

भारत हेवी इलेक्ट्रिकल्स लिमिटेड



BHARAT HEAVY ELECTRICALS LIMITED
HEEP, RANIPUR HARIDWAR -249403 (U.K)

Contact Details for EOI:

Phone: 01334-281556 e-mail: vineet.k@bhel.in

Expression of Interest

**Shortlisting of PFT Operators for
Development and Operation
of
Rail Based Logistics Terminal (RBLT)
at BHEL Haridwar**

Reference No: BHEL/HWR/EOI-RBLT/2022 Date of Issue: 25/05/2022

Last date of submission: 15/06/2022

Bharat Heavy Electricals Limited

1.0 Introduction

Bharat Heavy Electricals Limited (BHEL) is a Maharatna public sector Enterprise under the administrative control of the Ministry of Heavy Industries. It has the distinction of being the India's largest power plant equipment manufacturer. The company has its corporate and registered office in Delhi and has a network of 16 manufacturing units, 2 repair units, 4 regional offices, 8 service centers, 15 regional centers. BHEL is supplier of a wide range of products, systems and services for the core sectors of the economy, viz. power, transmission, industry, transportation, renewable energy, oil & gas and defense. Further details about the company and its operations can be obtained from its website www.bhel.com.

1.1 Objective of EOI

One of the units of BHEL at Haridwar, Heavy Electrical Equipment Plant (HEEP) is having its own Private Railway Siding at its premises established for its own material handling. BHEL intends to develop this siding as Brownfield Private Freight Terminal (PFT) & for this BHEL is looking for shortlisting of PFT operators having experience of running PFT/ICD businesses besides marketing expertise of these services. Indian Railways is promoting the concept of development of Private Freight Terminals (PFT) on existing railway sidings or at a new place and had issued circular No. 2018/TC (FM)/14/04 dated 23.06.2020, of this intent followed by subsequent amendments. As BHEL intend to develop Private Freight Terminal (PFT) for which an **Expression of interest is being invited by BHEL Haridwar** from the interested existing players of this sector as per following terms and conditions. The processing of EOI shall be used to identify the interested eligible parties who make a Bid in accordance with the provisions of this EOI.

1.2 Current Business Scenario

The opening of the Freight Terminal Services for private sector by Railways in Jan, 2015 have triggered rapid country wide development of PFT in India & already approximately 79 PFTs are operating in various parts of India. After development of the new state of Uttarakhand, Haridwar and surrounding districts have seen massive industrial growth and road network is not adequate to cater their total transportation requirements. A number of industries & SIDCUL associations are already approaching Railways for developing PFT in the state. The presence of large number of medium to big industries in SIDCUL Haridwar, Bhagwanpur and Dehradun etc. is expected to be a big driver in demand for PFT.

Note: Term PFT shall be known and referred as "Rail Based Logistics Terminal (RBLT)" here and after

1.3 Existing Facility

BHEL, Haridwar is having its own Private Railway Siding at its premises. This siding is stationed at about 4 Kms from Haridwar Railway Station. The Railway siding is surrounded with adequate land bank and two-way road connectivity. We have also four yard lines measuring 700-750 Mtrs beside main line. A tentative layout of the proposed RBLT is enclosed at Annexure – D.

Existing two-way road in the vicinity of BHEL Railway siding is available for connectivity up to siding. BHEL reserve the right to restrict the movement of PFT related vehicles on other roads of its township and may form guidelines time to time for road movement so that the traffic nuisance on the roads can be minimized.

