



**Global Expression of Interest**  
**For**  
**Engaging Organizations / Companies**  
**As**  
**Consortium Partner**  
**In**  
**Downstream Oil and Gas Sector**

Ref no: BHEL- HPVP / 2020-01

Issued by:

Bharat Heavy Electricals Limited, having registered office at  
BHEL House, Siri Fort New Delhi-110049 and

Also office at

**BHEL HPVP, Visakhapatnam-500032**  
**(hereinafter referred to as 'BHEL')**  
**INDIA**



#### DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Applicant(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind with any party.

Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy itself that the document is complete in all respects. The information is not intended to be exhaustive. Interested Agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI Document in all respects.

The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates will have any liability any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Applicant. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.

## 1.0 About Bharat Heavy Electricals Limited

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise, wherein Government of India is holding 63.06% of its equity. 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 about USD 5 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, Oil & Gas and Defence with over 180 product offerings to meet the needs of these sectors.

Since its inception in 1964, BHEL has been the solid bedrock of evolution of India's Heavy Electrical Equipment industry. BHEL has a mammoth 20,000 MW per annum capability for manufacturing of power generation equipment. A widespread network of 16 manufacturing units, 2 repair units, 4 regional offices, 8 service centers, 1 subsidiary, 4 overseas offices, 6 joint ventures, 15 regional marketing centers and current project execution at more than 150 project sites across India and abroad corroborates the humongous scale and size of its operations. BHEL has extensive stainless steel and aluminium fabrication facilities.

With key focus on project execution, the worldwide installed base of power generating equipment supplied by BHEL has exceeded 178 GW. BHEL's 54% share in India's total installed capacity and 58% share in the country's total generation from thermal utility sets (coal based) as of March 31, 2017 stand a testimony to its valuable contribution towards nation building. BHEL's global competitiveness has established its footprint in all the inhabited continents with references in 82 countries.

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. etc., together with technologies developed in its own R&D centers. BHEL invests more than 2.5% of turnover on R&D and innovation.

BHEL has been designing and manufacturing rolling stock for rail and urban transportation. BHEL has also been manufacturing Motors, Power electronics and Controllers for various transportation applications at its various factories. BHEL also has a Battery Packaging facility for space applications.

More details about the entire range of BHEL's products and operations of BHEL is attached as Annexure-1 and also can be obtained by visiting our web site [www.bhel.com](http://www.bhel.com).

## **Heavy Plates & Vessels Plant [HPVP] , Visakhapatnam**

After being a subsidiary of BHEL for five years, the erstwhile Bharat Heavy Plates & Vessels (BHPV) was merged with BHEL on 30.08.2013. The new name of BHPV after merger with BHEL is “Heavy Plates & Vessels Plant” (HPVP) which is 16th manufacturing unit of BHEL located at Visakhapatnam, Andhra Pradesh, India.

HPVP is engaged in design, engineering, procurement, manufacture, supply, erection, testing and commissioning of various sophisticated equipment and systems for core business sectors like Power, Refineries, Fertilizers, Petrochemicals, Steel Plants, Oil & Natural Gas etc.

HPVP’s product range includes Heat Recovery Steam Generators (Triple Pressure re-heat HRSGs), Coal/Oil/Gas fired power boilers up to 200MW eq., Aux. boilers, Deaerators, etc. in power business., Pressure Vessels, Columns, Fired Heaters, Heat Exchangers, Air Fin Coolers, LPG Bullets, LPG Spheres, LPG Mounded Bullets, Storage Tanks, Reactors in refinery business. Compact heat exchangers are also being supplied by BHEL HPVP as a premier product in aviation sector.

## **2. Intent of Expression of Interest (EOI):**

India being one of the fastest growing economies in the world, offering a wide range of opportunities. Government of India envisions India as a key engine of global growth, and is putting in place various supporting initiatives to make India a US\$ 5 trillion economy. Downstream Oil & Gas Sector opportunities presents a lucrative business proposition for India in Refinery & Petrochemical Sectors. BHEL, which is one of the largest engineering enterprises in the country, would like to enter into this EPC business with their vast experience in engineering, procurement and construction of power plants in India and in abroad.

