



BHARAT HEAVY ELECTRICALS LIMITED
HEAVY POWER EQUIPMENT PLANT
TURBINE & COMPRESSOR - PURCHASE DIVISION
RAMACHANDRAPURAM, HYDERABAD

PRE-QUALIFICATION REQUIREMENTS - FINANCE

PRODUCT: **INTEGRATED TURBINE & COMPRESSOR CONTROL SYSTEM (ITCCS)**

PROJECT: **HPCL RAJASTHAN REFINERY LIMITED - TOYO ENGINEERING PVT LTD**

CRITERIA FOR EVALUATION - FINANCIAL

Average annual financial turnover during the last Three Financial Years should not be less than **INR 61,50,000/-**
 (In Words, Indian Rupees Sixty One Lakhs fifty Thousand(s) Only)

Notes:-

- a. The Average annual Financial turnover during last 03 (three) years, ending of the previous financial year, should be at least **INR 61, 50, 000/-** and positive net worth as per latest balance sheet. The bidder has to submit financial accounts comprising of Audit report, Balance Sheet, Profit & Loss A/c Statement and Notes/Schedules pertaining to Turnover/Sales/Revenue, certified by Chartered Accountant for the last three years as on tender due date to review the above criteria.
- b. Foreign bidder is to submit a latest certificate from reputed third party business rating agency like Dun & Bradstreet, Credit reform etc. in addition to the documents mentioned at point (a) above for review of above criteria. The certificate thus produced will explicitly mention the turnover in terms of equivalent Indian Rupees.
- c. Other Income shall not be considered for arriving at Annual Turnover/Sales. For evaluation purpose, only revenue from operations shall be considered.

Pre-Qualification Requirements (PQR) of Bidders for Integrated Turbine & Compressor Control System: ITCCS

Note: All documents shall be compiled clause wise and submitted with proper tagging in following order.

SI No	Requirement	Bidder Confirmation	Documentation Requirement
1	<p>ITCCS consists of Steam Turbine Governing & Centrifugal Compressor Control Applications like Antisurge, Performance Control, Load sharing Control etc.</p> <p>Proposed ITCCS shall be suitable for the above requirement.</p> <p>Bidder shall submit Technical Catalog / brochure and Writeup of ITCCS indicating compliance to above listed requirement. ITCCS Writeup shall have detailed description of the methodology used by ITCCS bidder to achieve Control objectives / applications mentioned above.</p> <p>Bidder shall also indicate the Website link for technical catalog / brochure, published on the ITCCS OEM vendor website.</p> <p>Note: Bidder offer shall NOT be considered if technical Writeup of offered ITCCS is not submitted.</p>	<p>Bidder to indicate ITCCS Writeup submitted:</p> <p>YES / NO</p>	<p>ITCCS Catalog / Brochure and Writeup. ITCCS OEM Website link for ITCCS Catalog / Brochure / Writeup / Datasheets & O&M Manuals.</p>
2	<p>The responsibility of complete ITCCS to be supplied as per BHEL specification including engineering, selection of components, Factory testing, Erection and Commissioning (Supervision) shall be with ITCCS OEM only. (ITCCS OEM shall be single point responsibility vendor (SPRV) for the complete ITCCS). ITCCS OEM shall submit confirmation for "SPRV" as per attached format.</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped SPRV format is not submitted.</p>	<p>Bidder to indicate Format-A_SPRV submitted:</p> <p>YES / NO</p>	<p>Bidder to submit Filled in Format-A-SPRV</p>
3	<p>Bidder shall be ITCCS Original Equipment Manufacturer or ITCCS OEM's authorized distributor / channel partner of ITCCS. Bidder to provide the following information for the ITCCS.</p>	----	----
a	<p>Bidder is ITCCS OEM.</p>	<p>Bidder to indicate</p> <p>YES / NO</p>	----
b	<p>Bidder is ITCCS OEM's authorized distributor / channel partner in INDIA.</p>	<p>Bidder to indicate</p> <p>YES / NO</p>	----
4	<p>In case the Bidder is ITCCS OEM's authorized distributor / channel partner.</p>	----	----
a	<p>Authorized distributor / channel partner shall submit authorization certificate from their ITCCS OEM to quote for complete job. For authorized distributors / channel partner, the expiry date of validity of distributorship / partnership should be clearly indicated along with documentary evidences.</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped Authorisation Letter from ITCCS OEM is not submitted.</p>	<p>Bidder to indicate Authorisation Letter Attached</p> <p>YES / NO</p>	<p>Bidder to submit Authorisation letter from ITCCS OEM.</p>
b	<p>Authorized distributors / channel partner shall have association with the ITCCS OEM for the past five years and should have supplied and commissioned with the ITCCS OEM make ITCCS.</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped Letter from ITCCS OEM is not submitted.</p>	<p>Bidder to indicate letter from ITCCS OEM indicating the start date Attached</p> <p>YES / NO</p>	<p>Bidder to submit letter from ITCCS OEM indicating the start date of partnership.</p>
c	<p>ITCCS OEM shall declare that in the event of discontinuation of their partnership, at any point of time during the warranty period, OEM will take the total responsibility for meeting all the commitments made earlier by the authorized distributor / channel partner.</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped Declaration Letter from ITCCS OEM is not submitted.</p>	<p>Bidder to indicate Format-B_ITCCS OEM DECLARATION Attached</p> <p>YES / NO</p>	<p>Bidder to submit Filled in Format-B_ITCCS OEM DECLARATION</p>