1.3.1 Business Model for RBLT:

Premises for Land Usage	Land ownership remains with BHEL
Land Required for project	30 Acres
Business Ownership	With BHEL. Proposed RBLT / PFT shall be new business area of BHEL.
PFT Licence	All licenses shall be in the name of BHEL
Capex to Establish Terminal	Will be borne by BHEL
Terminal Infrastructure	Railway Track, Platform, Overhead Electrification (OHE), In motion weigh bridge, Terminal Management System, Office Building, Parking, Terminal Lighting & common utility complex etc.
Terminal Development	Developer (Selected Party) to plan all activities for setting up RBLT / PFT starting from Feasibility study for business volumes, obtaining permissions and licenses and up to final operating of RBLT/ PFT.
Initial Term of engagement	10 years and can be further extended upto 05 years on mutual consent basis
Business & infrastructure Handover	Engagement of operator shall cease to exist on successful completion of agreed period.
Mode of Engagement	Contract Agreement: 1. Utilization of facility to run PFT related business to earn profit and add value to business through optimal use of resources & expertise. 2. Party may develop structure (as per Annexure-E) within allocated area, for PFT related business enrichment after due approval from BHEL. Any further suggestions can also be provided.
Revenue sharing with Developer	Billing to customer shall be in the name of BHEL and revenue to accrue in BHEL Account. BHEL shall share revenue to Operator in line with Expected return from business and as per agreed terms & conditions.
Nodal Officer	BHEL may appoint a Nodal Officer, who will be overseeing RBLT operations but the onus of operating the RBLT will lie with the party. Nodal officer will be generating regular business reports for BHEL management.
Expected Return from Business	IRR of the project to be suitably evaluated /informed. Assured return per annum (% of Capex) + Terminal Access charges per rake (Terminal Access Charges per rake will be increased at the rate of 5% per annum and compounded annually).

1.4 Broad Scope of Work:

- 1.4.1 To develop Terminal (all related civil, electrical and other works)
- 1.4.2 Take legal & administrative approvals/licenses as may be applicable for development of RBLT & running RBLT business.
- 1.4.3 To run RBLT related business with own resources and as per contractual terms & conditions.
- 1.4.4 Expenses of regular/ day to day maintenance of the terminal will be borne by the operator.
- 1.4.5 To carry out marketing for RBLT.
- 1.4.6 Regular interaction & information sharing with BHEL as per the mutual agreed modalities.
- 1.4.7 RBLT operator shall have to restrict their operations within clearly identified & marked area.

2.0 EOI Process:

2.1 Technical Bid: It shall contain all the relevant information, documents/ reports conferring qualifying criteria as per clause no. 3.1 Bidder has to submit clear and adequate documents in support of their qualification and other requirements. Each and every page of the same must be signed by duly authorized representative.

2.2 The bid shall contain the estimated CAPEX expenditure for the development of RBLT as per Annexure-E. The infrastructure developed has to be in accordance with Railways PFT construction guidelines.

Evaluation Criteria:

All the bidders will be evaluated in the following manner:

Technical Evaluation: Technical bids of the bidders will be evaluated in accordance with following criteria:

Technical bids will be evaluated as per clause no. 3.1. On fulfilling all the qualifying requirement, bidders will be shortlisted for further process of tendering by BHEL or any other process as may be deemed necessary by BHEL.

3.0 Bid and Documents to be submitted: Bidder is required to submit all the document online and which shall be clear and adequate in support of their qualification and other requirements. Each and every page of the same must be signed by duly authorized representative.

Incomplete bid document may not be considered and can be rejected.

3.1 QUALIFYING REQUIREMENTS: The intending bidder shall fulfill the following criteria:

- 3.1.1 Bidder who is submitting EOI should have one PFT/ICD registered in its name and valid as on date. Bidder should also have minimum five years of operating experience of at least one PFT/ICD as on date of issue of EOI. Bidders also have to submit Performa for performance statement as per Annexure- B.
- 3.1.2 Bidders can be a Sole Proprietor/company/Firm/JV Company or Group of Entities ("GOE").
- 3.1.3 The Business tie-up agreement would be entered into by the BHEL with the single entity Bidder or the lead member of the GOE.
- 3.1.4 The Bidders must be of financial soundness and must have achieved average annual turnover of at least Rs. 10 Crores during last five financial years in PFT/ICD business.
- 3.1.5 The Bidder should have positive Net worth in any three out of last Five financial years. This will be judged from audited financial data of last five financial years.
- 3.1.6 Bidder should have earned operational profit in at least one financial year during last three Financial years ending 31-03-2022 in PFT/ICD business.
- 3.1.7 In case of joint bidding, an undertaking is required to be submitted by all the partners of GOE that they are joining together to meet the scope of the EOI. The Bid should include a brief description of the roles and responsibilities of individual members. The undertaking must clearly indicate one of their members as the lead member of the GOE. The lead member of the GOE would be responsible to BHEL for the entire scope of work and shall ensure back to back tie ups with other members of the GOE.

