



Bharat Heavy Electricals Limited

Invites

EXPRESSION OF INTEREST

FOR

STRATEGIC TIE-UPS WITH CONSORTIUM PARTNER

FOR

RAILWAY BOARD e-Tender No. WTA-527

FOR

**Manufacturing cum Maintenance of Vande Bharat Trainsets including upgradation of the
Government Manufacturing Units & Trainset Depots.**

Issued by:

Bharat Heavy Electricals Limited, having registered office at

BHEL House, Siri Fort New Delhi-110049 and

also office at

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

NEW DELHI-110 003, INDIA

(hereinafter referred to as 'BHEL')



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 themselves 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, 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.



1.0 INTRODUCTION

This Expression of Interest (Eoi) seeks response from interested Party(ies)/Respondent(s) who are willing to work in consortium with BHEL for RAILWAY BOARD e-Tender No. WTA-527 for Manufacturing cum Maintenance of Vande Bharat Trainsets including upgradation of the Government Manufacturing Units & Trainset Depots in India as per scope listed below: -

- i. Design, Manufacture, Supply, Testing and Commissioning of the 200 Trains of Sleeper Type;
- ii. Up-gradation of the available existing infrastructure/facilities and development of additional infrastructure/facilities at nominated site of Government's Marathwada Rail Coach Factory (MRCF)/Latur or Integral Coach Factory (ICF)/Chennai) including operation & maintenance of the Trains;
- iii. Up-gradation of the available existing infrastructure/facilities and development of additional infrastructure/facilities at nominated Government's Trainset Depot sites including operation & maintenance of the same for maintenance of the supplied Trains;
- iv. Comprehensive maintenance of supplied Trains;
- v. Supply, installation, testing, commissioning, maintenance and operation of Motion Based Driving Simulator at the Trainset Depots for training of Train operating and maintenance manpower in India.

2.0 ABOUT BHEL

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise, wherein Government of India is holding 63.17% of its equity. One of the largest engineering and manufacturing companies of its kind in India having a turnover of around USD 3 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. With a widespread network of 16 manufacturing facilities, 2 repair units, 4 regional offices, 8 service centres, 1 subsidiary, 3 active joint ventures, 15 regional marketing centres, and current project execution at more than 150 project sites across India and abroad, BHEL manufactures a wide range of high quality & reliable products adhering to national and international standards.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 185 GW. BHEL's equipment that account for about 60% of the country's total generation from thermal utility sets (coal based), 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 83 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.



In transportation sector, BHEL is into the manufacture of complete electric and diesel electric locomotives and electrical assemblies/components including traction motors, traction transformers, power & auxiliary converters and controls, gear wheels etc. We are a regular supplier of propulsion equipment of ACEMU/MEMU. India's first air-conditioned ACEMU train operational in Mumbai is equipped with BHEL's electrics and propulsion system.

At our Jhansi plant, we manufacture complete Electric Locomotives upto 6000 HP rating for mainline application of Indian Railways, Diesel Electric Locomotives from 350 HP to 3250 BHP rating. Till date, we have supplied cumulatively more than 800 nos. of main line electric locomotives to Indian Railways and diesel electric locomotives for shunting operations to various industries.

Our Jhansi plant have an installed capacity of 75 nos. locomotives per year. At Jhansi, we have complete state-of-the-art facilities for manufacturing, fabrication and testing of bogies, loco shells, under frames and other mechanical components of locomotives. We have recently developed India's first state-of-the-art WAG7 Electric Locomotive with regenerative capabilities. We have also developed India's first Traction Motor for 9000HP Electric Locomotives.

Among electrical propulsion equipment, we manufacture and supply traction motors, traction transformers, power converters(IGBT) & controls, auxiliary converters(IGBT) and vehicle control units for electric locomotives, diesel electric locomotives, EMUs, DEMUs & and metros trains of Indian Railways. Our manufacturing range includes complete solution for ACEMU/MEMU, IGBT based 3-phase drive equipment upto 6000HP rating. BHEL has also been in the forefront of providing maintenance and spares/replacement support to Indian Railways for their locomotive fleet. We have full-fledged service department located at major centres in the country.