The upcoming opportunities in EPC of Oil & refinery downstream packages are expected approximately to be of 100 billion dollars in next 10 years. BHEL would like to tie-up with leading EPC players for addressing this huge opportunity in any of the following mode either on long term basis or on case to case basis.

- Joint Working
- Joint Bidding through Consortium Partners
- Joint Venture
- Technology transfer and business sharing

BHEL through its different manufacturing units have been supplying different equipment and packages in Oil and Gas industries. BHEL's Visakhapatnam manufacturing unit is supplying refinery products like Pressure vessels, columns, Fired heaters etc. to various refinery customers like ONGC, IOCL, HPCL, HRRL & BPCL either directly or through EPCC contractors like M/s Petrofac, L&T etc. BHEL is also enlisted with M/s EIL for products like columns & Pressure vessels heat exchangers, fin fan coolers and fired heaters. BHEL's other manufacturing units at Hyderabad and Bhopal are also supplying process gas compressors, heat exchangers, air coolers. As on date for some of the packages like compressors and fired heaters. BHEL is undertaking complete design, procurement, manufacturing, erection and commissioning of various equipment and systems.

It is observed that the BQC (bidder qualification criteria) of some of the refinery process plant enquiries allowing power plant experience for qualification as the prime bidder by engage engineering sub-contractor as is not having experience of residual process design in refinery process plant. BHEL in this kind of tenders are getting qualified.

For some of the critical refinery packages, the BQC is not allowing BHEL's power plant experience. However, BHEL is getting qualified as a member of the consortium partner. With BHEL's vast refinery product supply capability and its huge resources in construction management would like to engage with a lead partner as a member of consortium on case-to-case basis.

Through this EOI, BHEL intend to explore the possibility of identifying and short-listing of lead EPC bidder who will be fulfill the BQC requirement as prime bidder and willing to accept BHEL as their member of consortium partner with a mutually agreed scope split in supply and construction.

### **3. Area of partnership**

BHEL is actively seeking for partnerships with a lead EPC partner who are also looking for a most experienced, technically suitable partner having good manufacturing, construction and execution experience.

BHEL is flexible to share the responsibilities with the lead consortium EPC partner and would like to support the lead bidder to achieve bigger tasks with a suitable partnership agreement. BHEL would like to tie up with the lead bidder on case to case basis by signing the consortium agreement with a clear scope matrix.

#### 4. Bidder's Qualification Criteria:

Interested EPC partner to meet the following criteria

- I. The interested lead consortium partner should have successfully executed and completed One EPC/EPCC/ LSTK Contract with single point responsibility, involving "Project Management, Detailed Engineering, Procurement, Construction, Pre-commissioning and Commissioning/ Commissioning Assistance" for at least one new Process Unit in Hydrocarbon Sector (Refinery/Petrochemical Plant/On-shore Gas and/or Oil Facility / Off-Shore Gas and/or Oil Facility / LNG (Liquified Natural Gas) Facility), fertilizer sector or metallurgy sector.
- II. The above contract must have been commissioned within the last 10 years. Also such contract referred should have been in operation for at least 1 (one) year after commissioning.
- III. in EPC bidders meeting the above two criterion can furnish the additional information like their experience in refinery process plants like Hydrocracker Unit/OHCU (Once through Hydro-Cracker Unit), Diesel Hydro-Treating Unit, VGO Hydro-Treating Unit, Fertilizer Plant (Ammonia / Urea), CGO Hydro-Treating Unit, Wax hydrotreating, Hydro Finishing , Sulphur Recovery Unit , Hydro Cracker Unit/ Residue Hydrocracking Unit, Atmospheric Distillation and /or Vacuum Distillation Unit (AVU)/ Condensate Distillation Unit, Fluid Catalytic Cracking Unit/ RFCC (Residue Fluidized Catalytic Cracking) Unit/ Indmax Unit, Isomerization Unit (ISOM) • Naphtha Hydro-Treater / Continuous Catalytic Reforming Unit/ Catalytic Reforming Unit • Diesel Hydrodesulphurization / Diesel Hydro-Treating Unit , Ethylene Cracker Unit • Delayed Coker Unit • VGO Hydro-Treating Unit • Hydrogen Unit • Naphtha Cracker Unit/ Gas Cracker Unit • Coker Gas Oil Hydro-treater Unit • Aromatic Complex (Comprising of Naphtha Hydro Treater/ Continuous Catalytic Reformer/ Isomerization/ Xylene Fractionation / Para-Xylene Recovery) • Polymer Unit: Polypropylene (PP) or High Density Polyethylene (HDPE) or Linear Low Density Polyethylene (LLDPE) /Swing • Purified Terephthalic Acid (PTA) Unit • Ethylene Glycol (EG) • Linear Alkyl Benzene (LAB) • Fertilizer Plant (Ammonia/Urea) • Onshore Oil or Gas processing Facility • Offshore Oil or Gas processing Facility • LNG facility.
- IV. EPC contractor having experience any other process plants not covered above can also indicate in their proposals.