Pre-Qualification Requirements (PQR) of Bidders for Integrated Turbine & Compressor Control System: ITCCS

Note: All documents shall be compiled clause wise and submitted with proper tagging in following order.

SI No	Requirement	Bidder Confirmation	Documentation Requirement
5	<p>Bidder to confirm that they will provide spares and services support for the offered ITCCS for at least ten years from the date of expiry of warranty. In case of authorized distributor / channel partner, "After Sales Service" and availability of spares to be guaranteed by ITCCS OEM for at least ten years. Bidder shall submit signed and stamped "Logistic Support certificate".</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped Logistic Support certificate is not submitted.</p>	<p>Bidder to indicate Format-C1 & C2_Logistic Support Certificate Attached</p> <p>YES / NO</p>	<p>Bidder to submit Format-C1 & C2_Logistic Support Certificate</p>
6	PTR for ITCCS	----	----
a	<p>Bidder should have supplied & commissioned FIVE such ITCCS during last five years.</p> <p>At least TWO of the FIVE mentioned ITCCS should have been installed and used for Centrifugal Compressor train in a Petroleum Refinery (Hazardous Area) environment and each ITCCS shall have well proven performance record of operating satisfactorily for a minimum of ONE year or 8000 running Hours.</p> <p>At least ONE of the TWO mentioned ITCCS should have been installed and used for TWO stage Centrifugal Compressor train along with Performance Controller.</p> <p>Bidder to submit attached PTR format, duly filled in with all the details. Reference list shall contain name of end user, latest contact email id and contact telephone number.</p> <p>Note-1: If BHEL is unable to verify the PTR furnished, with end user contact details provided above, the offer will be rejected.</p> <p>Note-2: PTR References of R&M projects are not acceptable.</p> <p>Note-3: In case Bidder is ITCCS OEM's Authorised Distributor / Channel partner, Bidder shall submit PTR for ITCCS system supplied by Bidder only. ITCCS OEM PTR (without BIDDER role is NOT acceptable).</p> <p>Note: Bidder offer shall NOT be considered if duly signed and stamped PTR is not submitted.</p>	<p>Bidder to indicate Format-D_PTR Attached</p> <p>YES / NO</p>	<p>Bidder to submit Filled in Format-D_PTR</p>
b	<p>Bidder to submit evidence of satisfactory performance of TWO ITCCS for a period of not less than ONE year or 8000 running Hours each, which have been supplied during the last five years for Centrifugal Compressor trains in a Petroleum Refinery environment. At least ONE of the TWO mentioned ITCCS should have been installed and used for TWO stage Centrifugal Compressor with Performance Controller. The following documents are required for acceptance of Satisfactory Performance.</p> <p>a) Unpriced purchase order copy of end user placed on bidder.</p> <p>b) Minutes of meeting with end-user for commissioning and handing over.</p> <p>c) Certificate issued by end user mentioning the date of installation, Make & model number of the ITCCS. This document shall be dated at least ONE year from the date of ITCCS commissioning.</p> <p>Note: Bidder offer shall NOT be considered if above listed THREE documents are not submitted or Bidder is not able to provide sufficient information for cross verification.</p>	<p>Bidder to indicate all THREE listed documents are Attached</p> <p>YES / NO</p>	<p>All documents listed to be submitted.</p>
7	<p>All correspondence, Documentation, catalogs and Manuals shall be in English language only.</p> <p>Note: Bidder offer shall NOT be considered if above listed documents are not submitted in ENGLISH language.</p>	<p>Bidder to indicate</p> <p>YES / NO</p>	----

