



WELSPUN  Dare to Commit	WELSPUN ENERGY MADHYA PRADESH LIMITED	Project: 3 X 660 MW Katni Thermal Power Plant	Bidder Qualification Criteria for BTG Package
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Bidder Qualification Criteria for BTG Package


3x660 MW Katni Thermal Power Project

Welspun Energy Madhya Pradesh Ltd.

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INDEX

Section	Contents	Page No.
I	Introduction and Broad Scope of Work	3
II	Instruction to Bidders	4
III	Bidder Qualification Criteria	6

 <p>WELSPUN Dare to Commit</p>	<p>WELSPUN ENERGY MADHYA PRADESH LIMITED</p>	<p>Project: 3 X 660 MW Katni Thermal Power Plant</p>	<p>Bidder Qualification Criteria for BTG Package</p>
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Section I

Introduction and Broad Scope of Work

1. INTRODUCTION

Welspun Energy Madhya Pradesh Limited (WEMPL), a subsidiary of Welspun Energy Limited, invites reputed Companies/Consortium to submit their bids for Design, Engineering, Manufacturing, Supply, Erection, and Testing & Commissioning of BTG packages for its proposed 3x660MW coal fired supercritical thermal power project in Katni District in the state of Madhya Pradesh in the central region of India.

2. Project at Glance:


Owner	Welspun Energy Madhya Pradesh Limited
Location of Project	Katni District, Madhya Pradesh, India
Status of Land	Approx 183.8 Ha land acquisition already completed
Project Status	TOR for EIA approval by MoEF has been done and public hearing held, Applied for coal linkage to Ministry of Coal, WRD Madhya Pradesh has accorded in principle approval for water allocation.

3. Broad Scope of Work:

The broad scope of work consists of Engineering, Manufacturing, Supply, Supervision of Erection, Commissioning and Performance Testing till handing over of the following Equipments for 3x660MW coal based supercritical thermal power project:

1. Boiler and its Auxiliaries
2. Turbine & Generator and its Auxiliaries
3. ESP and its Auxiliaries

A detailed scope of work of each package and tendering information will be available to the bidders as part of Tender Documents. The Tender document will be available for sale to Qualified bidders.

 <p>WELSPUN Dare to Commit</p>	<p>WELSPUN ENERGY MADHYA PRADESH LIMITED</p>	<p>Project: 3 X 660 MW Katni Thermal Power Plant</p>	<p>Bidder Qualification Criteria for BTG Package</p>
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Section II

Instruction to Bidders (ITB)


- 1 The Bidder should carefully read and understand this ITB prior to Purchasing the Tender Documents and Submitting Bids.
- 2 The Bidder must fulfill all the technical and financial qualification requirements as specified in Section III (Qualification Criteria).
- 3 The Bidder must bear all costs associated with the preparation and submission of its Bid. The Purchaser, in no case, will be responsible or liable for those cost regardless of the conduct or outcome of the bidding process.

4 **Additional Information**

The Purchaser does not guarantee the correctness of interpretations, deductions or conclusions which are given as additional information to the Bid documents or in any reports, maps, drawings, diagrams or in other reference information available to the Bidder from the Purchaser or otherwise. The statements of fact contained in the additional information have been produced as found, communicated to, ascertained or otherwise learned by the Purchaser.

5 **Bid Evaluation**

1. The Bid evaluation will be a Two Stage Process consisting of,
 - i. Technical Bid Evaluation
 - ii. Commercial Bid Evaluation
2. After the opening of bids, information relating to the examination, clarification, evaluation and comparisons of Bids and recommendations concerning the award of contract shall not be disclosed to the Bidder or any other persons not officially concerned with such process.
3. Any effort by the Bidder to influence the Purchaser in the process of examination, clarifications, evaluation and comparison of bids and decisions concerning award of contract may result in the rejection of the Bid.
4. To assist in the examination, evaluation and comparison of Bids, the Purchaser may ask the Bidders individually for clarification of their Bids, including breakdowns of unit prices. The request for clarification and the response shall be in writing or fax, cable or telex, but no change in the price or substance of the Bid shall be sought, offered or permitted except as required to confirm the correction of arithmetical errors discovered by the Purchaser during the evaluation of the bids.
5. The Purchaser reserves the right to accept/reject any Bid or a part without assigning any reason thereof.

