



**Expression of Interest (Eoi) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

**EOI Issue Date: 12.04.2020**  
**EOI Closing Date: 18.04.2020, Saturday, (1500 Hrs.)**

**Ref No: ID/WB/CCV/20/001**  
**Dated 12.04.2020**

**Subject: Selection of Strategic Partner having approved Critical Care Ventilator suitable for COVID-19 (CCV) product for Utilizing BHEL facilities for manufacturing, assembly and testing of its approved CCV**

**1. Introduction:**

Bharat Heavy Electricals Limited (BHEL) is a Central Public Sector Enterprise under ministry of Heavy Industries 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. **More details about BHEL & its products and operations can be seen at [www.bhel.com](http://www.bhel.com).**

The spread of COVID-19 has been labelled a pandemic by the World Health Organization (WHO) across the world including India. The effect of the pandemic will cause serious respiratory problem to the infected patients. Due to this, there is likely to be a strong demand of CCVs for the critically ill patients.

Endeavor of BHEL is to support the national healthcare system by leveraging its engineering capabilities & Pan-India manufacturing facilities with support of a strategic partner who is an established OEM (Original Equipment Manufacturer having design, engineering, manufacturing & testing) for CCVs so that BHEL can utilize its manufacturing facilities to ramp up the domestic production of CCVs.

**2. Objective of EOI:**

The objective of this Eoi is to select Strategic Partner having CCVs approved by US FDA / European CE / ISO / DGHS, Govt. of India / State Government and should be meeting the Essential technical features for CCV for COVID-19 attached at **Annexure-1** on non-exclusive basis for utilizing BHEL's manufacturing facilities for manufacturing, assembly and testing of Strategic Partner's approved CCVs.

Manufacturing Association Agreement (MAA) will be signed with the selected Prospective Partner (OEM) for an initial period of 1 year which may be suitably extended based on mutual agreement. Under this MAA, BHEL would manufacture, assemble & test the following:

- ✓ Minimum manufacture, assembly and testing of CCVs : **5000 Nos.**
- ✓ Tentative duration of Supply : **2 to 3 Months**

**3. Brief Scope Division between BHEL & Prospective Partner:**

Activity	BHEL	Prospective Partner	Remark
Marketing and Sales	X	√	<ul style="list-style-type: none"> <li>• Invoice generation to Customer by Prospective Partner</li> <li>• BHEL shall also help in marketing &amp; sales</li> </ul>



**Expression of Interest (Eoi) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

Activity	BHEL	Prospective Partner	Remark
Manufacturing, Assembly & Testing	√	X	Complete Components & Accessories are to be supplied by Prospective Partner as Free issue material to BHEL
List of test equipment	X	√	List of test equipment per set with cost and required no. of setup along with source of procurement to be intimated by Prospective Partner
Shipment / Supply of Equipment	√	√	BHEL will either supply to Prospective Partner or directly to end customer on behalf of Prospective Partner as DD (direct dispatch) item, as the case may be
Installation after supply	X	√	-----
Warranty period (Replacement / Services)	X	√	-----
Training to Customer	X	√	-----

- Prospective Partner shall provide supervision support to BHEL in establishing Manufacturing, Assembly and Testing facilities.
- In this arrangement customer will be placing the order directly on the Prospective Partner. However, BHEL shall help & support in securing the order. In case end customer prefers other arrangement e.g. Placing order on BHEL or joint offer, terms & conditions shall be worked out mutually at the time of signing of MAA. Also, final product manufactured at BHEL premises shall be stamped / embossed suitably with BHEL logo & name along with the Prospective Partner brand name/ Logo.
- Feasibility of providing financial support if required for procurement of Components and Accessories can be explored before signing of MAA with Prospective Partner.

