

BHARAT HEAVY ELECTRICALS LIMITED
(A Government of India Undertaking)
DELHI - 110003

NOTICE FOR
INVITATION OF EXPRESSION OF INTEREST
FOR SELECTION
OF

Partner(s) for jointly addressing the Water and Wastewater projects
in Municipal Segment

INVITATION TO EOI REFERENCE NUMBER:

ID/WB/20/100, Rev 00

LETTER OF INVITATION

Bharat Heavy Electricals Limited (BHEL) invites EOI against this invitation of Expression of Interest (EOI) for selection of Partner(s) for jointly addressing the Water and Wastewater projects in Municipal Segment, India. The scope of this EOI covers the following categories under which the EOI of prospective parties are invited:

Category - A

- Water Treatment Plant (Potable)

Category - B

- Water Distribution Network with associated infrastructures

Category – C

- Sewage Treatment Plant

Category - D

- Sewage Collection Network with associated infrastructures

Category - E

- Tertiary Treatment Plant

Category - F

- Desalination Plant including sea water intake and Brine Outfall system

Category-G

- New/innovative technologies for Potable Water Treatment, Sewage Treatment, Tertiary Treatment and Desalination

The above categories include the Operation & Maintenance (O&M) of the plants as applicable

The prospective partner may submit their EOI in any or all categories mentioned above (A to G) based on their willingness for exclusive association with BHEL.

INDEX

Sl. No.	DESCRIPTION
1	SECTION – 1: DISCLAIMER
2	SECTION – 2: TIMELINES OF EOI PROCESS & CONTACT DETAILS
3	SECTION – 3: ABOUT BHEL
4	SECTION – 4: DETAILS OF EOI
4	SECTION – 5: ELIGIBILITY AND EVALUATION CRITERIA FOR PRE QUALIFICATION
5	SECTION – 6 : CHECK LIST AND ATTACHMENTS

SECTION-1

DISCLAIMER

1. The information contained in this Expression of Interest (Eoi) document is provided to the Prospective Partner(s), by or on behalf of Bharat Heavy Electricals Limited (BHEL) or any of its employees or advisors on the terms and conditions set out in this Eoi document and all other terms and conditions subject to which such information is provided.
2. The purpose of this Eoi document is to provide the Prospective Partner(s) with information to assist the formulation of their EOI. This invitation to Eoi document does not purport to contain all the information that each Prospective Partner may require. This invitation to Eoi document may not be appropriate for all persons, and it is not possible for BHEL, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each Prospective Partner(s) who reads or uses this invitation to Eoi document. Each Prospective Partner should conduct his own investigations and analysis and should check the accuracy, reliability and completeness of the information in this invitation to Eoi document and where necessary obtain independent advice from appropriate sources.
3. BHEL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the invitation to Eoi document.
4. BHEL may at any time, in its absolute discretion, but without being under any obligation to do so, modify, amend or supplement the information in this invitation to Eoi document.
5. The issue of this Eoi does not imply that BHEL is bound to select and shortlist any or all the Prospective Partner(s). Even after selection of suitable Prospective Partner(s) BHEL is not bound to proceed ahead with the participation in any or all business opportunities and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
6. The Prospective Partner(s) shall bear all costs associated with the preparation, technical discussion/presentation and submission of Eoi. BHEL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eoi process.
7. Canvassing in any form by the Prospective Partner(s) or by any other agency on their behalf shall lead to disqualification of their proposals against this invitation to Eoi.

SECTION-2

TIMELINES OF EOI PROCESS & CONTACT DETAILS

A. TIMELINES OF EOI PROCESS

The schedule of activities of the EOI Process shall be as follows -

Sl. No.	Description	Date
1	Issue of invitation to Eoi document	27.02.2020
2	Last date of receipt of Queries, if any	07.03.2020
2	Last date of Submission of Eoi response	27.03.2020

B. CONTACT DETAILS:

All the correspondence shall be marked to the following:

Narendra Kumar General Manager Water Business, Bharat Heavy Electricals Limited (BHEL), Industry Sector, Integrated Office Complex, New Delhi 110003 Tel:011- 41793104 E-Mail: narendra@bhel.in	Ajay Kumar Sr. Manager Water Business, Bharat Heavy Electricals Limited (BHEL), Industry Sector, Integrated Office Complex, New Delhi 110003 Tel: 011- 41793101 / mob.: 8130300993 E-Mail: ajayk@bhel.in
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SECTION – 3ABOUT BHEL

3.1 ABOUT BHEL

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise under ministry of Heavy Industry and Public Enterprises, Government of India. It is an integrated power plant equipment manufacturer and one of the largest engineering and manufacturing companies of its kind in India having a turnover of around US \$ 4.3 billion. The company is engaged in the design, engineering, manufacture, construction, testing, commissioning and servicing of a wide range of products and services for the core sectors of the economy, viz. Power, Transmission, Industry, Transportation, Renewable Energy, Water Management, Oil & Gas and Defence with over 180 product offerings to meet the needs of these sectors.