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9 Timelines:

Tender Documents available for sale	31 st Mar 2011
Date of close for sale of Bid Documents	9 th May 2011
Pre-Bid Meeting	23 rd May 2011
Last date for submission of Bids	22 nd June 2011 14:00Hrs
Opening of Bids	22 nd June 2011 14:00Hrs


10 Bid Fees:

Tender documents can be purchased by interested Bidders satisfying the qualification criteria upon submission of required information and documents along with payment of a non refundable fee of Rs. 50,000 or US\$ 1000 during the office hours on all working days between 10 am to 5 pm. The bid fees should be submitted in form of Demand Draft in the name of "Welspun Energy Madhya Pradesh Limited" payable at Mumbai.

11 Correspondence Detail:

All the correspondence shall be done with below mentioned contact persons.

Mr. Abhijeet Gupta
 Manager Procurement
 Welspun Energy Madhya Pradesh Limited
 3rd Floor, Press Trust of India Building,
 4, Parliament Street, New Delhi 110001, India
 Tel: +91 11 66034600,
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 Email: abhijeet_gupta@welspun.com or swapnendukumar_panda@welspun.com

 <p>WELSPUN Dare to Commit</p>	<p>WELSPUN ENERGY MADHYA PRADESH LIMITED</p>	<p>Project: 3 X 660 MW Katni Thermal Power Plant</p>	<p>Bidder Qualification Criteria for BTG Package</p>
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SECTION III
BIDDER QUALIFICATION CRITERIA

1.0 General

Bids are invited from bidders satisfying the qualification criteria laid in this document in Section 2.0 and 3.0, as of last date of submission of the Bids. Bids from bidders not satisfying the criteria will not be considered for evaluation.

2.0 Technical Qualification Criteria

The Bidders should meet any one of the qualifying criteria stipulated under Section 2.1, 2.2, 2.3 and 2.4,

2.1 If the bidder is a manufacturer of Boiler and/or Turbine and Generator and/or ESP or any combination thereof the bidder can quote for the equipment and auxiliaries for which he is a manufacturer.


I **As a boiler manufacturer:** The bidder should have manufactured/got manufactured, supplied, erected/supervised erection, commissioned/supervised commissioning of atleast Two (2) supercritical boiler units each of 600MW or higher capacity, which should be in successful commercial operation for a period of not less than 15000 Hrs at the time of bid opening. In addition if the bidder does not have in-house engineering capability the bidder shall associate with reputed Design Institute/Engineering Company who has designed and engineered atleast Two (2) numbers of Boiler and Auxiliaries each having unit capacity of 600MW or higher.

OR

The bidder shall be a regular boiler manufacturing company having valid ongoing collaboration & technology transfer agreement with the boiler manufacturer who meets the qualifying criteria as per the clause 2.1 (I), and also have license to manufacture & supply of supercritical boiler.

II **As a Turbine and Generator manufacturer :** The bidder should have manufactured/got manufactured, supplied, erected/supervised erection, commissioned/supervised commissioning of (a) at least Two (2) number Steam Turbine of condensing reheat type of 600MW each or higher capacity with supercritical pressure and temperature parameters as main steam /reheat temperature of 535 deg C / 535 deg C or higher and (b) atleast Two (2) number of Generator with hydrogen/water cooled stator and rotor of 600MW each or higher capacity. These Steam Turbines and

<p>DOC NO: WEL/BQC/KTPP/MP /BTG/10-11/01-Rev 2</p>	<p style="text-align: center;">Boiler Turbine Generator</p>	<p style="text-align: center;">PAGE 6</p>
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 <p>WELSPUN Dare to Commit</p>	<p>WELSPUN ENERGY MADHYA PRADESH LIMITED</p>	<p>Project: 3 X 660 MW Katni Thermal Power Plant</p>	<p>Bidder Qualification Criteria for BTG Package</p>
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Generators shall be in successful commercial operation for a period of not less than 15000 Hrs at the time of bid opening. In case the bidder does not have in-house engineering capability the bidder shall associate with reputed Design Institute/Engineering Company who has designed and engineered atleast Two (2) numbers of Turbine, Generator and Auxiliaries each having unit capacity of 600MW or higher.

