



EXPRESSION OF INTEREST

FOR

**JOINT WORKING / STRATEGIC TIE-UP FOR PROVIDING INTEGRATED E-MOBILITY
SOLUTIONS**

Issued by:

Bharat Heavy Electricals Limited, having registered office at

BHEL House, Siri Fort New Delhi-110049 and

also office at

Industry Sector, 7th floor, Integrated Office Complex, Lodhi Road,

NEW DELHI-110 003 (hereinafter referred to as 'BHEL')

INDIA



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 to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. 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.

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.



Bharat Heavy Electricals Limited

1.0 ABOUT BHEL

Bharat Heavy Electricals Limited (BHEL) is a 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. The company is engaged in the design, engineering, manufacture, construction, testing, commissioning and servicing of a wide range of products and services for the core sectors of the economy, viz. Power, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas and Defence with over 180 product offerings to meet the needs of these sectors.

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 including General Electric, Siemens AG, Mitsubishi Heavy Industries Ltd. etc., together with technologies developed in its own R&D centres. BHEL invests more than 2.5% of turnover on R&D and innovation.

BHEL has been designing and manufacturing rolling stock for rail and urban transportation. BHEL has also been manufacturing Motors, Power electronics and Controllers for various transportation applications at its various factories. BHEL also has a Battery Packaging facility for space applications.

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



2.0 PURPOSE

- 2.1 The Indian e-Mobility market is expected to grow at a very fast pace thereby offering vast amount of opportunities.
- 2.2 BHEL intends to offer integrated e-mobility solutions (**hereinafter referred to as the "Project/s"**) to STUs (State Transport Authorities), from Feasibility Studies to Vehicle Fleet Management, with a Strategic Partner.
- 2.3 The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested organizations/ companies who are willing to work jointly with BHEL as per the broad scope indicated in Annexure-1 for the projects to be identified at a later stage.
- 2.4 BHEL shall select a party who meet the PQR as per clause 4.0 for the intended business tie-up as per the evaluation criteria laid down in clause 5.0
- 2.5 It is envisaged that BHEL and the selected partner shall jointly undertake such projects by approaching STUs for pilot projects / addressing future tenders of STUs.
- 2.6 BHEL shall enter into an MoU/ agreement with the selected party.
- 2.7 The project cash flow sharing, terms of payment, schedule of payments and other financial obligations of BHEL and partner shall be in line with specific terms of the agreement entered into for each of the specific projects at a later stage.

3.0 INSTRUCTION TO APPLICANTS:

- 3.1 Reputed business entities may submit their application as per Annexure -2 (along with supporting documents for PQR and evaluation Criteria) by Post/Email so as to reach us on or before 25th January 2018 at the following address:

The Deputy Manager, ESSG,
Bharat Heavy Electricals Limited
Industry sector
Integrated Office Complex,
Lodhi Road-New Delhi -110003,
India.
Email: kranand@bhel.in , avnish.tayal@bhel.in,
Phone: +91 11 41793185 / 517.

- 3.2 The details submitted by the Applicant(s) shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Such clarifications/additional information must be provided within 2 days of BHEL request.



- 3.3 The EOI process involves seeking willingness of interested parties and selecting one party amongst all who make an application in response to this EOI.
- 3.4 Any request for further information or clarification on the EOI document may be submitted to Deputy Manager, Bharat Heavy Electricals Limited – Industry sector- ESSG within 10 days from date of issue of EOI.
- 3.5 Responses to EOI are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents being available in languages other than English, the Applicant shall necessarily provide duly authenticated translated version of the same in English.
- 3.6 Duly authorized representative of the Applicant(s) shall sign on each page of the document. Response to EOI should be prepared in such a way so as to provide a straight forward, concise description of Applicant's capabilities.
- 3.7 Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any Application and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 3.8 BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities hereunder nor will it affect any rights of BHEL.
- 3.9 The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.
- 3.10 All costs incurred for participation in the EOI shall be borne by the Applicant (s).

4.0 Pre-Qualifying Criteria (PQR):

The prospective partner/ respondent must meet **all** the following pre-qualification requirement supported with relevant documents/ credentials/ certificates for further consideration:

- 4.1 The respondent must have at least 5 years' experience in comprehensive mobility planning & all aspects of transport planning for metro cities/ cities with population more than one million, covering all following major aspects:
 - Feasibility Studies
 - Preparation of DPR
 - Route selection
 - Vehicle deployment planning
 - Data collection and analysis
 - Operational Planning

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No



- 4.2 The respondent must have experience of preparing specifications for Buses as per the requirement of clients like STUs.

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 4.3 The respondents must have experience at least 5 years of minimum 500 nos. bus fleet operations management for public transport at a single location (metro city/ city with population more than 1 million) covering all following major aspects:

- Centralized monitoring
- Vehicle tracking
- Related IT services
- Operations control centre for monitoring and management of vehicle fleet.
- Fare collection data management

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No

- 4.4 The respondent must be willing to participate in Integrated e-mobility solutions tenders/ joint bidding (as consortium partner or as per tender requirement) with BHEL for identified projects and support with submitting/ providing requisite documents (technical and financial) for prequalification, post bid discussion and post award etc.

Applicant's Response: Yes/ No.

- 4.5 Respondent must meet following financial parameters:
- Having net positive worth
 - Positive Net profit in one out of last three financial years (2014-15,2015-16,2016-17)

Applicant's Response (meeting the above criteria): Yes/ No.