3.2 Compulsory Documents to be submitted: The Bidder has to submit following documents along with Bid:

- 3.2.1 Letter comprising the Bid as per format enclosed at Annexure A along with information, data & supporting documents thereof.
- 3.2.2 Documents fulfilling qualifying requirements in 3.1.
- 3.2.3 Copy of Articles & Memorandum of Association or partnership deed or any other applicable document as proof of registration of entity.
- 3.2.4 Copies of Income Tax Returns along with duly audited balance sheets and profit and loss accounts for the Five financial year's i.e. 2017-18, 2018-19, 2019-20, 2020-21 & 2021-22.
- 3.2.5 Copy of Permanent Account Number.
- 3.2.6 Copy of GST Registration.
- 3.2.7 Copy of PFT/ICD notification issued from Railway/Custom department as the case may be.
- 3.2.8 Brief profile of the company & their management team.
- 3.2.9 Estimated CAPEX requirement for the stated infrastructure at Annexure-E to be submitted with details with mention of references/ standard/guidebook etc.

Note: All the documents should be duly signed by Authorized signatory. The Authorized signatory shall be the person holding “Power of Attorney” on behalf of the firm /company/ Bidders concerned and properly authorized / empowered to act on behalf of the Bidders for the specific purpose. In case of proprietorship entity, only the proprietor or an individual holding POA may signs the documents. Whereas in case of partnership firms, the documents must be signed by all the partners of the firm or by a person holding valid POA on behalf of other Partners. Notarized copy of such POA shall be submitted along with the quotation.

4.0 General Instruction to the Bidders:

4.1.1 Uploading of EOI

EOI shall be uploaded online at <https://bhel.com/tenders> and <https://hwr.bhel.com/tenders/onlinetenders/>. Interested bidders may download documents from above mentioned sites.

4.1.2 Submission of the Proposal:

The Interested party will submit their EOI duly signed by the authorized Signatory on each page of documents with all necessary annexures at below address on or before 15.06.2022 by 1345 hrs.

**Head of Materials Management,
Tender Room, Material Management Deptt,
4th Floor, Main Administrative Building
HEEP, BHEL, Ranipur, Hardwar - 249403. (UTTARAKHAND)**

The covering envelope containing aforesaid documents submitted should be clearly Marked: **“Expression of Interest for Shortlisting of PFT Operators for Development & Operation of RBLT”**.

Opening of EOI shall be done at 1400 Hrs on the same day i.e. 15.06.2022

4.2 Further information/ clarifications:

Bidders may seek clarification/ information with respect to EOI document in writing from AGM (NBDG) through email at sharma@bhel.in Telephone: **01334281612**. BHEL reserves the right to respond/Non-respond, to clarifications/information sought, in its sole discretion.

4.3 Clarification/ Deliberations ON EOIs Submitted:

During scrutiny of EOI Bids, BHEL may invite parties for further clarification/ deliberations. BHEL reserves the right to request such information from any or all of the interested party (ies) and such party will be obliged to respond within the time as stipulated.

4.4 EOI Pre-bid meeting:

- 4.4.1 On 06.06.2022 a pre-bid meeting is proposed to be held from 2:00 PM to 4:00 PM at GM (HR) Conference Hall, BHEL Haridwar for discussions on the EOI, any changes in schedule will be posted on <https://bhel.com/tenders> and <https://hwr.bhel.com/tenders/onlinetenders/>. Bidders may visit BHEL rail siding on the day of pre-bid meeting.