The energy sector covers Generation, transmission and distribution equipment for hydro, thermal, nuclear and solar photovoltaic. BHEL has been in this business for more than 50 years and BHEL supplied equipment account for about 58% of the total thermal generating capacity in India. BHEL is also listed in stock exchanges of India. The company has 16 manufacturing units, 4 power sector regions, 8 service centres and 15 regional offices besides host of project sites spread all over India and abroad. BHEL has its footprint in all the inhabited continents with references in 82 countries including Malaysia, Oman, Iraq, Syria Sudan, Libya, Cyprus, Malta, Afghanistan, Bangladesh, Bhutan, New Zealand etc. with cumulative overseas installed capacity of BHEL manufactured power plants nearing 10,000 MW.

BHEL's highly skilled and committed manpower of approximately 34,000 employees, the state of art manufacturing facilities and latest technologies, have helped BHEL to deliver a consistent track record of performance. The high level of quality & reliability of BHEL products is a testimony to its adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world including General Electric, Siemens AG, Mitsubishi Heavy Industries Ltd., KHI etc., together with technologies developed in its own R&D centres. BHEL invests more than 2.5% of its turnover on R&D and innovation.

More details about the entire range of BHEL's products and operations can be seen at www.bhel.com.

3.2 ABOUT INDUSTRY SECTOR

Industry Sector segment provides comprehensive solutions for Captive Power Generation, Transmission, Transportation, Renewable Energy, Energy Storage, Water Management, Defence & Aerospace, Industrial Products (Oil & Gas) and Electrical machines.

Design, manufacture, supply and services are offered for a broad range of systems and individual products, such as coal and gas-based captive power plants (including cogeneration and combined cycle plants), industrial boilers and auxiliaries, waste heat recovery boilers, gas turbines, heat recovery steam generators, steam turbines and auxiliaries, pumps, HT motors, centrifugal compressors, drive turbines, oil rigs, well heads and X-mas trees, valves, transformers, reactors, switch gear, insulators, photo voltaic modules, Ground mounted and roof top solar PV plants, Solar PV powered pumps for drinking water, energy storage system, space grade solar batteries for satellite application, water

treatment plants, cryogenic systems, electric locomotives, electrical propulsion systems, e-mobility, and strategic equipment for defence forces.

BHEL offers turnkey Solutions from concept to commissioning for various feed water characteristics ranging from pre-treatment to tertiary treatment in water segment, including Pre Treatment Plants, Desalination Plants, Demineralization (DM) Plants, Membrane Based Treatment Systems, Effluent Treatment Plants (ETP), Tertiary Treatment plants (TTP), Sewage Treatment Plants (STP), Zero Liquid Discharge (ZLD) Systems etc.

BHEL also has dedicated Pollution Control Research Institute (PCRI), which supports in performance evaluation of the different treatment plant, assessment of water/effluent/sewage characteristics and Water Audits etc. BHEL has executed number of water treatment plants in various power stations and industries.

SECTION – 4

DETAILS OF EXPRESSION OF INTEREST

4.1 OBJECTIVE OF EoI:

The objective of this EoI is to select Suitable Partner(s) for exclusive tie-up for jointly addressing the business opportunities for Water and Wastewater projects in Municipal Segment in India. Joint Association Agreement (JAA)/Memorandum of Association (MOA) will be signed with the selected Partner(s) for an initial period of 5 years which may be suitably extended based on mutual agreement. Brief scope of work and services and responsibilities of BHEL and the Partner(s) shall be finalised in the JAA / MOA.

The JAA / MOA will be an opportunity for the partner(s) to work with India's one of the largest engineering and manufacturing enterprise. In case business opportunities so desire, BHEL & Partner(s) will enter into JV/ SPV or any other mode of association to address the business opportunities, subject to approval of their respective management.

4.2 INSTRUCTIONS

4.2.1 Exclusivity:

- (a) Selected Partner(s) shall exclusively address the water and wastewater projects with BHEL in municipal segment. BHEL & Partner(s) will jointly address all the business opportunities, however, if for any specific business opportunity, either of the party do not wish to participate, such party shall so intimate in writing to the other party. After receipt of such intimation, other party is free to pursue such business opportunities either individually or with any other third party. The party who has shown their unwillingness to participate in the specific business opportunity, that party shall not address such particular business opportunity either individually or with some other party.
- (b) Selected Partner(s) or their parent firm/associates/affiliates cannot directly or indirectly address the business opportunities either individually or in association with other parties in India.

4.2.2 Language of proposal: All correspondences and documents related to EOI submission shall be in English language, provided that any printed literature furnished by the Prospective Partner(s) may be written in another language, as long as such literature is accompanied by a translation of its pertinent passages in English language in which case, for purposes of interpretation of the proposal the English translation shall govern.

4.2.3 EOI submission in Joint Ventures/ Consortiums etc. are not allowed. Subsidiaries submitting their EOI based on their parent organizations credentials shall submit an unconditional undertaking /declaration from their parent company to support their subsidiaries/BHEL in all respect as per customer requirements. The draft of undertaking / declaration is placed at Annexure – 8

4.2.4 A prospective partner (s) requiring any clarification to the EOI documents may notify the same through e-mail or by post at the address indicated in Section 2 of this EOI. BHEL will respond to any request for clarification or modification of the EOI that it receives within specified time. BHEL will post the Clarifications on its website and Bidders can view these clarifications once they are posted. prospective partner (s) are also advised to regularly website regarding posting of clarification, if any.

4.2.5 BHEL at their sole discretion may inspect the Prospective Partner works/office/reference project sites etc. for the purpose of evaluation, if required.

