	Remarks
D.1	Proportion Share in Scope of Work in Value terms for Consortium Leader and Consortium Member (Minimum Sharing with BHEL ≥25% & Maximum allowed business sharing with BHEL≤49%)	25	% of business share of Consortium Member (BHEL)	PARTNER to fill the % of business share of Consortium Member (BHEL) in which PARTNER(s) is interested to participate	Formula: $25*(X_4/49\%)$ $X_4 = \%$ of Consortium Member Share
	A. IOCL Gujarat - NHT/ NSU, ISOM, CCR		%	(PARTNER to fill details)	% of business share of BHEL
	B. IOCL Gujarat - PPU-1x500 KTPA		%	(PARTNER to fill details)	% of business share of BHEL
	C. HRRL Barmer - Polypropylene Unit		%	(PARTNER to fill details)	% of business share of BHEL
	D. HRRL Barmer -MS Block, NHT, ISOM, SRR and PFCC		%	(PARTNER to fill details)	% of business share of BHEL
	E. HRRL Barmer -Sulfur Recovery Block		%	(PARTNER to fill details)	% of business share of BHEL
	F. NRL Numaligarh -CDU/VDU with Amine Treating Unit (ATU)		%	(PARTNER to fill details)	% of business share of BHEL
	G. NRL Numaligarh – Diesel Hydrotreater (DHT)		%	(PARTNER to fill details)	% of business share of BHEL
	H. NRL Numaligarh – Sulfur Recovery Block		%	(PARTNER to fill details)	% of business share of BHEL
	I. IOCL Panipat - VGO Hydrotreater		%	(PARTNER to fill details)	% of business share of BHEL
	J. IOCL Panipat - DHDT		%	(PARTNER to fill details)	% of business share of BHEL
	K. IOCL Panipat -RHCu		%	(PARTNER to fill details)	% of business share of BHEL
D.2	Sharing of Pre Bid Engineering Expenses(PBEE)	15	%	PARTNER to fill the % of PBEE in which PARTNER is interested to participate	
	(i) Consortium leader Scope of Pre Bid Engineering - 100%.		%		Full Marks=15 <u>Formula:</u> $=15*(100\%)=15\text{Marks}$
	(ii) Consortium Leader share of PBEE between 51%-75% per formula		%		Formula: Total Marks =15 Marks*(% of

					<p>Consortium Leader Share)</p> <p>Example:</p> <p>If Consortium Leader Share is 75% than marks awarded $=15 \times (75\%)$ $=11.25$ Marks</p>
	A. IOCL Gujarat - NHT/ NSU, ISOM, CCR		%	(PARTNER to fill details)	% of PBEE by PARTNER
	B. IOCL Gujarat- PPU-1x500 KTPA		%	(PARTNER to fill details)	% of PBEE by PARTNER
	C. HRRL Barmer- Polypropylene Unit		%	(PARTNER to fill details)	% of PBEE by PARTNER
	D. HRRL Barmer -MS Block, NHT, ISOM, SRR and PFCC		%	(PARTNER to fill details)	% of PBEE by PARTNER
	E. HRRL Barmer-Sulfur Recovery Block		%	(PARTNER to fill details)	% of PBEE by PARTNER
	F. NRL Numaligarh-CDU/VDU with Amine Treating Unit (ATU)		%	(PARTNER to fill details)	% of PBEE by PARTNER
	G. NRL Numaligarh – Diesel Hydrotreater (DHT)		%	(PARTNER to fill details)	% of PBEE by PARTNER
	H. NRL Numaligarh – Sulfur Recovery Block		%	(PARTNER to fill details)	% of PBEE by PARTNER
	I. IOCL Panipat- VGO Hydrotreater		%	(PARTNER to fill details)	% of PBEE by PARTNER
	J. IOCL Panipat- DHDT		%	(PARTNER to fill details)	% of PBEE by PARTNER
	K. IOCL Panipat -RHC		%	(PARTNER to fill details)	% of PBEE by PARTNER

Annexure-11: Important Terms & conditions Consortium Bidding

1. In case of consortium bidding, the Leader of the consortium shall meet the Technical Criteria, Commercial Criteria and Financial Criteria i.e. Annual Turn Over criteria & Net Worth Criteria, Profit After tax (PAT) as per end client NIT document. **[similar to Pre-Qualification Criteria defined in this EOI].**
2. The distribution of work between Consortium members would be such that after award of work, a minimum 25%(but not more than 49%) of Contract value shall be executed by Consortium Member having work experience in India and the billing schedule shall be drawn up after award of work accordingly. **[In case of consortium of a Foreign Company(leader) and an Indian company having experience in India]**
 - The distribution of work between Consortium or Joint Venture members would be such that after award of work, a minimum 25% (but not more than 49%) of Contract value shall be executed by the Member (other than Leader) of the Consortium/Joint Venture and the billing schedule shall be drawn up after award of work accordingly. **[In case of consortium of Consortium of Indian Companies]**
3. Consortium to be formed for bidding in this job shall comprise of maximum 02(Two) members only. One Indian Company shall be the Leader of the Consortium and the other Company will be a Member.
4. Minimum Scope of work to be executed by Leader The following shall be the minimum scope of work to be executed by the Leader
 -  Overall Project Management
 -  Planning and Scheduling
 -  Critical Offshore/ Onshore Procurement
 -  Participation in HAZOP/HAZID and 3D Model Review
 -  Participation in Progress Review meeting
 -  Commissioning Assistance The foreign bidder shall submit an undertaking as per format enclosed with ITB

