

**PRE QUALIFYING REQUIREMENTS**

JOB	<b><i>Commissioning of DM Plant in Semi-auto mode through PLC including completion of balance pending jobs as per specification and O&amp;M of DM Plant for four months.</i></b>
Tender Ref No:	<b>TOASX000xx</b>

BIDDER SHALL SUBMIT BELOW PRE-QUALIFICATION REQUIREMENTS FORMAT, DULY FILLED-IN, SPECIFYING RESPECTIVE ANNEXURE NUMBER AGAINST EACH CRITERIA AND FURNISH RELEVANT DOCUMENT IN THE RESPECTIVE ANNEXURES IN THEIR OFFER.

SL NO	PRE-QUALIFICATION REQUIREMENTS	Bidders claim in respect of fulfilling the PQR Criteria	
		Name and Description of qualifying requirements	Page no of supporting document
A	Submission of Integrity Pact duly signed, if offer value is Rs 5 Cr [excluding taxes and duties] or more, if applicable. (Note: To be submitted by Prime Bidder & Consortium/Technical Tie up partner jointly in case Consortium bidding is permitted, otherwise by the sole bidder)		If Applicable
B	<p><b><u>Technical Criteria:</u></b></p> <p>Bidder must have achieved the following criteria of B1, B2 and B3 ( Either of B3.1 or B3.2 or B3.3) during last 7 years as per the details hereunder.</p> <p><b><u>B1:</u></b></p> <p>B1: The bidder should have experience in Commissioning at least one number Ion Exchange based DM Plant, with minimum design output flow rate of 6.0 m3/hr or higher and operated in semi-automatic mode through dedicated PLC.</p> <p style="text-align: center;">AND</p> <p>B2: The bidder should have experience in Operation and maintenance of at least one Ion Exchange based DM Plant, with minimum design output flow rate of 6.0 m3/hr or higher and operated in semi-automatic mode through dedicated PLC for a period of at least 4 months.</p> <p style="text-align: center;">AND</p> <p><b><u>B3:</u></b></p> <p><b>B3.1</b> Executed one similar work of value not less than <b>Rs. 14.50 Lakhs</b></p> <p style="text-align: center;">OR</p> <p><b>B3.2</b> Executed two similar works each of value not less than <b>Rs. 9.00 Lakhs</b></p> <p style="text-align: center;">OR</p> <p><b>B3.3</b> Executed three similar works each of value not less than <b>Rs. 7.20 Lakhs</b></p>		

C	<b>Financial Criteria:</b> <b>Turnover:</b>	T/O value:	
1	Bidders must have achieved an average annual financial turnover (Audited) of <b>Rs. 5.50 Lakhs</b> or more over last three completed Financial Years (FY) i.e. 2015-2016, 2016-17 & 2017-18	FY 2015-16: Rs. _____ Lacs  FY 2016-17: Rs. _____ Lacs  FY 2017-18: Rs. _____ Lacs	
2	<b>Net worth:</b> Net worth of the Bidder based on the latest Audited Accounts as furnished for 'C1' above should be positive. Net worth = Paid up share capital* + Reserves. (*Share Capital OR Partnership Capital OR Proprietor Capital as the case may be)		
3	<b>Cash Profit:</b> Bidder must have earned cash profit in any one of the three Financial Years as applicable in the last three years defined in 'C1' above based on latest Audited Accounts. NET cash profit=(PAT + Non cash expenditure viz depreciation)		
D	<b>Approval of Customer:</b> Note: Names of bidders who stand qualified after compliance of criteria A to D shall be forwarded to customer for their approval along with their credentials. Price bid of only those bidders shall be opened who are approved by customer.		
E	<b>Price Bid opening:</b> Note: Price Bids of only those bidders shall be opened who stand qualified after compliance of criteria A to D		By BHEL
	<p><b>Explanatory Notes for the PQR (unless otherwise specified in the PQR):</b></p> <ol style="list-style-type: none"> <li>Bidder to submit Audited Balance Sheet and Profit and Loss Account for the respective years as indicated against C-1 above along with all annexures.</li> <li>Audited financial statement have to be submitted for all the three years as indicated against C-1 above. If financial statements are not required to be audited statutorily, then instead of audited financial statements, financial statements are required to be certified by chartered accountant.</li> <li>Incase audited Financial statements have not been submitted any of three years as indicated against C-1 above, then the applicable audited statements submitted by bidders against the requisite three years, will be averaged for three years i.e. total divided by three. However audited financial statement for FY 2017-18 is necessarily required to be submitted for determining net worth.</li> <li>Wherever audited financial statements of FY 2017-18 are submitted, the same shall be considered for evaluation and the three financial years for the purpose of C (1,2&amp;3) shall be FY 2015-16,2016-17 and 2017-18.</li> <li>The bidder can be a company under Companies Act, 1956 or Partnership firm or Proprietor firm. Bidder to submit the document for same.</li> <li>Time period for achievement of the 'Technical' criteria of PQR (as in 'B' above) will be the last 7 years ending on the 'latest date' of Bid submission. If the Qualifying work is executed in the last seven years period, as specified above, even if it has been started earlier, the same will also be considered meeting the qualifying requirements.</li> <li>'Successfully completed' means the bidder should have achieved the criteria specified in the Technical criteria of PQR (as in 'B' above) even if the Contract has not been completed or closed.</li> </ol>		