4.2.6 Signing of EOI / Application

Prospective partner(s) must be registered under relevant applicable Indian/ foreign laws and in case of foreign business entity it must be authorised by the global principal to operate in India, if applicable. The Prospective partner(s) shall submit the EOI documents authenticated by an authorised person from any of its offices who will be interacting with BHEL during evaluation of bid. The EOI submitted by Prospective partner(s) shall not contain any section like "clarifications / as orally told / to be discussed / interpretation and assumptions". All pages of the EOI documents including formats and annexures, and all pages of this Invitation of EOI documents together with subsequent clarifications / corrigendum issued shall be duly signed, dated and stamped by the authorised signatory. The authorisation to sign the documents must be confirmed by a written power of attorney accompanying the EOI application as per Annexure - 9

4.2.7 Bid Submission Guidelines

The bidder shall submit their bids either in the tender box placed at reception of the BHEL, Industry Sector, Integrated Office Complex, Lodhi Road, New Delhi - 110003 or send the same by Pre-paid registered post or by recognised courier so that they are received on / or before 14:00 Hrs on EOI submission due date. In exceptional cases, where due to bulky size of the documents, it is not possible to drop the bid in the tender box, the bid documents can be handed over to the contact person indicated in Section – 2.

The EOI shall be submitted in One Original and 3 Copies in separate envelop indicating as Original and Copy. All the four envelop (One Original and 3 Copies) shall be kept in one sealed envelope and all the envelops shall be superscripted with "EOI for Selection of Partner(s) for jointly addressing the Water and Wastewater projects in Municipal Segment" along with EOI reference number, submission date, name & address of the Prospective Partner.

4.3 ELIGIBILITY CONDITIONS FOR PROSPECTIVE PARTNER(S)

4.3.1 Prospective Partner(s) may have the nationality of any country. The Prospective Partner(s) shall be deemed to have the nationality of a country if the Prospective Partner(s) is constituted, incorporated or registered and operates in conformity with the provisions of the laws of that country, as evidenced by its articles of incorporation or documents of constitution, and its registration documents.

- 4.3.2 The Prospective Partner(s) can be Private, Public or Government owned legal entity. Government entity shall be eligible only if they can establish that:
- I. They are legally and financially autonomous, and
 - II. They operate under commercial law
- 4.3.3 Only those Prospective Partner(s) can participate in this Eol, who wish to exclusively tie-up with BHEL strictly as per clause no. 4.2.1 above.
- 4.3.4 Prospective Partner(s) which has been barred/blacklisted by the Central/State Governments or by any entity controlled by Central/State Governments from participating in any project, as on date of submission of Eol, shall not be eligible to submit the Eol.
- 4.3.5 Prospective Partner(s), who has been barred/blacklisted by the World Bank, Japan International Cooperation Agency (JICA) or any other International Financing Institution, from participating in any project, as on date of submission of Eol, shall not be eligible to submit the Eol.
- 4.3.6 Prospective Partner(s) who has been expelled from any project or contract by any Government/Semi Government entity in last 5 years, prior to date of submission of Eol, shall not be eligible to submit the Eol.
- 4.3.7 Prospective Partner(s) shall have to support the Scope / technology developed by BHEL or its technology provider/ other Partner(s) in all cases.
- 4.3.8 In case of international Prospective Partner(s), Prospective Partner(s) shall obtain security clearances from Govt. of India i.e. Ministry of Home Affairs or from any of its department and provide the same with Eol response or prior to enter into JAA/ MOU with BHEL.

4.4 PROCESS TO BE CONFIDENTIAL:

Information relating to the examination, clarification, evaluation and comparison of Eols and recommendations shall not be disclosed to Prospective Partner(s). Any effort by Prospective Partner(s) to influence BHEL in this regard may result in the rejection of the proposal.

4.5 MISCELLANEOUS:

4.5.1 Right to accept or reject any or all Applications:

- i. Notwithstanding anything contained in this invitation to Eol, BHEL reserves the right to accept or reject any EOI and to annul the Eol Process and reject all EOI's, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof.
- ii. BHEL reserves the right to disqualify any Prospective Partner during or after completion of Eol process, if it is found there was a material misrepresentation by any such Prospective Partner or the Prospective Partner fails to provide within the specified time, supplemental information sought by BHEL.

iii. BHEL reserves the right to verify all statements, information and documents submitted by the Prospective Partner in the EoI. Any such verification or lack of such verification by BHEL shall not relieve the Prospective Partner of his obligations or liabilities hereunder nor will it affect any rights of BHEL.

4.5.2 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 this EoI process.

SECTION- 5

ELIGIBILITY AND EVALUATION CRITERIA FOR PREQUALIFICATION

The determination of eligibility will take into account the experience and past performance of the Prospective Partner(s); it will be based upon an examination of documentary evidence submitted by the Prospective Partner(s) as well as such other information, as BHEL deems necessary and appropriate.