We are establishing state-of-the-art design, engineering and manufacturing facility at BHEL, which is presently under progress at Bhopal Unit. The upcoming facilities shall be able to cater requirement of Stainless Steel Coaches for EMUs for urban transportation and Trainsets for semi high-speed Rail transportation.

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



3.0 PURPOSE

- 3.1 The Ministry of Railways' Railway Board is engaged in the development of Indian railways and as part of this endeavor, they have invited bids under Manufacturing cum maintenance agreement for Vande Bharat Train Sets.
- 3.2 Railway Board's tender is for Manufacturing cum Maintenance of the Vande Bharat Trainsets. The selected parties shall manufacture 200 nos. Vande Bharat Train sets of Sleeper version, each of 16 cars, at Railway's Manufacturing Unit (Marathwada Rail Coach Factory (MRCF)/Latur and Integral Coach Factory (ICF)/Chennai), and supply the same over a period of about 6-7 years and undertake comprehensive maintenance thereof for a period of about 35 years.
- 3.3 The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested Party/Parties who are willing to work in consortium with BHEL for RAILWAY BOARD e-Tender No. WTA-527 for Manufacturing cum Maintenance of Vande Bharat Trainsets including upgradation of the Government Manufacturing Units & Trainset Depots in India.
- 3.4 For reference and further details, complete tender document can be downloaded from INDIAN RAILWAY's e-procurement website IREPS. Respondents are encouraged to go through RAILWAY BOARD's referred tender document to understand the requirement of Govt.
- 3.5 BHEL can enter into Strategic tie-ups and finalize partnership with one or more respondents depending upon the nature of response received.
- 3.6 In the next stage, BHEL shall enter into MoU(Exclusive for the tender) with the finalized partner(s). Subsequently BHEL would sign the Consortium Agreement in line with the tender guidelines. Also the selected party/parties, after entering into a mutually exclusive agreement with BHEL, cannot quote directly or enter into any kind of joint arrangement with any other party, in line with clause 5.2 of Bid documents of tender WTA-527.
- 3.7 It is envisaged that BHEL along with the consortium partner(s) shall jointly work towards preparation and submission of bid against this tender and shall jointly execute the works after award of contract.
- 3.8 The project cash flow sharing, terms of payment, schedule of payments and other financial obligations among BHEL and party/parties shall be in line with specific terms of the Consortium Agreement at a later stage, in line with tender WTA-527.



4.0 INSTRUCTION TO RESPONDENTS/APPLICANTS:

- 4.1 Interested party may respond this EOI as per Annexure -1 (along with supporting documents for criteria as applicable) by Post / e-mail so as to reach us on or before 16th June 2022 at the following address:

Addl. General Manager, TBSG,
Bharat Heavy Electricals Limited
Industry sector
Integrated Office Complex,
Lodhi Road-New Delhi -110003,
India.
Email: santoshkr@bhel.in; praveenbeck@bhel.in,
Phone: +91 11 41793134 / 195;
Mobile: +91-9910906753 / +91-8800690810

- 4.2 The details submitted by the respondent(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.
- 4.3 The EOI process involves seeking willingness of interested party/parties and selecting party/parties amongst all who make an application in response to this EOI.
- 4.4 Selection of Consortium member for mechanical system (Rail/Metro coaches) would be done as per Broad Scope mentioned in the subject tender based on evaluation as per Annexure-2.
- 4.5 Any applicant from a country which shares a land border with India will be eligible to participate in this EOI only if the applicant is registered with the Competent Authority as mentioned in the Office Memorandum of Ministry of Finance(GoI), DoE F No.6/18/2019-PPD dtd 23.07.2020 the extant Government rules and orders.
- 4.6 Any applicant barred by the Central/ State Government, or any entity controlled by it, from participating in any project, will not be eligible to participate in this EOI.
- 4.7 Any request for further information or clarification on the EOI document may be submitted to above address within 07 days from date of issue of EOI.
- 4.8 Response to EOI is to be submitted in English only. Supporting documents, as required, should also be in English language. In case, documents are available in languages other than English, the Applicant shall necessarily provide duly authenticated translated version of the same in English.
- 4.9 Duly authorized representative of the respondent(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 respondent's capabilities.
- 4.10 Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any response 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.
- 4.11 BHEL reserves the right to verify all statements, information and documents submitted by the respondent(s) in response to 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.