	<p>The bidders will be required to submit successful completion of work completed (completion of entire work with closing of contract or part successful completion certificate upto a minimum level specified in the criteria B above).</p> <ol style="list-style-type: none"><li>8. For PQR 'B' value of work is to be updated as per the PVC formula of GCC with Indices for "All India Avg. Consumer Price Index for Industrial Workers" with base month as date of execution and indexed up to two months prior to the bid opening month. This condition will be applicable only for the completed jobs and not for the jobs in progress as on date of technical bid opening.</li><li>9. "Similar Work" means "The bidder should have executed/services the work of "E&amp;C" or "O&amp;M" of Ion Exchange based DM Plant.</li><li>10. Bidder to submit completion certificate and its Work order for documentary evidence as indicated against criteria B above.</li><li>11. Regarding pre-qualification cited above for B1 and B2, bidders to note that for qualifying purpose, bidders may submit one reference project meeting the criteria under B1 &amp; B2 or may submit different projects for meeting the criteria under B1 &amp; B2 separately.</li></ol> <p>Bidder shall furnish the following documents in support of the experience stated in B1 &amp; B2 mentioned above:</p> <ul style="list-style-type: none"><li>• Commissioning certificate/ Commissioning protocol of the DM plant, duly signed by the Customer.</li><li>• Work order / Purchase Order copy of Operation and maintenance contract awarded by client.</li></ul>
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**CHECK LIST****NOTE: - Tenderers are required to fill in the following details and no column should be left blank**

1	Name and Address of the Tenderer		
2	Details about type of the Firm/Company		
3a	Details of Contact person for this Tender	Name : Mr/Ms Designation: Telephone No: Mobile No: Fax No:	
3b	Details of alternate Contact person for this Tender	Name : Mr/Ms Designation: Telephone No: Mobile No: Fax No	
4a	EMD DETAILS	DD No:                      Date : Bank :                      Amount:	
4b	Tender Fee Details.	DD No:                      Date : Bank :                      Amount:	
		APPLICABILITY	BIDDER REPLY
5	Whether the format for compliance with PRE QUALIFICATION REQUIREMENTS (ANNEXURE-1) is understood and filled with proper supporting documents referenced in the specified format	Applicable	YES / NO
6	Whether Audited profit and Loss Account for the last three years submitted along with latest IT return & Cash Flow statement.	Applicable	YES/NO
7	Whether Copy of PAN Card submitted	Applicable	YES/NO
8	Whether all pages of the Tender documents including annexures, appendices etc are read understood and signed	Applicable	YES/NO
9	Integrity Pact	Not Applicable	YES/NO
10	Declaration by Authorised Signatory	Applicable	YES/NO
11	Whether No Deviation Certificate submitted	Applicable	YES/NO
12	Whether Declaration confirming knowledge about Site Conditions submitted	Applicable	YES/NO
13	Whether Declaration for relation in BHEL submitted	Applicable	YES/NO
14	Whether Non Disclosure Certificate submitted	Applicable	YES/NO
15	Whether Bank Account Details for E-Payment submitted	Applicable	YES/NO
16	Capacity Evaluation of Bidder for current Tender	Not Applicable	Not Applicable
17	Tie Ups/Consortium Agreement are submitted as per format	Not Applicable	Not Applicable
18	Whether Analysis of Unit rates submitted	Applicable	Applicable
19	Whether Acceptance to "Reverse Auction" submitted	Applicable	YES/NO
20	Whether GSTIN No.& certificate submitted	Applicable	YES/NO
21	Whether Un-priced bid format submitted.	Applicable	YES/NO