- V. Annual Turnover, Net worth and commercial experience also to be indicated by the prospective EPC contractors.

## 6. Identification & shortlisting process for EPC lead partner

- I. The EOI process involves seeking willingness of interested parties who make an application in response to this EOI. At the end of this process, BHEL intends to invite interested Applicant(s) for further deliberations.
- II. Responses to EOI are to be submitted in English only.
- III. Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any Application and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- IV. BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities hereunder nor will it affect any rights of BHEL.
- V. The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.
- VI. All costs incurred for participation in the EOI shall be borne by the Applicant (s).
- VII. Further information can be obtained at the address below during 9.00 to 16.30 hrs. local time. Bidders can also raise queries through email.

Mr. A.Madhusudan,  
Sr. Manager / Marketing  
Administrative Building, 1<sup>nd</sup> floor,  
BHEL, Visakhapatnam,  
Hyderabad-530012  
Andhrapradesh, India.  
Tel: +91-0891- 6681239  
Email :[amadhu@bhel.in](mailto:amadhu@bhel.in)

## 7. Information to be submitted along with EOI

Interested parties are requested to submit their technical and financial credentials along with other relevant information in the form of documents listed below by Post/Email.

- i. Company Brochures
- ii. Profile of company indicating type of business and experience of EPC works covering projects, capacity, year of award and year of completion.
- iii. Annual turnover and balance sheet of company for last 5 years
- iv. Organization structure, key responsible persons, their experience in EPC work.
- v. Duly filled in EOI form. Annexure-A. Organizations / company to indicate the nature of EPC services.
- vi. Questionnaire (3 sheets) duly filled in
- vii. Specific tie-ups with any of the EPCCs/PMC/EPCMs if any.

The details submitted by the Applicant(s) shall be complete in all respects and BHEL may seek clarifications / additional information as considered necessary. Such clarifications/additional information must be provided within 7 days of BHEL request.

8. EOI information as called for in sl. No 7 shall be reached to BHEL address as indicated in sl. No 6 on or before 4<sup>th</sup> Aug 2020., 2.00 pm



**EOI Form  
[Annexure-A]**

Firm's ref. No: .....

Date : .....

**Subject:** Response to EOI for Consortium Partner:: EPCC business in refinery.

In response to your EOI, we are pleased to submit the details of our firm as below

1.	Name of the firm						
2.	Name of the CEO						
3.	Address of firm where work is executed						
4.	Contact Details Mobile / Phone No & Email						
5.	Turnover and net worth in last 5 years						
	Financial year					Turnover	Net worth
6.	Details of project experience in last 10 years						
Sl. No.	Description of package, its capacity	Name of customer	Nature of Engineering work	Date of award	Contractual Date Of completion	Actual Date of completion	Completion certification

Any Other information:

(Sign & Company Seal)  
Authorized Signature