



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
BHARAT HEAVY ELECTRICALS LIMITED

(भारत सरकार का उपक्रम)

(A GOVERNMENT OF INDIA UNDERTAKING)

कॉर्पोरेट वित्तीय सेवायें विभाग / CORPORATE FINANCIAL SERVICES DEPARTMENT

Phone No.+91 11 6633 7250 / 7255

Fax:+91 11 66337309 / 26001067

No.: AA/FS/19-20/LC/14

Dt.: 11-03-2020

Branch Manager,  
(BHEL Consortium Bank/s)

Kind attention Mr. \_\_\_\_\_

**Sub: Quotes for Opening Letter of Credit**

BHEL needs to arrange following Letter of Credits as detailed below:

S. No.	Vendor / Beneficiary	Material / Project	Amount in EUR *	Sight/ Usance	Validity *
1	M/s Siemens	Udangudi	1,20,15,694	Sight / Confirmed	24-02-2021
2	AG, Germany	Patratu	3,56,06,015		17-07-2021

\*Multiple LCs may be opened as per BHEL requirement subject to cumulative amount stated above. The exact amount and validity of LC shall be informed at the time of opening of LC. Further, LCs shall be opened for a maximum tenor of 12 months at a time and thereafter extended for further period till the final validity date. The LC opening / confirmation charges shall be payable by BHEL based on the amount and validity of LC opened only.

- The details of letter of credit/s is enclosed as **Annexure-A**. The LC needs to be get confirmed by **one of the banks specified in Annexure-B**. Bidders are requested to quote the LC issuance and confirmation charges for the above LC/s. If required, additional limits will be allocated out of overall consortium limits to the successful bidder/s.
- Tenders are invited from Banks as Part-I and Part-II bids.
  - Bidders to submit declaration in Part-I formats as per **Annexure-I**.
  - Bidders to specify the LC charges for the same in the Part-II formats as per **Annexure II A to II B**. BHEL shall not bear any charges not indicated upfront by the bank in their quote. **Bidders may consider a Rate of 1 EUR = Rs. 78.39 for determining the equivalent INR amount of LC value or the charges quoted in Part II bids, if any, in foreign currency. The same shall only be considered for evaluation purposes by BHEL.** However, the actual charges payable to LC issuing bank shall be determined on the basis of prevailing exchange rates on the LC issuance date. BHEL shall not bear any charges not indicated upfront by the bank in their quote.
- In case the Bank wishes to mention any of its conditions / disclaimer the same may be mentioned in **Part I Bids only**. The decision for acceptance / rejection of conditions, if any, mentioned by the bidders shall be at the sole discretion of BHEL. If any of the conditions / disclaimer is stated in Part II Bid, the same shall not be given any cognizance and will be treated as null & void.
- LC issuance shall be subject to RBI guidelines in this regard and accordingly applicable on both BHEL and banks. The successful bidder shall be provided the necessary documents as mutually agreed to by bank and BHEL for opening the LC.
- SUBMISSION OF OFFERS**  
The bids can be submitted by any of the following modes latest by **06-04-2020 (Upto 15:00 Hrs)**
  - EMAIL (as per para 6.1), **OR**



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
BHARAT HEAVY ELECTRICALS LIMITED

(भारत सरकार का उपक्रम)

(A GOVERNMENT OF INDIA UNDERTAKING)

कॉर्पोरेट वित्तीय सेवायें विभाग / CORPORATE FINANCIAL SERVICES DEPARTMENT

Phone No.+91 11 6633 7250 / 7255

Fax:+91 11 66337309 / 26001067

(ii) Sealed Cover and sent through Registered Post or Courier or by Hand (as per para 6.2 )

6.1 Through E-mail

6.1.1 Part-I bid may be submitted through **separate email** for LC **ONLY at the following email id:**  
**technicalbid-corp@bhel.in**