NOTE: STRIKE OFF 'YES' OR 'NO', AS APPLICABLE

DATE:

AUTHORISED SIGNATORY

(With Name, Designation and Company seal)

**ANNEXURE - III****Certificate by Chartered Accountant on letter head**

This is to Certify that M/S ..... ,  
 (hereinafter referred to as 'company') having its registered office at .....  
 is registered under MSME Act 2006, (Entrepreneur  
 Memorandum No (Part-II) ..... dtd: ..... ,  
 Category: ..... (Micro/Small)). (Copy enclosed).

Further verified from the Books of Accounts that the investment of the company as per the latest audited financial year ..... as per MSME Act 2006 is as follows:

**1. For Manufacturing Enterprises:** Investment in plant and machinery (i.e. original cost excluding land and building and the items specified by the Ministry of Small Scale Industries vide its notification No. S.O.1722(E) dated October 5, 2006:  
 Rs ..... Lacs

**2. For Service Enterprises:** Investment in equipment (original cost excluding land and building and furniture, fittings and other items not directly related to the service rendered or as may be notified under the **MSME** Act, 2006:  
 Rs ..... Lacs

**(Strike off which is not applicable)**

The above investment of Rs ..... Lacs is within permissible limit of Rs ..... Lacs for ..... Micro / Small **(Strike off which is not applicable)**

Category under MSME Act 2006.

Or

The company has been graduated from its original category (Micro/Small) (Strike off which is not applicable) and the date of graduation of such enterprise from its original category is ..... (dd/mm/yyyy) which is within the period of 3 years from the date of graduation of such enterprise from its original category as notified vide S.O. No. 3322(E) dated 01.11.2013 published in the gazette notification dated 04.11.2013 by Ministry of MSME.

Date:

(Signature)

Name -

Membership number -

Seal of Chartered Accountant

**ANNEXURE - IV**

**GENERAL TERMS AND CONDITIONS OF REVERSE AUCTION (RA)**

Against this enquiry for the subject item/ system with detailed scope of supply as per enquiry specifications, BHEL may resort to "REVERSE AUCTION PROCEDURE" i.e., ON LINE

BIDDING (THROUGH A SERVICE PROVIDER). The philosophy followed for reverse auction shall be English Reverse (No ties).

1. For the proposed reverse auction, technically and commercially acceptable bidders only shall be eligible to participate.
2. "BHEL reserves the right to go for Reverse Auction (RA) (Guidelines as available on [www.bhel.com](http://www.bhel.com)) instead of opening the sealed envelope price bid, submitted by the bidder. This will be decided after techno-commercial evaluation. Bidders to give their acceptance with the offer for participation in RA. Non-acceptance to participate in RA may result in non-consideration of their bids, in case BHEL decides to go for RA.
3. Those bidders who have given their acceptance to participate in Reverse Auction will have to necessarily submit 'Process compliance form' (to the designated service provider) as well as 'Online sealed bid' in the Reverse Auction. Non-submission of 'Process compliance form' or 'Online sealed bid' by the agreed bidder(s) will be considered as tampering of the tender process and will invite action by BHEL as per extant guidelines for suspension of business dealings with suppliers/ contractors (as available on [www.bhel.com](http://www.bhel.com)).
4. The bidders have to necessarily submit online sealed bid less than or equal to their envelope sealed price bid already submitted to BHEL along with the offer. The envelope sealed price bid of successful L1 bidder in RA, if conducted, shall also be opened after RA and the order will be placed on lower of the two bids (RA closing price & envelope sealed price) thus obtained. The bidder having submitted this offer specifically agrees to this condition and undertakes to execute the contract on thus awarded rates.
5. If it is found that L1 bidder has quoted higher in online sealed bid in comparison to envelope sealed bid for any item(s), the bidder will be issued a warning letter to this effect. However, if the same bidder again defaults on this count in any subsequent tender in the unit, it will be considered as fraud and will invite action by BHEL as per extant guidelines for suspension of business dealings with suppliers/ contractors (as available on).
6. "Bidders to submit online sealed bid less than or equal to their envelope sealed bid already submitted to BHEL"
7. BHEL will engage the services of a service provider who will provide all necessary training and assistance before commencement of on line bidding on internet.
8. In case of reverse auction, BHEL will inform the bidders the details of Service Provider to enable them to contact & get trained.
9. Business rules like event date, time, bid decrement, extension etc. also will be communicated through service provider for compliance.
10. Bidders have to fax/Email the Compliance form before start of Reverse auction. Without this, the bidder will not be eligible to participate in the event.
11. In line with the NIT terms, BHEL will provide the calculation sheet (e.g., EXCEL sheet) which will help to arrive at "Total Cost to BHEL" like Packing & forwarding charges, Taxes and Duties, Freight charges, Insurance, Service Tax for Services and loading factors (for non-compliance to BHEL standard Commercial terms & conditions) for each of the bidder to

