



BHARAT HEAVY ELECTRICALS LIMITED
(A Government of India Undertaking)
DELHI - 110049

Notice for Inviting

Expression of Interest (EoI) for partnership with BHEL
to address business of Unitized Wellhead for Oil field applications

EoI No: BHEL/AA/TL/ 0110

Date of Issue: November 23, 2022

Last date for submission of EoI response: December 14, 2022

Subject: Partnership with BHEL to address business of Unitized Wellhead for Oil field applications

1) Introduction:

This Expression of Interest (Eoi) seeks interest from Original Equipment Manufacturers (OEMs) who are willing to partner with BHEL to address business of Unitized Wellhead for Oil field applications.

2) About Bharat Heavy Electrical Ltd (BHEL):

BHEL is a leading state-owned company, wherein Government of India is holding 63.17% of its equity. BHEL is an integrated power plant equipment manufacturer and India's largest engineering and manufacturing enterprise of its kind, catering to the core sectors of Indian economy viz. energy, transportation, Oil & Gas, heavy engineering industry, renewable & non-conventional energy and defence. The energy sector covers generation, transmission and distribution equipment for thermal, gas, hydro, nuclear and solar based power plants. BHEL has been in the business for more than 55 years and BHEL supplied power equipment account for more than 57% of the total thermal generating capacity in India. BHEL is also listed in both major stock exchanges of India. The company has 16 manufacturing units, 4 power sector regions, 8 service centers and 4 regional offices besides a host of project sites spread all over India and abroad. The annual turnover of BHEL for the year 2021-22 was around US \$ 2.7 Billion (Rs 20153 Cr). BHEL's highly skilled and committed manpower more than 30000 employees, the state-of-art manufacturing facilities and practices together with the latest technologies, have helped BHEL to deliver a consistent track record of performance. To position leading state-owned company as global industrial giant for their exemplary performance, Government of India categorized BHEL as "Maharatna Company" in 2013, empowering the company with enhanced autonomy in decision making. With the current order book exceeding US \$14 Billion (Rs. 102000 Cr), BHEL is poised for an excellent future growth.

Our ongoing major technology tie-ups include agreements with Siemens Energy Global GmbH & Co. KG., Germany (for Steam Turbines, Generators and Condensers); MHI, Japan (for Flue Gas Desulfurization Systems); Leonardo S.p.A, Italy (for Super Rapid Gun Mount); GE Tec GmbH, Switzerland (for Steam Turbine for strategic areas); Vogt Power International, USA (for Heat Recovery Steam Generators); NANO Company Ltd., Korea (for SCR Catalysts); HLB Power Company Ltd., Korea (for Gates and Dampers); Kawasaki Heavy Industries, Japan (for Stainless Steel Coaches for Metros); Valmet Automation Oy, Finland (for DCS System) and Babcock Power Environmental Inc., USA (for Selective Catalytic Reduction Systems); ISRO, India (for Space Grade Lithium-Ion Cells).

For more details, please visit our website <http://www.bhel.com>

3) Eoi process:

OEMs having proven technology and experience, who are willing to partner with BHEL to address business of Unitized Wellhead for Oil field applications, are requested to submit response along with following documents latest by **Dec 14, 2022 (Wednesday)**:

- i. Proposed model for partnership
- ii. Company background
- iii. Technical features/data sheet
- iv. Product catalogue
- v. Reference list etc.



Based on the responses received and further discussions with respondents, BHEL shall separately seek proposals from prospective partners for partnership under a specific mode.

4) Contact Details:

The respondent shall submit their response with supporting documents (soft/hard copy) duly signed to the following official:

Sr. Deputy General Manager
Corporate Technology Management
Bharat Heavy Electricals Limited
BHEL House, Siri Fort
New Delhi – 110049, India
Phone: +91 11 66337339 / 7213
Mobile: +91 7838293011 / +91 9818103430
Email: techeoi@bhel.in

5) Miscellaneous:

5.1 Right to accept or reject any or all Applications:

5.1.1 Notwithstanding anything contained in this EoI, BHEL reserves the right to accept or reject any application and to annul the EoI Process and reject all applications at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons therefore. In the event that BHEL rejects or annuls all the applications, it may, at its discretion, invite all eligible OEMs/suppliers to submit fresh applications.

5.1.2 BHEL reserves the right to reject any applicant during or after completion of EoI process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide, within the specified time, supplemental information sought by BHEL.

5.1.3 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.

5.2 Governing Laws & Jurisdiction

The EoI process shall be governed by and construed in accordance with, the laws of India and the Courts at New Delhi (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EoI process.