The subject may be mentioned as

**Part-I BID for LC 14 for M/s Siemens AG, Germany (Annexure I)**

6.1.2 Part-II bid may be submitted through **separate email** for LC **ONLY at the following email id:**  
**pricebid-corp@bhel.in**

The subject may be mentioned as

**Part-II BID for LC 14/1 for M/s Siemens AG, Germany (Annexure II A)**

**Part-II BID for LC 14/2 for M/s Siemens AG, Germany (Annexure II B)**

6.1.3 Bids are sent through email with sufficient time margin so as to reach us within given timelines. Bids are sent **ONLY on e-mail ids provided for the purpose and not to any other id of BHEL official.**

6.2 The tender can also be submitted in Separate sealed cover for Part I / PART II as follows:

Envelope 1: **Part-I BID for LC 14 for M/s Siemens AG, Germany (Annexure I)**

Envelope 2: **Part-II BID for LC 14/1 for M/s Siemens AG, Germany (Annexure II A)**

Envelope 3: **Part-II BID for LC 14/2 for M/s Siemens AG, Germany (Annexure II B)**

These envelopes will be put in a larger envelope super scribing on this envelope **“PART I and PART II bids for LC 14 for M/s Siemens AG, Germany”**

6.2.1 **No. and Due date of Tender Opening also must be super scribed on all the envelopes containing Bids/Tenders.** The Tender received after the Due Date and time of Submission are liable to be rejected. The bids shall be addressed to the official inviting tenders by designation (as below) and shall be submitted/dropped in the Tender box **placed at the 5<sup>th</sup> Floor (outside B-Wing)** of BHEL House, Siri Fort, New Delhi.

**Sr. DEPUTY GENERAL MANAGER (FINANCE)**  
**CORPORATE FINANCE-FSD,**  
**BHARAT HEAVY ELECTRICALS LIMITED**  
**SIRI FORT, NEW DELHI-110049.**

In case the envelope contains **more than 1 (One) bid, the bid is liable to be rejected** and shall not be considered for evaluation.

7. Clarifications, if any, on the tender shall be sought by bidders at the following contact details:

Phone No. 011-66337250, 011-66337913 Fax: 011-66337309

Email: sv@bhel.in, nitinarora@bhel.in



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
BHARAT HEAVY ELECTRICALS LIMITED

(भारत सरकार का उपक्रम)

(A GOVERNMENT OF INDIA UNDERTAKING)

कॉर्पोरेट वित्तीय सेवायें विभाग / CORPORATE FINANCIAL SERVICES DEPARTMENT

Phone No.+91 11 6633 7250 / 7255

Fax:+91 11 66337309 / 26001067

8. **BHEL has to bear all LC charges within India and the LC confirmation charges outside India. All other charges outside India except as stated above shall be to beneficiary account and the bank may recover it directly from the beneficiary.**
9. **The offer submitted by a Bank shall be kept valid for acceptance for a period of 2 month from the date of opening of PART II bids.**
10. **Bid Opening** - Part-I bids shall be opened on **06-04-2020 at 15:30 Hrs** in the presence of bidders who may like to be present at that time. In case there is no deviation in Part-I bids, Part II bid is likely to be opened immediately after opening of Part-I bid. However, if bids are received with deviations, the date of opening Part II bids will be intimated subsequently. Bidders are requested to keep in touch with BHEL for knowing the date and time of opening part-II bids.
11. **Evaluation of tender** - The evaluation in respect of each LC will be done separately based on the total charges quoted by the bidders applicable to BHEL alone (as detailed at para 8 above). Bank quoting lowest total Charges for issuing & confirmation of LC in PART II bid, will be declared L-1.