SINGLE POINT RESPONSIBILITY VENDOR (SPRV) COMPLIANCE STATEMENT
(TO BE SIGNED BY ITCCS OEM'S PRINCIPAL CORPORATE LEVEL SIGNATORY ON COMPANY LETTERHEAD)

I, ON BEHALF OF M/s.....<ITCCS OEM NAME>.....CONFIRM THAT THE PROPOSAL OF ITCCS QUOTED BY
M/s.....<BIDDER NAME>..... AGAINST BHEL RFQ NO..... DT.....IS IN TOTAL COMPLIANCE TO
THE SCOPE AS DEFINED IN BHEL TECHNICAL SPECIFICATIONS.

I, ON BEHALF OF M/s.....<ITCCS OEM NAME>.....CONFIRM THAT M/s.....<ITCCS OEM NAME>..... SHALL BE SINGLE
POINT RESPONSIBILITY VENDOR FOR THE COMPLETE ITCCS TO BE SUPPLIED AS PER BHEL SPECIFICATION
INCLUDING ENGINEERING, SELECTION OF COMPONENTS, ERECTION AND COMMISSIONING (SUPERVISION),
AFTER SALES SERVICES AND SPARE PARTS.

(SIGNATURE WITH SEAL)

ITCCS OEM RESPONSIBILITY DECLARATION FOR AUTHORISED DISTRIBUTOR / CHANNEL PARTNER
(TO BE SIGNED BY ITCCS OEM'S PRINCIPAL CORPORATE LEVEL SIGNATORY ON COMPANY LETTERHEAD)

I, ON BEHALF OF M/s.....<ITCCS OEM NAME>.....DECLARE THAT IN THE EVENT OF DISCONTINUATION OF OUR DISTRIBUTORSHIP / CHANNEL PARTNERSHIP WITH M/s.....<BIDDER NAME>.....,AT ANY POINT OF TIME FROM PROPOSAL STAGE TO END OF THE WARRANTY PERIOD, M/s.....<ITCCS OEM NAME>.....TAKES TOTAL RESPONSIBILITY FOR MEETING ALL THE COMMITMENTS MADE BY M/s.....<BIDDER NAME>..... AGAINST BHEL RFQ NO..... DT.....

(SIGNATURE WITH SEAL)