5.1 ELIGIBILITY CRITERIA: TECHNICAL

No.	Subject	Requirement	Marking	Document Submission requirement		
1.	Nationality	Any country	-----	Annexure -1		
2.	Eligibility	In line with the clause 4.3 of this EOI	Must Meet Requirement	Annexure -2		
Category – A		Requirement	Marking (X means Multiplication)	Document Submission requirement		
	Water Treatment Plant (Potable) based on Clarification / Filtration / membrane technology or combination these systems	EPC experience (Design, Engineering, Procurement, Construction and commissioning)	i.	One number of Water Treatment Plant (Potable) of minimum 50 MLD capacity commissioned within last 5 Years	Must Meet Requirement	Annexure 4 and 6
ii.			Total Numbers of Water Treatment Plants (Potable) commissioned in last 5 Years (Plants of capacity more than or equal to 25 MLD to be considered)	2 Mark X Cumulative MLD Capacity of Plants + 5 Mark X Total no. of Plants + 1 Mark X (Highest Capacity plant MLD-50 MLD)	Annexure 4 and 6	
iii.			Total Numbers of Water Treatment Plants (Potable) which are not commissioned but under execution as on last date of EOI submission (Plants of capacity more than or equal to 25 MLD will to be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity	Annexure 5 and 6	

					plant MLD- 50 MLD)	
		Specific O&M experience (Comprehensive Operation and Maintenance)	iv.	O&M of at-least one number of Water Treatment Plants (Potable) having minimum capacity of 50 MLD for continuous period of 1 Year within last 5 years.	Must Meet Requirement	Annexure 4 and 7
<u>Category-B</u>						
	Sewage Treatment Plant	EPC experience (Design, Engineering, Procurement, Construction and commissioning)	i.	One number of Sewage Treatment Plants of minimum 30 MLD capacity with secondary treatment based on biological process of proven technology ^(Note-1) with treated sewage quality meeting the Guaranteed norms, Commissioned within last 5 Years	Must Meet Requirement	Annexure - 4 and 6
			ii.	Total Number of Sewage Treatment Plants with secondary treatment based on biological process of proven technology ^(Note-1) with treated sewage quality meeting the Guaranteed norms Commissioned within last 5 Years (Plants of capacity more than or equal to 15 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 30 MLD)	Annexure -4 and 6
			iii.	Total Number of Sewage Treatment Plants with secondary treatment based on biological process of proven technology (Note-1) with treated sewage quality meeting the Guaranteed norms under execution as on last date of EOI submission (Plants of capacity more than or equal to 15 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 30 MLD)	Annexure - 5 and 6

			iv.	Number of sludge based power generation system in sewage Treatment plant (more than 100 KW) Commissioned within last 5 Years / under execution as on EOI closing date.	2 Mark X Cumulative Capacity of Plants (in KW) + 5 Mark X No. of Projects	Annexure - 5 and 6
		O&M experience (Comprehensive Operation and Maintenance)	v.	O&M of one number of Sewage Treatment Plant with secondary treatment based on biological process of proven technology ^(Note-1) with effluent Treated sewage quality meeting the guaranteed norms completed with minimum capacity of 30 MLD for continuous period of 1 Year within last 5 years.	Must Meet Requirement	Annexure - 4 and 7
Category – C						
	Water Distribution Network with associated systems / Structures i.e. Ground Service Reservoirs, Elevated Service Reservoirs, Pumping systems, Water Metering etc. in any Combination	Specific EPC experience (Design, Engineering, Procurement, Construction and commissioning)	i.	One number of Water Distribution Network project of minimum value of 50 Crs. commissioned within last 5 years	Must Meet Requirement	Annexure -4 and 6
			ii.	Numbers of Water Distribution Network projects commissioned within last 5 years (Projects of value more than or equal to 25 Crs. will only be considered)	2 Mark X Cumulative value of the projects in Rs. Crs. + 5 Mark X No. of Projects + 1 Mark X (Highest value of the project in Rs. Crs. – 50 Crs.)	Annexure -4 and 6
			iii.	Numbers of Water Distribution Network projects under execution as on last date of submission of EOI (Projects of value more than or equal to 25 Crs. will only be considered)	2 Mark X Cumulative value of the projects in Rs. Crs. + 5 Mark X No. of Projects + 1 Mark X (Highest value of the project in Rs. Crs. – 50 Crs.)	Annexure -5 and 6
			iv.	Number of water Intake systems commissioned within last 5 years (Plants of capacity more than or equal to 25 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No.	Annexure -4 and 6

					of Projects	
			v.	Number of water Intake systems under execution as on last date of submission of EOI (Plants of capacity more than or equal to 25 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects	Annexure -5 and 6
Category – D						
	Sewage Collection Network	Specific EPC experience (Design, Engineering, Procurement, Construction and commissioning)	I.	One number of Sewage Collection Network project of minimum value of 50 Crs. commissioned within last 5 years	Must Meet Requirement	Annexure -4 and 6
			II.	Numbers of Sewage Collection Network project commissioned within last 5 years (Projects of value more than or equal to 25 Crs. will only be considered)	2 Mark X Cumulative value of the projects in Rs. Crs. + 5 Mark X No. of Projects + 1 Mark X (Highest value of the project in Rs. Crs. – 50 Crs.)	Annexure -4 and 6
			III.	Number of Sewage Collection Network project under execution as on last date of submission of EOI (Projects of value more than or equal to 25 Crs. will only be considered)	2 Mark X Cumulative value of the projects in Rs. Crs. + 5 Mark X No. of Projects + 1 Mark X (Highest value of the project in Rs. Crs. – 50 Crs.)	Annexure -5 and 6
Category – E						
	Tertiary Treatment Plant consisting of UF / UF and RO	Specific EPC experience (Design,	I.	One number of Tertiary Treatment Plant on Municipal sewage waste water commissioned within last 5 Year having minimum capacity of 30 MLD plant	Must Meet Requirement	Annexure -4 and 6