4.5 BHEL Statement of Rights/Prerogative.

- 4.5.1 BHEL reserves the right to annul the EOI Process and reject all Bids, at any time without any liability for such annulment, and without assigning any reasons thereof.
- 4.5.2 BHEL reserves the right to proceed with/ cancel the process irrespective of the response to its invitation.
- 4.5.3 Updates with respect to EOI shall be hosted on <https://bhel.com/tenders> and <https://hwr.bhel.com/tenders/onlinetenders/> only.
- 4.5.4 Without limiting the generality of the foregoing, BHEL reserves the right to reject any or all of the Bids submitted, whether or not complete and whether or not it contains all the required information.
- 4.5.5 Decision of BHEL management in respect of the above would be final and binding on the Bidders.
- 4.5.6 BHEL may, in its sole and absolute discretion, independently verify any information in any submission. Any such verification or lack of such verification by BHEL shall not relieve the Bidder of his obligations or liabilities.
- 4.5.7 This EOI does not create a tender process. EOI will be evaluated by company designed processes.

4.6 General Terms & Conditions:

- 4.6.1 The Bidder should satisfy himself that document is complete in all respects. The Bidder should contact the competent authority at BHEL Haridwar and verify facts in case of ambiguity in interpretation of EOI document, before submission of EOI.
- 4.6.2 Mode of EOI evaluation shall be final and binding to all Bidders. BHEL shall not entertain any correspondence in this regard.
- 4.6.3 Mere participation & qualification in EOI will not automatically mean that such Bidders are considered qualified.

4.7 Indemnity to BHEL:

The RBLT operator shall be required to indemnify BHEL adequately from all legal, financial and statutory obligations arising out of PFT business i.e. starting from development to operations etc. as may be deemed appropriate by BHEL.

4.8 Jurisdiction/Arbitration:

All matters relating to the EOI and selection of Interested Bidder and the bidding procedure shall be governed by the laws of Union of India. Only Courts at Haridwar, Uttarakhand (India) shall have exclusive jurisdiction to decide or adjudicate on any matter, which may arise out of or in connection with the EOI process.

Annexure-A

Expression of Interest Letter
(To be submitted on the letter head of the Bidder)

Ref :

Date: _____

To,

The Manager
CENTRAL DESPATCH CELL
Bharat Heavy Electricals Limited
HEEP, Ranipur, Haridwar-249403
Uttarakhand, INDIA
Telephone : +91-1334-281556
Email : vineet.k@bhel.in

Subject: EOI for Shortlisting of PFT Operators for development & operation of RBLT on existing Railway siding at BHEL Haridwar.

Please refer to the document Ref. No BHEL/HWR/EOI-RBLT/2022, dated 25th May 2022 for above mentioned subject matter. We have read the EOI document and understood its contents. We are desirous to be shortlisted for subject project work on the basis of mutually agreed terms and conditions with BHEL and hereby submit our bid:

1. We acknowledge that BHEL will be relying on the information provided in the Bid and the documents accompanying such Bid for qualification of the Bidders for the aforesaid project, and we certify that all information provided in the Bid and in Annexure B to F are true and correct. It is certified that nothing has been omitted which renders such information misleading. All documents accompanying our Bid are true copies of their respective originals.
2. We confirm to make available to BHEL, within the stipulated time, any additional information it may find necessary or require to supplement or authenticate the qualification statement.
3. We agree and undertake to abide by all the terms and conditions of the EOI document.

In witness thereof, I / we submit this Bid under and in accordance with the terms of the EOI document. You and your authorized representatives may contact the person(s) listed below for further information. The undersigned is (are) fully authorized to act on behalf of the Bidder.

We shall be glad to receive further communication on the subject.

Yours faithfully,

(Signature, name and designation of the Authorized Signatory)

Date:

Place:

Annexure-B

INFORMATION PERFORMA

1. Name of the body corporate/Company/Firm

(Company profile, in brief, to be attached)

2. Type (Tick the relevant category).

- a) Sole Proprietor :Yes/No
 b) Company :Yes/No (Details of registration to be provided)
 c) Firm :Yes/No (Attach Details)
 d) JV of existing PFT : Yes / No (give specific details).
 e) ICD (Inland Container Depot) or both : Yes/No (Attach Details)
 f) Lead Member of GOE : Yes / No (give specific details).