[The Scope of Work is tentative and shall be as per end client's NIT document and as mutually agreed between Consortium Members]
5. Consortium members are not in the Holiday/ Negative list/ suspension/ banning of end Client on due date of submission of bid / during the process of evaluation of the bids. **[Bid rejection criteria]**
6. Bidder(s) who are undergoing insolvency resolution process or liquidation or bankruptcy proceeding under Insolvency and Bankruptcy Code, 2016 (Code). **[Bid rejection criteria]**
7. Bidder(s) whose insolvency resolution process or liquidation or bankruptcy proceeding is initiated under the Code at any stage of evaluation of the bid. **[Bid rejection criteria]**
8. The Bids shall contain copy of the original Memorandum of Understanding (MOU) between the consortium members. The MOU shall be converted to a definitive Agreement between the parties after award of job and before signing of Contract which shall be done within **three months** from the date of award. The Agreement must remain in force at least till the pendency of the Contract.

9. The leader of the consortium shall represent the Consortium in all dealings with the OWNER and for providing any information or clarification sought from the Consortium, and this authorization shall be evident in legally executed Power of Attorney signed by legally authorized signatories of all the consortium members so as to enable such representative member(s) to be in-charge and to act on behalf of and to bind the other member.
10. The Bid shall be signed by authorized signatory of the Leader of the Consortium.
11. The consortium leader shall be authorized to incur liabilities and receive instructions for and on behalf of any and all member(s) of the Consortium and all dealings including billing and payments shall be done exclusively with the leader of the consortium.
12. All dealings had with and/or all acts, deeds, matters and things and things done by or payments made to and invoices/documents drawn and/or negotiated by the lead member shall be binding upon the Contractor and each member of the consortium, and in so far as CONSULTANT shall require a discharge in respect of any dealing had or act, deed, matter or thing done or payment made as aforesaid, the same shall constitute a valid discharge to CONSULTANT.
13. Each and every member of the consortium shall be jointly and separately liable to CONSULTANT/ CUSTOMER for and in respect of all liabilities obligations of the Contractor under the Contract.
14. It will be open to the members of the consortium to nominate amongst themselves the distribution of the Foreign Currency payments and the Indian Rupees payments under the Contract and submit the same to the OWNER together with the bid.
15. The OWNER may accept the distribution of payment between the consortium members/ partners and make payment accordingly, subject to the following:
 - I. Each of the consortium members shall within their respective entitlements, raise invoices for Running Account and other payments due to the CONTRACTOR in terms of the Contract for presentation to the consortium leader, who shall present the Invoices(s) to the OWNER after the consortium leader has duly certified the Invoice for payment, provided however that such certification shall be made by means of the CONTRACTOR'S letters prepared separately from the Invoices. Such certification shall be in addition to any other certification required in terms of the Contract or otherwise with respect to such payment.
 - II. If the Consortium contains a foreign member or partner, deduction of tax at source on all payments shall be as per the rate certified by the Indian Income Tax authorities in respect of each member for such payments. Pending receipt of such certificate from Income Tax Authorities, the owner shall not release any payment to the members/ partner.
 - III. Payments shall be made by the OWNER to the separate members against their separate certified Invoices transmitted through the consortium leader and any such payment shall constitute payment to the consortium and shall give a valid discharge to the OWNER in the same manner as if made directly to the Consortium Leader.
 - IV. It shall be up to the consortium members claiming the separate payments to obtain such sanctions, consents and/ or permits required from the Reserve Bank of India or other authorities concerned to authorize separate payments to and/or separate accounts of

each consortium member, failing of which all payments will be made only to the Consortium leader disregarding of any agreed distribution.

V. "Bidder to provide the distribution of quoted price among Consortium members.

The distribution shall be considered for facilitating issuance of separate LOAs to the different members of consortium/JV.

16. All the members of the Consortium/JV shall be jointly and severally responsible for the Performance of the CONTRACT in accordance with its terms and a statement to this effect shall be deemed to be included in the authorization mentioned under clause 10 above as well as in the Bid and shall be specifically included in the Form of Contract (in the case of successful bid).
17. The constitution of the Consortium or the relative distribution of the Work(s) and/or activities amongst the consortium members as approved by CONSULTANT shall not be altered or assigned, as the case may be except with the prior written consent of CONSULTANT/OWNER and any contrary alteration or re-assignment shall be deemed to be an unauthorized assignment of the Contract with attendant liabilities including termination of the Contract.
18. Integrity Pact as per format specified in end Customer tender shall be duly complied by Consortium Leader and Member.