- 4.12 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.
- 4.13 All costs incurred for participation in the EOI shall be borne by the respondent(s).
- 4.14 Applicant may be a natural person, private entity, government-owned entity with a formal intent to enter into an agreement to form a Consortium.



Annexure-1

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. Full address including Telephone / Mobile nos. / Fax nos./Email ID:
Registered Office:
Head Office:
Address for communication:
Contact Details:
Office Address in India, if any:
6. PAN & GST No.:
7. Documents to be enclosed:
 - i. Filled up Annexure -2 along with all applicable documents considered relevant to meet and support evaluation criteria indicated in Applicant's Response Column of Annexure 2.
 - ii. Copies of Audited profit and loss account and balance sheet for last 5 years.

(Sign & Company Seal)
Authorized signatory

Annexure-2

Table-1

Criteria		Applicant's Response	
Technical Criteria		Meeting the criteria Yes / No*	Documentary evidence: Enclosed / To be submitted later
1.0	Mechanical System: Vehicle Design and Manufacturing Capabilities		
1.1A.	The Applicant must have experience of carrying out Vehicle Design , Manufacture, Supply, Testing and Commissioning of minimum of total 250 cars with Aluminium and/or Stainless Steel car body in EMU based Train sets during the last Ten years till last date of EOI. <i>Note: i. EMU based Train Sets shall mean Electrical Multiple Units being used for Commuter/ Regional/ Intercity/Metro/Sub-urban Railways/ High-Speed Railways. ii. Vehicle shall mean Rolling stocks or Trains i.e. Electrical multiple units (EMUs) either powered or non-powered cars</i>	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.1B.	Out of the 250 cars at s.no. (A) above, minimum 62 nos. cars must have design/operating speed of 176/160 kmph or more	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.1C.	Out of the 250 cars at s.no. (A) above, minimum 62 nos. cars and Out of 62 cars in s.no.(B) above, minimum 15 nos. of cars must have completed satisfactory revenue operation for 3 years or more till last date of EOI.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
1.2	The Applicant is ready to opt IR's existing design of Vande Bharat Trainsets as per tender conditions and has manufactured and supplied at least 48 cars of EMU based Trainsets	Yes <input type="checkbox"/> No <input type="checkbox"/>	
2	The applicant should have annual turnover of more than Rs.550 crore in any two years out of the last 5 years till last date of EOI.	Yes <input type="checkbox"/> No <input type="checkbox"/>	

Note:

* if response is "NO" for criteria 1.1A & 1.1B, please provide experience in number of cars supplied.

The party must meet the tender requirement reproduced as above at Technical criteria (1.1A & 1.1B & 1.1C) OR 1.2, which are mutually exclusive.



Table-2

		Applicant's Response	
Other Criteria for Partnering		Response	Remarks if any/ Documentary evidence: Enclosed / To be submitted later
1	Whether applicant ready to become Lead Member in the consortium.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
2	Ready to meet delivery timeline required for Two Numbers Prototype Trainsets as per tender? If "No" please mention the possible delivery timeline	Yes <input type="checkbox"/> No <input type="checkbox"/>	
3	Ready to meet delivery timeline required for subsequent Series Rakes as per tender? If "No" please mention the possible delivery timeline	Yes <input type="checkbox"/> No <input type="checkbox"/>	
4	Experience of carrying out Vehicle <u>Design</u> , Manufacture, Supply, Testing and Commissioning of Aluminium car body in EMU based Train sets during the last Ten years till last date of EOI.	No. of Cars=	
5	Applicant has vehicle manufacturing facility in India and has supplied EMU based trainsets to Indian Railways/Metro from Indian Facility.	Yes <input type="checkbox"/> No <input type="checkbox"/>	