3. Contact Details:

Postal Address _____

City _____ State _____ PIN Code _____

Fax _____ Tele _____

email _____ URL/Website _____

4. Local Branch/Liaison Office/Authorized Representative (if any).

Name & Address _____

City _____ State _____ PIN Code _____

Fax _____ Tele _____ URL/Website _____

5. List of Present Directors as on 01.05.2022

S No	Name	Responsibility	Qualification & Experience	Contract Details

6. Present facilities and equipment's (PFT wise)

Annexure- C

Litigation Impact Statement

(To be submitted on the letter head of the interested Bidder)

Ref :

Date: _____

To,

The Manager
CENTRAL DESPATCH CELL
Bharat Heavy Electricals Limited
HEEP, Ranipur, Haridwar-249403
Uttarakhand, INDIA
Telephone : +91-1334-281556
Email : vineet.k@bhel.in

Subject: EOI for Shortlisting of PFT Operators for development & operation of RBLT on existing Railway siding at BHEL Haridwar.

Dear Sir,

We refer to the Expression of Interest as per subject matter. We have read and understood the contents of the EOI document and pursuant to this hereby confirm that we satisfy the eligibility criteria laid out in the EOI.

We hereby confirm that as may be set out in the schedule attached to this statement, there is no litigation (including court, arbitration and other proceedings), inquiry or order from any regulatory authority, current or pending against us, which if adversely determined might have material adverse impact on our ability to carry on our business or pay our debts as they fall due or on our ability to enter into any of the transactions contained in or contemplated in respect of the process of shortlisting of an Interested Party for development and operation of Rail Based Logistics Terminal at BHEL Haridwar.

Further, the authorized signatory is vested with requisite powers to furnish such letter and request for qualification and authenticate the same.

Yours faithfully,

(Authorized Signatory)

Date:

Sign : _____

Place:

Name : _____

Design : _____

Annexure-E**List of items to be constructed/developed for Rail based
Logistics terminal**

			Qty	Remark	Specification	Amount (INR)
1	Relaying of track	KM	4.5		As per railway guidelines for PFT	
2	Laying of one more siding	KM	0.8		As per railway guidelines for PFT	
3	Development of ground surface	Sqm	102500	1025X100 M		
4	Construction of Boundary Wall	RM	950			
5	Chain link fencing	RM	1200			
6	Providing & Laying of Bitumin road	RM	2000	200X10 M		
7	Construction of Platform PFT	Sqm	19500	650x30 M		
8	Construction of Admn. Building	SQM	100			
9	WBM Parking Area	SQM	5000			
10	Terminal Lighting	No.	4	High Mast Light	Sufficient Illumination of Terminal	
11	Weigh In-Motion Rail	No.	1		As per Railway's guidelines for PFT	
12	Lifting barrier	No.	3			
13	Terminal Management System				As per Railway's guidelines for PFT	
14	Overhead Electrification (OHE/TRD)				As per Railway's guidelines for PFT	

Total Amount:

Annexure-F**Check list for EOI to be submitted by Bidder****Agency Name:****Category:** Sole proprietor/Company/Firm/Joint Venture (JV)/Inland Container Depot (ICD)/both

SL No	Particulars	Put Tick Mark Yes(✓) / No(×)
1.0	<u>Compulsory Documents (Duly signed) : General</u>	
1.1	Bid for EOI as per format along with Annexure-A	
1.2	Documents for Qualifying requirement as stated at clause no 3.1	
1.3	Copy of Articles & Memorandum of Association or partnership deed, whichever is applicable.	
1.4	Copies of Income Tax Returns along-with duly audited balance sheets and profit and loss accounts for the five financial years i.e 2017-18, 2018-19, 2019-20, 2020-21 & 2021-22	
1.5	Copy of Permanent Account Number (PAN)	
1.6	Copy of GST Registration	
1.7	Brief profile of the company & their management team	
1.8	Information Performa as per Annexure-B	
1.9	Litigation Impact Statement as per Annexure-C	