*"In the course of evaluation, if more than one bidder happens to occupy L-1 status, effective L-1 will be decided by soliciting discounts from the respective L-1 bidders.*

*In case more than one bidder happens to occupy the L-1 status even after soliciting discounts, the L-1 bidder shall be decided by a toss / draw of lots, in the presence of the respective L-1 bidder(s) or their representative(s).*

*Ranking will be done accordingly. BHEL's decision in such situations shall be final and binding."*

12. **Award of Contract-** BHEL will award the contract to the successful Bidder(s) whose Bid has been determined qualified and have offered the lowest Bank Charges as evaluated at para 11 above. BHEL reserves the right to award the tender to the evaluated L1 bidder for each LC separately. BHEL shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept or reject any / all tender(s) in part or full without assigning any reason whatsoever. The decision of BHEL in this regard shall be final and binding on all the Banks and there shall not be any objections from any bidder in accepting the same.

Kindly note, that in case you are not interested in submitting the offer for any reasons, you may please send a regret letter indicating reasons for the same within the given timelines.

Thanking you,

Yours Sincerely  
For & on behalf of BHEL

(Nitin Arora)  
Dy. Mgr. (Fin)



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
BHARAT HEAVY ELECTRICALS LIMITED

(भारत सरकार का उपक्रम)

(A GOVERNMENT OF INDIA UNDERTAKING)

कॉर्पोरेट वित्तीय सेवायें विभाग / CORPORATE FINANCIAL SERVICES DEPARTMENT

Phone No.+91 11 6633 7250 / 7255

Fax:+91 11 66337309 / 26001067

Annexure-A

PROPOSED TO BE ESTABLISHED AND OPERATED BY BHEL HEEP HARIDWAR UNIT		
1	Name of the supplier (Beneficiary with full address)	M/S. SIEMENS AG FREYESLEBENTRASSE 1,91058 ERLANGEN GERMANY
2	Order No. and date	PO DATED DEC 2018
3	Materials/Merchandise	660 MW & 800 MW STEAM TURBINE GENERATOR SET ALONG WITH ITS C&I
4	Name of the project for which the material is procured	UDANGUDI, PATRATU
5	Total L.C. value / amount (In foreign currency)	Total EUR 47,621,709 (Rs. 385 crs approx.) Details as per tender.
6	Whether LC is revolving/non revolving	NON REVOLVING
7	Consignee	BHEL, HARDWAR
8	Sight LC or Usance LC	Sight LC Confirmed
9	L.C. to be opened by date (DD/MM/YYYY)	05/05/2020
10	Validity of LC (period in months with date along with reasons for such long period, if any)	AS PER TENDER
11	Delivery terms (Pl. Specify CIF/CFR/FOB etc.)	FOB
12	Available with	LC TO BE AVAILABLE WITH BANKS AS MENTIONED IN ANNEXURE B
13	Advance payments, if any, to be made (details with payment dates)	15% OF PO VALUE, TO BE MADE SEPARATELY
14	LC Confirmation is required or not	REQUIRED
15	In case of Confirmation is required, please mention details of Foreign Bank & Branch)	LC TO BE ADVISED BY BANKS AS PER ANNEXURE B
16	Bank Charges to be borne by BHEL or Beneficiary	ALL LC CHARGES WITHIN INDIA WILL BE BORNE BY BHEL. ALL CHARGES OUTSIDE INDIA WILL BE BORNE BY SIEMENS, EXCEPT LC CONFIRMATION CHARGES OUTSIDE INDIA WHICH WILL BE BORNE BY BHEL.
17	Country of origin	GERMANY
18	Port of delivery	ANY NORTH EUROPEAN SEAPORT
19	Port of discharge	ANY INDIAN SEAPORT
20	Part shipment allowed or not	ALLOWED
21	Insurance	BHEL, HARIDWAR



भारत हेवी इलेक्ट्रिकल्स लिमिटेड  
BHARAT HEAVY ELECTRICALS LIMITED

(भारत सरकार का उपक्रम)

(A GOVERNMENT OF INDIA UNDERTAKING)

कॉर्पोरेट वित्तीय सेवायें विभाग / CORPORATE FINANCIAL SERVICES DEPARTMENT

Phone No.+91 11 6633 7250 / 7255

Fax:+91 11 66337309 / 26001067

Annexure-B

**List of Banks outside India from whom the LC may be confirmed**

1. Citi Bank NA
2. ANZ Bank
3. Commerz Bank
4. Bayerische Landesbank
5. UniCredit Bank
6. SEB AG
7. JP Morgan
8. Barclays Bank