OR

The bidder shall be a regular steam turbine and/or generator manufacturing company having valid ongoing collaboration & technology transfer agreement with the steam turbine and/or generator manufacturer who meets the qualifying criteria as per the clause 2.1 (II), and also have license to manufacture & supply steam turbine and/or generator.

- III **As an ESP manufacturer:** The bidder should have designed, engineered, manufactured, supplied, erected/supervised erection, commissioned/supervised commissioning of at least Two (2) numbers ESPs along with associated auxiliaries for 600MW each or higher capacity Boilers for coal fired power plants having design efficiency not less than 99% and outlet dust emission of maximum 50mg/Nm³ with one field out of operation. These ESP's along with auxiliaries shall be in successful commercial operation for a period of not less than 15000 Hrs at the time of bid opening. In case the bidder does not have the in house engineering capability the bidder shall associate with reputed Design Institute/Engineering Company who has designed and engineered atleast Two (2) numbers of ESP and Auxiliaries each for Boiler unit capacity of 600MW or higher.

OR


The bidder shall be a regular ESP manufacturing company having valid ongoing collaboration & technology transfer agreement/technology licence agreement with the ESP manufacturer who meets the qualifying criteria as per the clause 2.1(III), and also have license to manufacture & supply ESP.

2.2 If the bidder is an EPC contractor and is not the manufacturer of Boiler, Turbine & Generator and ESP.

- (a) The bidder should have executed as EPC contractor atleast Two (2) thermal power plants with supercritical Boilers and Turbines of each unit capacity not less than 600MW and each plant shall be in successful commercial operation for a period of not less than 15000 Hrs at the time of bid opening.

AND

<p>DOC NO: WEL/BQC/KTPP/MP /BTG/10-11/01-Rev 2</p>	<p>Boiler Turbine Generator</p>	<p>PAGE 7</p>
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 <p>WELSPUN Dare to Commit</p>	<p>WELSPUN ENERGY MADHYA PRADESH LIMITED</p>	<p>Project: 3 X 660 MW Katni Thermal Power Plant</p>	<p>Bidder Qualification Criteria for BTG Package</p>
--	---	---	---

- (b) The bidder shall associate with the manufacturer of Boiler and/or Turbine and Generator and/or ESP along with the auxiliaries for which it intends to submit the bids. The qualifying criteria for the each equipment manufacturer shall be as per Section 2.1. In such case the bidder shall submit a joint deed of undertaking with the respective manufacturer.

AND

- (c) In case the bidder does not have the in house engineering capability the bidder shall associate with reputed Design Institute/Engineering Company for integration of the total package who has designed and engineered atleast Two (2) plants with Boiler, Turbine & Generator and ESP with associated Auxiliaries for each having unit capacity of 600MW or higher.

2.3 The Bidder shall have Consortium / Joint Venture (JV) with qualified manufacturer

- (a) The bidder shall have Consortium / Joint Venture (JV) with qualified manufacturer of Boiler and/or Turbine & Generator and/or ESP as per clause no 2.1 and is a lead member of the Consortium/JV. The bidder shall submit the joint deed of undertaking with individual manufacturer and consortium/JV agreement with the members.

OR


The bidder shall be an Indian Subsidiary Company of a qualified manufacturer of Boiler and/or Turbine & Generator and/or ESP as per clause no 2.1.

AND

- (b) In case the bidder does not have in-house engineering capability, the bidder shall associate with reputed Design Institute/Engineering Company for integration of the total package who has designed and engineered atleast Two (2) plants with Boiler, Turbine & Generator and ESP with associated Auxiliaries for each having unit capacity of 600MW or higher.

2.4 If the Bidder is an equipment manufacturer of Boiler or Turbine and Generator and intend to submit bid for complete BTG package.