		Engineering, Procurement, Construction and commissioning)	II.	Numbers of Tertiary Treatment Plants on Municipal sewage waste water commissioned within last 5 Years (Plants of capacity more than or equal to 15 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 30 MLD)	Annexure -4 and 6
			III.	Numbers of Tertiary Treatment Plants on Municipal sewage waste water under execution as on last date of submission of EOI (Plants of capacity more than or equal to 15 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 30 MLD)	Annexure -5 and 6
		Specific O&M experience (Comprehensive Operation and Maintenance)	IV.	O & M of Tertiary Treatment Plant with UF and RO based technology on Municipal sewage waste water commissioned having minimum capacity of 30 MLD for continuous period of 1 Years within last 5 years.	Must Meet Requirement	Annexure -4 and 7
Category – F						
	Desalination	Specific EPC experience (Design, Engineering, Procurement, Construction and commissioning)	i.	One number of Sea water desalination plant based on Reverse Osmosis technology including sea water intake and brine outfall system commissioned within last 5 Years having minimum capacity of 50 MLD	Must Meet Requirement	Annexure -4 and 6
			ii.	Numbers of Sea water desalination plants on Reverse Osmosis technology including sea water intake and brine outfall system commissioned within last 5 Years (Plants of capacity more than or equal to 25 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 50 MLD)	Annexure -4 and 6

			iii.	Number of Sea water desalination plants on Reverse Osmosis technology including sea water intake and brine outfall system under execution as on date of EOI submission (Plants of capacity more than or equal to 25 MLD will only be considered)	2 Mark X Cumulative Capacity of Plants (in MLD) + 5 Mark X No. of Projects + 1 Mark X (Highest Capacity plant MLD- 50 MLD)	Annexure -5 and 6
		Specific O&M experience (Comprehensive Operation and Maintenance)	iv.	O&M of One number of Sea water desalination plants on Reverse Osmosis technology commissioned with minimum capacity of 50 MLD for continuous period of 1 Years within last 5 years.	Must Meet Requirement	Annexure -5 & 7
Category G						
	New/innovative technologies for Potable Water Treatment, Sewage Treatment, Tertiary Treatment and Desalination		i.	If any new / Innovative proven technology (under discretion of BHEL) is proposed by any prospective partner which materially improve the overall efficiency of the plant in terms of Recovery, Auxiliary Power Consumption, Foot prints, Output Guarantee etc., such technology of the prospective partner will be empanelled in BHEL. Relationship with such prospective partner will be non-exclusive and provision of the clause 4.2.1 will not be applicable. Such technology will be selected for any business opportunities based on the merit / suitability of the technologies for the business opportunity.		

5.1.1 Notes:

1. Sewage Treatment Technology should be Including biological secondary treatment process OR any other biological process excluding
 - Oxidation pond (facultative/anaerobic/aerobic)
 - Aerated Lagoons
 - Trickling filters
 - Oxidation ditch
 - Rotating Biological Contactors (RBC)
 - Upward Anaerobic Sludge Blanket (UASB)
 - Waste Stabilization Pond (WSP)

2. Capacity of the plant is the installed output capacity of the plant
3. 5-year time period for reference projects for eligibility shall be considered from the last date of submission of EOI.
4. For each Reference Project submitted as Eligible Experience the Prospective Partner(s) shall submit the following as per the formats provided in Forms.
 - Duly Notarized Performance Certificate from the concerned client on client's letter head in the format provided.
 - Duly notarized copy of work order / extract of contract confirming the scope of work.
 - In case a particular project has been jointly executed by the Prospective Partner(s) as part of a JV/ Consortium, the Prospective Partner(s) shall further support its claim by producing a certificate from its Statutory Auditor or the client to substantiating its claim for scope or financial value.
5. The referred plants for eligibility should be newly constructed plants. The refurbished / augmented /expanded plants shall not be considered.

5.2 PREQUALIFICATION CRITERIA- FINANCIAL: Must Meet Criteria

5.2.1 Average Annual Turnover: The_Minimum average annual Turnover for the last 5 (Five) years, shall not be less than INR 50 Crore

5.2.2 Net worth: The Net Worth of the Bidder as on the last day of the preceding financial year should not be less than 50% of its paid-up share capital.

5.2.3 The partner should have earned profit in any 2 years within last 5 financial years

5.3 EVALUATION METHODOLOGY:

- EOI of the Prospective Partner(s) who do not meet the Must meet Requirement shall not be considered for evaluation.
- Prospective Partner may choose to associate with BHEL for all or any of the categories i.e. A, B, C, D, E & F. Evaluation shall be done based on the marks provided to each partner as defined above.
- Each prospective partner shall be evaluated based on the marks obtained by them in each category. However, BHEL shall have full discretion in finalizing the number of partner(s) to meet its need of comprehensively addressing the municipal segment.
- BHEL will evaluate the EOI of the partners based on the submitted reference projects at the time of EOI submission in first instance itself. No additional / replacement of project is allowed after submission of the EOI. Only the information/ documents of the projects already submitted if required, can substantiated after submission of EOI.

EoI FORMS

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure - 0

Check List for Documents to be submitted along with Eoi

Submission of Eoi: - List of documents to be submitted as part of Eoi:

Prospective Partner(s) should submit following documents along with their Proposal.