BHEL Ref. No: AA/FS/19-20/LC/14

Date:

**DECLARATION SHEET**

It is hereby confirmed that ..... (name of the bank) -

- a) Accepts all terms and conditions stated in subject tender and agrees to issue the Letter of Credit as per the details provided at **Annexure-A**
- b) Bank agrees to issue the following LCs:

S. No.	Vendor / Beneficiary	Material / Project	Amount in EUR	Sight/ Usance	Validity	Please (✓) Tick Mark against each for which the bank agrees to issue the LC
1	M/s Siemens AG, Germany	Udangudi	1,20,15,694	Sight / Confirmed	24-02-2021	
2		Patratu	3,56,06,015		17-07-2021	

- c) The quote is being provided as per Part-II (**Annexure-IIA to II B**) format. If required, additional limits will be allocated by BHEL out of overall Consortium limits.
- d) LC will be confirmed by ..... (name of Foreign Bank) out of the banks specified in Annexure-B.
- e) No deviation will be taken in the Price Bid format provided in **Annexure IIA to II B**.

(Authorized representative's signature with seal)

Name:.....

Contact No.: .....

Email:.....

BHEL Ref. No: AA/FS/19-20/LC/14/1

DT: \_\_\_\_\_

S. No.	Vendor / Beneficiary	Material / Project	Amount in EUR *	Sight/ Usance	Validity *
1	M/s Siemens AG, Germany	Udangudi	1,20,15,694	Sight / Confirmed	24-02-2021

\*Multiple LCs may be opened as per BHEL requirement subject to cumulative amount stated above. The exact amount and validity of LC shall be informed at the time of opening of LC. Further, LCs shall be opened for a maximum tenor of 12 months at a time and thereafter extended for further period till the final validity date. The LC opening / confirmation charges shall be payable by BHEL based on the amount and validity of LC opened only.

**Remarks:**

1. Banks to quote LC opening and confirmation charges considering LC issuance date as 05-05-2020

**TABLE A (Charges to be considered for Evaluation of Tender)**

The charges to be quoted in Table A below should be excluding taxes

S. No.	Particulars	Indian Bank		Foreign Bank	
		INR	% p.a.	INR	% p.a.
1.	LC Charges for opening/Retirement/Negotiation and confirmation charges				
1.1	Tax on above – Rs. / (%)				
2.	Swift/P&T (Rs.)				
3.	Other Charges if any Rs./ (%)				
4.	Statutory dues (if any) / Rs./ (%)				
5.	Charges to be calculated on the basis of <b>No. of Days / Monthly / Quarterly</b>				
6	Charges will be recovered by bank <b>Quarterly / Annually</b>				
	<b>TOTAL AMOUNT in Rs.</b>				

**TABLE B (Charges that will not be considered for Evaluation of Tender)**

S. No.	Particulars	INR	% p.a.	INR	% p.a.
a	Amendment charges – Financial – Rs. / (%) Non-Financial – Rs. / (%)				
b	In case of extension, Bank Charges to be paid by BHEL on Pro-rata basis for extended period on the basis of <b>No. of Days / Monthly / Quarterly</b>				
c	In case of foreclosure (closed before actual expiry) Bank Charges to be refunded to BHEL on Pro-rata basis on the basis of <b>No. of Days / Monthly / Quarterly</b>				