Supporting document attached: Yes/ No



5.0 Evaluation Criteria:

The respondents who shall meet the PQR as per clause 4.0 shall be further evaluated as per following criteria. Respondents should fill the column titled "Respondents Value" supported by relevant documents.

SCORE BASED EVALUATION								
S. no.	Parameter	Value	Scoring	Max Score	Respondent's Value	Score obtained	Weightage	Evaluated Score
					A	B	C	D= B*C
1	Period of co-operation	Minimum 2 years	<ul style="list-style-type: none"> • 2 to < 3 years to be given 80 marks. • 3 years or more to be given 100 marks. 	100			0.1	
2	<p>Size of vehicle fleet for public transport (no. of buses in the fleet) being managed (including central monitoring, tracking, revenue collection, IT services, OCC etc.) at a single location (metro city/ city with population more than 1 million) by the respondent at the time of submission of EOI application.</p> <p>Respondent should support the data provided with relevant documents/ certificates with details of clients.</p>	Numbers	<p>Highest Number - 100 marks. Second Highest - 80 marks. Third Highest - 60 marks Fourth Highest - 40 marks. Fifth Highest - 20 marks. Rest will be given zero marks.</p> <p>If the number supplied by a respondent falls within 5% of number supplied by the previous higher supplier, then the marks awarded shall be equal to the marks awarded to the previous higher supplier. (e.g. Respondent A has supplied 100 number and B has supplied 95 number and C has supplied 120 number, then C will get highest marks and A & B would be awarded same score.</p>	100			0.2	
3	Experience in successful managing the minimum 500 nos. vehicle fleet for public transport (central monitoring,	Years	<p>Highest Number - 100 marks. Second Highest - 80 marks.</p>	100			0.2	



**Expression of Interest (Eoi) for Strategic
Partner for Integrated e-Mobility solution**

Energy Storage Solution Group (ESSG)

	tracking, revenue collection, IT services, OCC etc.), at a single location (metro city/ city with population more than 1 million), at the time of submission of EOI application. Respondent should support the data provided with relevant documents/ certificates with details of clients		Third Highest - 60 marks Fourth Highest - 40 marks. Fifth Highest - 20 marks. Rest will be given zero marks.					
4	Number of reference projects for which services related to, comprehensive mobility planning & urban transport planning including DPR, Feasibility studies, route planning, vehicle deployment planning, operational planning etc., has been successfully provided to clients like STUs. Respondent should support the data provided with relevant documents/ certificates with details of clients	Number s	Highest Number - 100 marks. Second Highest - 80 marks. Third Highest - 60 marks Fourth Highest - 40 marks. Fifth Highest - 20 marks. Rest will be given zero marks.	100			0.4	
5	No. of projects for which services related to consultancy/ study/ planning/ feasibility study for E-mobility has been offered to clients like STUs etc. Respondent should support the data provided with relevant documents/ certificates with details of clients.	Number s	Highest Number - 100 marks. Second Highest - 80 marks. Third Highest - 60 marks Fourth Highest - 40 marks. Fifth Highest - 20 marks. Rest will be given zero marks.	100			0.1	
6	TOTAL SCORE (1+2+3+4+5)							

Respondent securing maximum marks shall be selected by BHEL for business partnership.



Annexure 1

BHEL's and Partners' broad scope in Integrated E-mobility solutions

Broad Scope of Services Expected to be Provided by Strategic Partner

- DPR, Feasibility Study including technical feasibility, financial feasibility, legal feasibility & operational feasibility.
- Study of identified city's traffic, routes, climatic conditions, geographical conditions etc.
- Location survey, identification of spaces for charging infrastructure.
- Identification of routes, number and type of EVs (Electric Vehicles) to be deployed.
- Central monitoring and operation of chargers and EVs.
- Creation of Depot and maintenance facility.
- Operation/ running of e-vehicle fleet include revenue collection, if required.

Broad Scope of Supply & Services Expected to be provided by BHEL

- Manufacturing/ Supply/ Outsourcing of EV chargers.
- Installation, Commissioning & Maintenance of EV chargers.
- Power supply distribution for EV chargers.
- Manufacturing/ Supply/ Outsourcing of EV.
- Maintenance of EVs.

Joint Responsibilities of the BHEL and partner

- Identification of number, type, rating of chargers to be deployed for the particular project.
- Detailed engineering & Preparation of specifications for Electric vehicles to be deployed.
- Basic design and system integration.

The scope demarcation between the parties to be mutually discussed and agreed for case to case basis.



Annexure 2

Information to be submitted by Applicant

1. Name of the Company:
2. Legal status of the Company:
3. Brief description of the Company including details of its business groups/subsidiaries/affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos. / Fax nos.:
Registered Office:
Head Office:
Address for communication:
Contact Details:
Office Address in India, if any:
7. Documents to be enclosed:
 - a) Technical Credentials – Relevant Product/System catalogues, Experience /Reference List, Copies of Customer Certificates, Engineering strengths, quality accreditations, etc.
 - b) Financial Credentials – Copies of Audited Financial statements (Annual Reports) for last 3 years, Credit Rating, Market share (Domestic/International), Segmental Revenue in the applied category (ies).
 - c) Other documents considered relevant to meet PQR and support evaluation criteria.

(Sign & Company Seal)

Authorized signatory