enable them to fill-in the price and keep it ready for keying in during the Auction.

12. Reverse auction will be conducted on scheduled date & time.
13. At the end of Reverse Auction event, the lowest bidder value will be known on auction portal.
14. The lowest bidder has to fax/e-mail the duly signed and filled-in prescribed format for price breakup including that of line items, if required, as provided on case-to-case basis to Service provider within two working days of Auction without fail.
15. In case BHEL decides not to go for Reverse Auction procedure for this tender enquiry, the Price bids and price impacts, if any, already submitted and available with BHEL shall be opened as per BHEL's standard practice.
16. Bidders shall be required to read the "Terms and Conditions" section of the auctions site of Service provider, using the Login IDs and passwords given to them by the service provider before reverse auction event. Bidders should acquaint themselves of the "Business Rules of Reverse Auction", which will be communicated before the Reverse Auction.
17. If the Bidder or any of his representatives are found to be involved in Price manipulation/ cartel formation of any kind, directly or indirectly by communicating with other bidders, action *as per extant BHEL guidelines*, shall be initiated by BHEL and the results of the RA scrapped/ aborted.
18. The Bidder shall not divulge either his Bids or any other exclusive details of BHEL to any other party.
19. In case BHEL decides to go for reverse auction, the H1(s) bidder (whose quote is highest in online sealed bid) may not be allowed to participate in further RA process.

**ANNEXURE – V****Proforma for self-certification by Supplier for minimum local content on their letter head for order value less than Rs 10 Crore**

"We \_\_\_\_\_ (Name of Manufacturer) undertake that we meet the mandatory minimum Local Content (LC) requirement i.e. \_\_\_\_\_ (to be filled as notified in the policy) for claiming Purchase Preference linked with Local Contents under the Govt. policy against tender no. \_\_\_\_\_."

**Auditor's certification with respect to minimum local content on the letter head of Statutory Auditor for order value above Rs.10 crore**

"We \_\_\_\_\_ the statutory auditor of M/s \_\_\_\_\_ (name of the bidder) hereby certify that M/s \_\_\_\_\_ (name of manufacturer) meet the mandatory Local Content requirements of the Goods and/or Services i.e. \_\_\_\_\_ (to be filled as notified in the policy) quoted vide offer No. \_\_\_\_\_ dated \_\_\_\_\_ against BHEL's tender No. \_\_\_\_\_ by M/s \_\_\_\_\_ (Name of the bidder)."



**ANNEXURE – VI****Authorization of representative who will participate in the on line Reverse Auction Process;**

1.	NAME & DESIGNATION OF OFFICIAL	
2.	POSTAL ADDRESS (COMPLETE)	
3.	TELEPHONE NOS (LAND LINE & MOBILE BOTH)	
4.	FAX NO	
5.	E-MAIL ADDRESS	
6.	NAME OF PLACE/ STATE/ COUNTRY, WHEREFROM S/HE WILL PARTICIPATE IN THE REVERSE AUCTION	

**ANNEXURE – VI****Feedback Form: From where did you get information reg. this tender**

1.	NEWSPAPER ADVERTISEMENT (NAME)	
2.	BHEL WEBISTE (TENDER NOTIFICATION)	
3.	CENTRAL PUBLIC PROCUREMENT PORTAL OF GOVERNMENT OF INDIA (CPP PORTAL)	
4.	EMAIL COMMUNICATION FROM BHEL	
5.	ANY OTHER SOURCE	