Sl. No.	Document Description	Filled in Formats to be Submitted with Proposal	Bidder's confirmation (Yes / No)
1.	Covering Letter	Annexure - XXX	
2.	Power of Attorney	supported by Board resolution Annexure-9	
3.	General information	Annexure -1	
4.	Undertaking	Annexure -2	
5.	Financial Information of last 5 years5 years (Annual Audited Financial Statements including Auditors report in case of company)	Annexure -3	
6.	List of Executed Projects	Annexure - 4	
7.	Current Commitments	Annexure - 5	
8.	Project Details each Project (EPC Experience)	Annexure - 6	
9.	Project Details each Project (O&M Experience)	Annexure -7	
10.	Comfort Letter from parent organization (If Applicable)	Annexure-8	
11.	Duly signed and stamped copy of this EOI documents along with Clarification and Amendments	_____	

Signed and stamped by authorized signatory

Format for Covering Letter
[On the Letterhead of the Prospective Partner]

Ref.

Dated

To,
Sr. Manager
Water Business,
Bharat Heavy Electricals Limited (BHEL),
BHEL Industry Sector, Integrated Office Complex
Lodhi Road, New Delhi - 110003

Subject: Submission of Expression of Interest (Eoi)

Ref: EOI Reference no. ID/WB/20/100 Dated 27.02.2020

Sir,

We would like to associate as Partner with BHEL for addressing the Water and Wastewater projects in Municipal Segment for the following categories:

Sr. No.	Categories	To associate as exclusive partner (Yes / No)
1	Category -A • Potable Water Treatment Plant	
2	Category -B • Sewage Treatment Plant	
3	Category -C • Water Distribution Network with associated Structures i.e. Ground Service Reservoirs, Elevated Service Reservoirs, Pumping systems, Water Metering etc. in any Combination	
4	Category -D • Sewage Collection Network	
5	Category - E • Tertiary Treatment Plant	
6	Category - F • Desalination Plant including intake and Brine Outfall system	
7	Category-G • New/innovative technologies for Potable Water Treatment, Sewage Treatment, Tertiary Treatment and Desalination	

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

I, _____(Name of Authorized Signatory)hereby certify that all the information and data furnished with regard to the this EOI No. ID/WB/20/100 Dated 27.02.2020 are true and complete to the best of my knowledge I have gone through the specification, terms and conditions and stipulations in detail and agree to comply with the requirements and intent of specifications.

I hereby certify that all the documents submitted by us in support of the possession of “qualifying requirements” are true copies of the original and are fully compliant required for qualifying/applying in the EOI process and shall produce the original of the same as and when required by Bharat Heavy Electricals Limited

I hereby further confirm that no tampering has been done with the documents submitted in support of our qualification as prospective partner. I understand that at any stage (during the EOI process or later) if it is found that fake/ false/ forged qualifying / supporting documents / certificates were submitted, it would lead to summarily rejection of our EOI/ termination of any subsequent of agreements. BHEL shall be at liberty to initiate other appropriate actions as per the terms of the EOI or other extant policies of Bharat Heavy Electricals Limited.

I, further certify that I have been duly authorized by my company for signing and submission of bids and all other documents.

Yours faithfully,

(Signature of Authorized Signatory)

Name:

Designation:

Address:

Place:

Date:

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 1 – General Information

Date:

legal name of company	
Country of constitution:	
Year of constitution:	
legal address in country of constitution:	
Attached are copies of original documents of	
<ul style="list-style-type: none">o Articles of Incorporation or Documents of Constitution, and documents of registration of the legal entity named above.	

(Signature of Authorized Signatory)

Name:

Designation:

Address:

Date:

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 2

Declaration for eligibility as per clause 4.3
(on non-judicial stamp paper of appropriate value)

We, (1) Mr _____ and (2) Mr. _____ aged (1) yrs., (2) yrs., respectively; Directors / Power of Attorney holder of the Firm / Company having its office at _____ hereby gives an UNDERTAKING as under:

AND WHEREAS the BHARAT HEAVY ELECTRICALS LIMITED had published the Expression of Interest for selection of Partner(s) for addressing the Water and Wastewater projects in Municipal Segment

And WHEREAS, we want to participate in the said EOI procedure, we hereby give an undertaking as hereinafter appearing: -

- We hereby agree and undertake that our Firm/Company is government owned legal entity and we are legally and financially autonomous, and operate under commercial law (Strike down if not applicable)
- We hereby agree and undertake that our Firm/Company wish to exclusively tie-up with BHEL and we also confirm that our associates/affiliates (inclusive of parent firms) cannot directly or indirectly address the business opportunities either individually or in association with other parties in India during the currency of association agreement.
- We hereby agree and undertake that our Firm/Company is not barred or Blacklisted or put on holiday list by any Government, Semi Government & Government Under-taking and any Multilateral Funding Agency, urban local body in India or abroad etc., as on date of submission of Eol.
- We hereby agree and undertake that our Firm/Company is not expelled from any project or contract by any public entity in the last 3 years prior to submission of Eol.
- We hereby agree and undertake that our Firm/Company has obtained the security clearances from Govt. of India i.e. Ministry of Home Affairs or from any of its department and provided along with this proposal
- We hereby further agree and undertake that, at any stage of Eol Process if the said information is found incorrect, it should be lawful for BHEL to forthwith debar us from the Eol process and initiate appropriate penal action.