10	Format-C1_LOGISTIC SUPPORT CERTIFICATE BY ITCCS OEM
	<p>CERTIFICATE FOR LOGISTICS SUPPORT (BY ITCCS OEM) (TO BE SIGNED BY ITCCS OEM'S PRINCIPAL CORPORATE LEVEL SIGNATORY ON COMPANY LETTERHEAD)</p> <p>I, ON BEHALF OF M/S ..<ITCCS OEM>.. CONFIRM THAT THE COMPRESSOR CONTROL SYSTEM MODEL NO _____ FOR (ANTISURGE / PERFORMANCE / LOADSHARING CONTROL) QUOTED BY M/S ..<ITCCS OEM>.. FOR M/S <END USER> AGAINST M/S BHEL INQUIRY NO _____ SHALL CONTINUE TO BE SUPPORTED BY US. THE QUOTED ITEMS SHALL NOT BECOME OBSOLETE FOR A MINIMUM OF TEN (10) YEARS FROM OF EXPIRY OF WARRANTY AFTER PLACEMENT OF ORDER. THE QUOTED ITEM SHALL NOT BE WITHDRAWN FROM INDIAN MARKET IN NEXT FIVE (5) YEARS AS A MATTER OF OUR CORPORATE POLICY.</p> <p>I FURTHER CONFIRM THAT IN CASE OF PLACEMENT OF ORDER BY M/S BHEL ON US, WE SHALL CONTINUE TO SUPPORT IN PROVIDING BACK-UP ENGINEERING, MAINTENANCE SUPPORT AND SPARE PART SUPPORT TO M/S <END USER> FOR A PERIOD OF TEN (10) YEARS FROM THE DATE OF EXPIRY OF WARRANTY.</p> <p>(SIGNATURE WITH SEAL)</p>
11	Format-C2_LOGISTIC SUPPORT CERTIFICATE BY BIDDER
	<p>CERTIFICATE FOR LOGISTICS SUPPORT (BY BIDDER) (TO BE SIGNED BY BIDDER'S PRINCIPAL CORPORATE LEVEL SIGNATORY ON COMPANY LETTERHEAD)</p> <p>I, ON BEHALF OF M/s.....<BIDDER NAME>..... CONFIRM THAT THE ITCCS MODEL NO _____ FOR (GOVERNING / ANTISURGE / PERFORMANCE / LOADSHARING CONTROL) QUOTED BY M/s..<BIDDER NAME>.. FOR CENTRIFUGAL COMPRESSOR TRAIN OF <PROJECT NAME (LATER)> SHALL CONTINUE TO BE SUPPORTED BY US AND OUR PRINCIPAL(S). THE QUOTED ITEMS SHALL NOT BECOME OBSOLETE FOR A MINIMUM OF TEN (10) YEARS FROM THE DATE OF EXPIRY OF WARRANTY AFTER PLACEMENT OF ORDER. THE QUOTED ITEM SHALL NOT BE WITHDRAWN FROM INDIAN MARKET IN NEXT FIVE (5) YEARS AS A MATTER OF OUR CORPORATE POLICY AS SUPPORTED BY ATTACHED CERTIFICATE FROM OUR PRINCIPAL(S) M/S.....<ITCCS OEM NAME>.....</p> <p>I FURTHER CONFIRM THAT IN CASE OF PLACEMENT OF ORDER BY M/s BHEL ON US, WE SHALL CONTINUE TO SUPPORT BHEL / BHEL CLIENT IN PROVIDING BACK-UP ENGINEERING, MAINTENANCE SUPPORT AND SPARE PART SUPPORT FOR A PERIOD OF TEN (10) YEARS FROM THE DATE OF EXPIRY OF WARRANTY.</p> <p>(SIGNATURE WITH SEAL)</p>

12	Format-D_PROVEN TRACK RECORD (PTR)						
1	Name of the Bidder						
2	Whether ITCCS OEM & supplier:						
3	Whether ITCCS Authorised System Integrator & Supplier:						
4	Name of Packager:						
Sl.No	PTR Requirement	Offered ITCCS as per this RFQ	Ref-1	Ref-2	Ref-3	Ref-4	Ref-5
1	Purchaser's name, address, Tel no, Fax no, email and contact person						
2	Description of the items offered:						
	Please add list of ITCCS items as follows: (Make / Model)						
	ITCCS Hardware Redundancy						
	1) ITCCS Controllers for Governing, Antisurge, Performance, Load sharing Control (As Applicable)		ITCCS for Antisurge Control of Turbine driven Hydrogen Recycle Compressor Train	ITCCS for Antisurge Control (TWO stage) and Performance Control of Turbine Driven Compressor Train	ITCCS for Antisurge Control and Performance / Load sharing Control TWO Turbine Driven Compressor Trains		
	2) ITCCS Engineering for Governing, Antisurge, Performance, Load sharing Control (As Applicable).						
	3) ITCCS Controller Panel (if applicable)						
	4) ITCCS FAT						
	5) ITCCS Erection and Commissioning (Supervision)						
3	Description of item as manufactured & Supplied/ engineered (identify Bidder's scope of work)						
4	Date of order placed						
5	Contractual completion date						
6	Actual completion date/ month & year of commissioning						
7	Reasons of delay if any						
8	Details of major break down till date.						