**Notes:**

- Bidders are required to quote LC issuance charges in absolute INR amount and in (%) terms.
- In case the bidders have quoted only in % terms or in case of any difference between % and absolute amount, charges quoted in % p.a. terms by the bidder will be considered as final. The charges shall be worked out based on terms quoted at Table A (S.No. 1 to 6 above) till the validity date / period and considered for comparison / evaluation purpose.
- Indian Bank Charges excluding GST will be considered for evaluation.
- In case of bidders mentioning “**as applicable**” for taxes on Foreign Bank Charges, the highest of the tax rates as mentioned by other bidders will be applied to compute the charges for evaluation purposes. However, the taxes shall be paid on actual basis at the time of issuance of LC.
- Bidders may specify the Charges for extension of LC/ refund in case of foreclosure of LC. In absence of any specific indication, the charges for extension/ foreclosure shall be paid/ refunded on pro rata basis.
- BHEL shall not bear any charges not indicated upfront by the Bank in their response.
- Bidders have to keep their quotes valid for 2 month from the date of bid submission.

(Signature of the authorized official along with seal)

(To be submitted on the Letterhead of the Bank)

Annexure-II B

BHEL Ref. No: AA/FS/19-20/LC/14/2

DT: \_\_\_\_\_

S. No.	Vendor / Beneficiary	Material / Project	Amount in EUR *	Sight/ Usance	Validity *
1	M/s Siemens AG, Germany	Patratu	3,56,06,015	Sight / Confirmed	17-07-2021

\*Multiple LCs may be opened as per BHEL requirement subject to cumulative amount stated above. The exact amount and validity of LC shall be informed at the time of opening of LC. Further, LCs shall be opened for a maximum tenor of 12 months at a time and thereafter extended for further period till the final validity date. The LC opening / confirmation charges shall be payable by BHEL based on the amount and validity of LC opened only.

**Remarks:**

1. Banks to quote LC opening and confirmation charges considering LC issuance date as 05-05-2020

**TABLE A (Charges to be considered for Evaluation of Tender)**

The charges to be quoted in Table A below should be excluding taxes

S. No.	Particulars	Indian Bank		Foreign Bank	
		INR	% p.a.	INR	% p.a.
1.	LC Charges for opening/Retirement/Negotiation and confirmation charges				
1.1	Tax on above – Rs. / (%)				
2.	Swift/P&T (Rs.)				
3.	Other Charges if any Rs./ (%)				
4.	Statutory dues (if any) / Rs./ (%)				
5.	Charges to be calculated on the basis of <b>No. of Days / Monthly / Quarterly</b>				
6	Charges will be recovered by bank <b>Quarterly / Annually</b>				
	<b>TOTAL AMOUNT in Rs.</b>				

**TABLE B (Charges that will not be considered for Evaluation of Tender)**

S. No.	Particulars	INR	% p.a.	INR	% p.a.
a	Amendment charges – Financial – Rs. / (%) Non-Financial – Rs. / (%)				
b	In case of extension, Bank Charges to be paid by BHEL on Pro-rata basis for extended period on the basis of <b>No. of Days / Monthly / Quarterly</b>				
c	In case of foreclosure (closed before actual expiry) Bank Charges to be refunded to BHEL on Pro-rata basis on the basis of <b>No. of Days / Monthly / Quarterly</b>				

**Notes:**

- Bidders are required to quote LC issuance charges in absolute INR amount and in (%) terms.
- In case the bidders have quoted only in % terms or in case of any difference between % and absolute amount, charges quoted in % p.a. terms by the bidder will be considered as final. The charges shall be worked out based on terms quoted at Table A (S.No. 1 to 6 above) till the validity date / period and considered for comparison / evaluation purpose.
- Indian Bank Charges excluding GST will be considered for evaluation.
- In case of bidders mentioning “as applicable” for taxes on Foreign Bank Charges, the highest of the tax rates as mentioned by other bidders will be applied to compute the charges for evaluation purposes. However, the taxes shall be paid on actual basis at the time of issuance of LC.
- Bidders may specify the Charges for extension of LC/ refund in case of foreclosure of LC. In absence of any specific indication, the charges for extension/ foreclosure shall be paid/ refunded on pro rata basis.
- BHEL shall not bear any charges not indicated upfront by the Bank in their response.
- Bidders have to keep their quotes valid for 2 month from the date of bid submission.

(Signature of the authorized official along with seal)