The undertaking is binding upon us/our heirs, executor's administrators and assigns and/or successor and assigns.

Place
Date:

Directors/POA Holder
(Seal of Firm/Co.)

Identified by me,
BEFORE ME

Annexure – 3
Financial Information

Date: [insert day, month, year]

Legal Name: [insert full name]

1. Financial Data

Financial information in (INR equivalent)					
	2014-15	2015-16	2016-17	2017-18	2018-19
Net Worth (NW)					
Total Turnover					
Profits Before Taxes (PBT)					

* Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the last date of applicable financial year

2. Financial documents

The Prospective Partner shall provide copies of the financial statements including balance sheets with all notes and related income statements for 5 years

(Signature & Seal)

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 4

List of Commissioned / completed Projects in last 5 years

Date:

Prospective Partner 's Legal Name:

Prospective Partner should provide information of their executed projects

Sl	Project	Customer, contact address/ Tel./ Fax	Value of order	Capacity of the Plant (MLD)	Date of order	Actual Commissioning Date
Category –A						
1						
2						
N						
Category –B						
1						
2						
N						
Category –C						
1						
2						
N						
Category –D						
1						
2						
N						
Category –E						
1						
2						
N						
Category –F						
1						
2						
N						
Category –G						
1						
2						
N						

*Only INR to be considered. Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the date of order/LOA/PO/WO etc.

(Signature & Seal)

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Notes:

- Annexure No. 6 and 7 are to be filled for each project
- Duly notarized Work order / PO / Letter of Award to be submitted for each project
- Duly notarized Performance Certificate from customer to be submitted for each project

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 5
List of Projects under execution

Date:

Prospective Partner 's Legal Name:

Prospective Partner should provide information of their projects under execution:

Sl	Project	Customer, contact address/ Tel./ Fax	Value of order	Capacity of the Plant (MLD)	Date of order	Estimated Commissioning date
Category –A						
1						
2						
N						
Category –B						
1						
2						
N						
Category –C						
1						
2						
N						
Category –D						
1						
2						
N						
Category –E						
1						
2						
N						
Category –F						
1						
2						
N						
Category –G						
1						
2						
N						

*Only INR to be considered. Where values are in foreign currency, exchange rate for conversion to INR shall be as published by Reserve Bank of India as on the date of order/LOA/PO/WO etc.

(Signature & Seal)

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Notes:

- Annexure No. 6 and 7 is to be filled for each project
- Duly notarized Work order / PO / Letter of Award to be submitted for each project

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 6

Details for Each project (Completed / Under execution)

Date:

Prospective Partner 's Legal Name

Reference Project No.	Information				
Name of the Project:					
Name of the customer					
Location (Postal Address of the Facility)					
Capacity of the Plant (MLD / KM)):					
Treatment process provided					
Date of Award					
Date of Commissioning/Expected date of commissioning					
Role in Contract <i>[check the appropriate box]</i>	Design & Engineering <input type="checkbox"/>		Construction & Commissioning Prime Contractor <input type="checkbox"/> Sub Contractor <input type="checkbox"/>		
Contract value	<i>[insert total contract amount in local currency]</i>		INR <i>[insert Total contract amount in INR equivalent]</i>		
If Party in a JV, specify participation of total contract amount	<i>[insert a percentage amount]</i>	<i>[insert total contract amount in local currency]</i>	<i>[insert total contract amount in INR equivalent]</i>		
<i>FOR SEWAGE TREATMENT PLANT- STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works					
Scope of Works	Design	Supply	Civil	Erection	O&M

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract:	Lump sum Turnkey		PPP		
	Yes/No		Yes/No		
Preliminary and Primary Treatment	Yes/No.				
Secondary Treatment	Yes/No.				
Sludge Treatment & Anaerobic digestion	Yes/No.				
Biological Nutrient Removal	Yes/No.				
Power generation	Yes/No.				
Performance					
Did the plant meet the effluent and performance requirements at handing Over?	Parameter (add/delete to suit project)	Designed Value			Achieved value
	BOD (mg/l) pH				
	COD (mg/l)				
	TSS (mg/l)				
	Fecal coliAnnexure (MPN/100 ml)				
Any sludge treatment provided?		Class of sludge after treatment as per EPA -----.			
Any power generation?		Power generated ----- KW			
Does the plant continue to meet the above effluent and performance requirements?					
<i>FOR POTABLE WATER TREATMENT PLANT - STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works					
Scope of Works	Design	Supply	Civil	Erection	O&M
	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract	Lump sum Turnkey		PPP		
	Yes/No		Yes/No		
Whether Intake is part of the Project	Yes/No.				
Preliminary and Primary Treatment	Yes/No.				
Secondary Treatment	Yes/No.				
Tertiary Treatment	Yes/No.				
Performance					
Did the plant meet the Treated Water Parameters and performance requirements at Taking Over?	Parameter (add/delete to suit project)	Designed values			Achieved values
	Specify Parameters				