- (a) The bidder shall be either a Boiler or a Turbine manufacturer meeting the respective qualifying criteria stipulated in Section 2.1 as applicable.
- (b) In addition in case of bidder, being Boiler manufacturer, the bidder shall associate with

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manufacturer of Turbine & Generator and ESP along with auxiliaries. In such case the qualifying criteria for each equipment manufacturer shall as per Section 2.1. The bidder shall submit joint deed of undertaking with the respective manufacturer(s). The bidder shall also associate with reputed Design Institute/Engineering Company for integration of the total package who has designed and engineered atleast Two (2) plants with Boiler, Turbine & Generator and ESP with associated Auxiliaries for each having unit capacity of 600MW or higher.

- (c) In case of bidder, being Turbine & Generator manufacturer, the bidder shall associate with manufacturer of Boiler and ESP along with auxiliaries. In such case the qualifying criteria for each equipment manufacturer shall be as per Section 2.1. In such case the bidder shall submit joint deed of undertaking with the respective manufacturer. The bidder shall also associate with reputed Design Institute/Engineering Company for integration of the total package who has designed and engineered atleast Two (2) plants with Boiler, Turbine & Generator and ESP with associated Auxiliaries for each having unit capacity of 600MW or higher.


Note for Section 2.0:

- a. Documentary proof regarding Consortium Agreement /JV Agreement / Joint Deed of Undertaking shall be submitted along with the Bid.
- b. The consortium partners shall jointly and severally be responsible for execution of the contract and the warranties/guarantees for the packages they have bid for.
- c. One of the Consortium partners who will be responsible on behalf of the Consortium shall be designated as lead member. Necessary "Power of Attorney" and "Deed of Agreement" shall be executed in this regard.
- d. In case the bidder is a joint venture company, each promoter company shall have minimum 26% equity in the joint venture company.
- e. The bidders shall have adequate Financial stability to meet the Financial obligations pursuant to the Scope of Work in the Tender document.

3.0 Financial Qualification Criteria

The Bidders should meet the following qualifying criteria as listed below,

The Average Annual Turnover of the Bidder or one of the bidding members of the Consortium/Joint Venture (JV), for the last three (3) consecutive Financial years, as on the last date of submission of Bid, shall not be less than INR 2250 Million or equivalent in foreign currency, in case a bidder wishes to quote only for Boiler and Auxiliaries or Turbine and Auxiliaries separately and shall not be less than INR 500 Million or equivalent in foreign currency, in case the bidder wishes to quote only for ESP and Auxiliaries. In case a bidder wishes to quote for all packages the Average Annual Turnover of the Bidder in the last three (3) consecutive Financial years, as on the last date of submission of Bid, shall not be less than

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INR 4500 Million or equivalent in foreign currency.

NOTE: The TT buying rate specified by the State Bank of India seven days prior to the last date of submission of Bid may be considered as the exchange rate for the conversion of a Foreign Currency to Indian Rupee (INR).

4.0 Information and Documents to be submitted by the Bidder

- (a) Bidders are required to furnish the details and documentary evidence in support of the past work experiences for the respective packages. A suggested list of documentary evidence for work experience may include work orders, completion certificates, agreements, documentation of satisfactory commercial operation of plants including contract person name, address, phone / fax numbers, failures of components /equipment/systems and other problems faced during commissioning and commercial operation, etc.
- (b) However, notwithstanding anything stated above, WEMPL reserves the right to assess the Bidder's / respective manufacturer's capability and capacity to perform the Contract should the circumstances warrant such an assessment in the overall interest of the WEMPL. WEMPL reserves the right to reject the proposal of any Bidder, if in the opinion of the WEMPL, the qualification data is incomplete or the Bidder is found not qualified to satisfactorily perform the Works.
- (c) The Bidder shall supply general information on the management structure of the firm, and shall make provision for suitably qualified personnel, with the required background and experience, to man the key positions during Contract implementation period.
- (d) The Bidder shall submit a Consortium Agreement / Joint Venture Agreement / Joint Deed of Undertaking as applicable. The prescribed Agreement / Undertaking formats will be a part of the Tender document.
- (e) The bidder shall submit Audited balance sheets for the last three (3) years. In case the Audited Financial Results for the period ending March 31st 2010 are not available, a bidder may submit the Financial statements for the above period duly certified by a Practicing Chartered Accountant.
- (f) The bidder shall submit a Certificate from a Scheduled Bank in India regarding Credit worthiness and solvency of the bidder.