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

<i>FOR WATER DISTRIBUTION: STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works	Design	Supply	Civil	Erection	O&M
	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract:	Lump sum Turnkey			PPP	
	Yes/No			Yes/No	
Piping	Metallic		----- KM (More than 100 NB)		
	Non Metallic		----- KM (More than 100 NB)		
Cumulative ESR Capacity	----- Lakh Liter				
Cumulative GSR Capacity	----- Lakh Litre				
Cumulative Pump- Motor Rating	----- HP				
House Connections	----- Nos.				
<i>FOR SEWERAGE NETWORK : STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works	Design	Supply	Civil	Erection	O&M
	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract:	Lump sum Turnkey			PPP	
	Yes/No			Yes/No	
Sewerage Line (SWG/ RCC/ HDPE)	----- KM (More than 250 NB)				
Manholes	----- Nos.				
<i>FOR TERTIARY TREATMENT : STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works	Design	Supply	Civil	Erection	O&M
	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract:	Lump sum Turnkey			PPP	
	Yes/No			Yes/No	
Influent	<i>Industrial Waste/ Sewage</i>				
Output Usage of Tertiary Treated Water					
Preliminary and Primary Treatment	Yes/No.				
Secondary Treatment	Yes/No.				
Tertiary Treatment	Process Details				
<i>FOR DESALINATION PLANT : STRIKE OUT IF NOT APPLICABLE</i>					
Scope of Works	Design	Supply	Civil	Erection	O&M
	Yes/No.	Yes/No.	Yes/No.	Yes/No.	Yes/No.
Nature of Contract:	Lump sum Turnkey			PPP	
	Yes/No			Yes/No	
Influent TDS					
Output Usage of Desalination Plant					

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Output TDS		
Whether Intake is part of Desalination Plant	Yes	<i>No</i>
	Type of Intake	<i>Not Applicable</i>
Intake Pipeline details	Material / Dia	
Whether Brine Outfall System is part of Desalination Plant	YES / NO	
Preliminary and Primary Treatment	Provide Details	
Secondary Treatment	Provide Details	
Tertiary Treatment	Provide Details	

Declaration (*by party*):

I hereby declare and confirm that the above information is truthful and correct. I understand that in case that this information is found to be false or misleading, we will be liable to be disqualified from the process and the BHEL shall reserve the right to initiate appropriate action.

Signature & Seal:
Authorized Signatory of the Party

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Annexure – 7

Specific Experience in Key Activities in Operation & Maintenance

Date:

Legal Name:

Reference Project No. <i>[insert number] of [insert number of similar contracts required]</i>	Information		
Name of the Project:			
Location(Postal Address of the Facility)			
Contract Identification			
Installed capacity (MLD):			
O & M Contract Award date			
O & M Contract Commencement date			
O & M Contract Completion date			
Role in Contract <i>[check the appropriate box]</i>	Prime Contractor <input type="checkbox"/>	Sub-Contractor <input type="checkbox"/>	
Total O & M Contract Amount	<i>[insert total contract amount in local currency]</i>	INR <i>[insert total contract amount in INR equivalent]</i>	
If partner/member in a JV, or subcontractor, specify participation in total contract amount	<i>[insert a percentage amount]</i>	<i>[insert total contract amount in local currency]</i>	<i>[insert total contract amount in INR equivalent]</i>
Customer's Name:			
Address:			
Telephone/fax number			
E-mail:			

EOI Reference Number: ID/WB/20/100 Dated 27.02.2020

Description of the similarity in accordance with Sub-Factor 4.3(b):	
1. Physical size	

Declaration

I hereby declare and confirm that the above information is truthful and correct. I understand that in the case that this information is found to be false or misleading, we will be liable to be disqualified from the process and the BHEL shall reserve the right to initiate appropriate action.

Signature & Seal:
Authorized Signatory of the Party

Annexure – 8

Comfort Letter from Parent Organization of the subsidiary

To,

(Write Name & Address of officer of BHEL inviting the Tender)

Dear Sir/ Madam,

Sub: Comfort Letter

We hereby confirm that, for the joint association agreement/ memorandum of Association (MoA) under EOI no. ID/ WB/20/100 for selection of Partner(s) for jointly addressing the Water and Wastewater projects in Municipal Segment by BHEL, _____ (the name of Patent company) is willing to provide access to technical knowhow, technology, Resources, past experience, proven track record etc. to (Name of Subsidiary Company) who is submitting the EOI to BHEL against the above referred invitation to EOI to BHEL.

On behalf of [name of the
Parent company]
[Signature & seal]
Place & date

Signature & seal of CEO/ country
head/ Director/ equivalent

Place & date

ANNEXURE-9
POWER OF ATTORNEY

(To be typed on non-judicial Stamp Papers of appropriate value as applicable and notarised)

Know all mean by these presents that I/we do hereby make, nominate, constitute and appoint Mr. [.] Whose signature given below herewith to be true and lawful Attorney of M/s [.] hereinafter called 'company' for submitting bid / entering into contract and inter alia, sign execute all papers and to do necessary lawful acts on behalf of company with M/s Bharat Heavy Electricals Ltd, Industry Sector, Integrated Office Complex, Lodhi Road New Delhi-110003 in connection with EOI no. ID/WB/20/100

And the company do hereby agree to ratify and confirm all acts, deeds, things of proceedings as may be lawfully done by the said attorney and by or on behalf of the company and in the name of the company, by virtue of the powers conferred herein and the same shall be binding on the company and shall have full force and effect.

In witness where of the common seal of the company has been hereunto affixed in the manner hereinafter appearing on the Document.

Place & date	CEO/Country Head/Director/ Equivalent
Witness	Signature of Mr/Ms..... (Attorney)
Notary public	Attested by: CEO/Country Head/Director/ equivalent