#### **4. INSTRUCTIONS**

- 4.1** The Parties (BHEL & Prospective Partner) understand and agree that this association in the form of MAA is not intended to create exclusive or binding obligations between the Parties and each party is free to enter into a separate agreement with any other entity. However, the data generated by Prospective Partner or BHEL under this MAA shall be kept Confidential during the term of MAA.
- 4.2** EOI response, duly filled in English language & signed and stamped on each page along with requisite documents may be submitted within stipulated timeline of **18<sup>th</sup> April 2020, Saturday, (1500 Hrs.)** through e-Mail. Queries if any, can be raised till **1500 Hrs. of 15<sup>th</sup> April 2020.**
- 4.3** Kindly note that the offer of the Prospective Partner should be sent in PDF format and password protected file. Password shall be shared with BHEL after 1500 Hrs. on 18<sup>th</sup> April 2020 at BHEL request to the contact person mentioned in this EOI. While furnishing the offer through email, the detail of authorized person including name, designation, phone no. and email id should be mentioned clearly in the email for obtaining password.

#### **5. PRE-QUALIFICATION REQUIREMENT**



**Expression of Interest (EoI) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

- 5.1 The Prospective Partner should be legally and financially autonomous entity and operating under commercial law.
- 5.2 Prospective Partner should not have been deregistered/barred/blacklisted as per Government Rules / procedure, World Bank, Japan International Cooperation Agency (JICA) or any other International Financing Institution, from participating in any project, as on closing date of submission of EoI.
- 5.3 Prospective Partner should be an OEM for ventilator for last 2 years and shall have its own service setup or should do service through its authorized service agents in India
- 5.4 The Prospective Partner shall have CCV approved model by US FDA / European CE / ISO / DGHS, Govt. of India / State Government and should meet the Essential technical features for CCV for COVID-19 attached at Annexure-1.
- 5.5 Prospective Partner should have supplied at least 500 Nos. Ventilator in past 5 years as on the last date of submission of this EOI.

**6. EVALUATION CRITERIA:**

- 6.1 EOI of the Prospective Partner who do not meet the Pre-Qualification Requirement shall not be considered for evaluation.
- 6.2 Following evaluation methodology shall be adopted for selection of the Prospective Partner & Prospective Partner who scores highest marks as mentioned below shall be shortlisted

Sr. No.	Parameter	Maximum Marks		
1.	Meeting all Prequalification Requirement as per clause 5	Must Meet Requirement- No Marks		
2.	Ventilators Supplied in Last 5 years	500 to 1000 Nos.	5 Marks	
		1001-2000 Nos.	10 Marks	
		2001 and above Nos.	15 Marks	
3.	Estimated proposed Basic Supply Price per Unit of Suitable CCV for COVID-19 to be quoted to end customer (Excluding Taxes & Duties )	1 <sup>st</sup> Lowest Prospective Partner	25 Marks	
		2 <sup>nd</sup> Lowest Prospective Partner	20 Marks	
		3 <sup>rd</sup> Lowest Prospective Partner and below	15 Marks	
4.	Charges ( <b>Indian Rupees</b> ) per Unit for Manufacturing, assembly and testing to be paid to BHEL by Prospective Partner	1 <sup>st</sup> Highest Prospective Partner	40 Marks	
		2 <sup>nd</sup> Highest Prospective Partner	30 Marks	
		3 <sup>rd</sup> Highest Prospective Partner and below	20 Marks	
5.	Time taken for supply of components & accessories to BHEL	Supply of all components & accessories for 5000 Nos. CCV progressively in 1 <sup>st</sup> shortest	20 Marks	



**Expression of Interest (EoI) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

Sr. No.	Parameter	Maximum Marks		
		time (in days)		
		Supply of all components & accessories for 5000 Nos. CCV progressively in 2 <sup>nd</sup> shortest time (in days)	15 Marks	
		Supply of all components & accessories for 5000 Nos. CCV progressively in 3 <sup>rd</sup> shortest time and more (in days)	10 Marks	

**7. Data & Documents to be submitted along with signed and stamped EOI:**

Sr. No.	Requirement	To be filled by Prospective Partner	Document to be Attached
1.	Whether Prospective Partner is legally and financially autonomous and operating under commercial law	YES / NO	Registration certificate under companies act
2.	Whether Prospective Partner deregistered/banned/blacklisted as per Govt. Rules / procedure, World Bank, Japan International Cooperation Agency (JICA) or any other International Financing Institution, from participating in any project, as on date of submission of EoI.	YES / NO	Self-certification by Prospective Partner or any other relevant document
3.	Whether Prospective Partner is an OEM for ventilator business for past 2 years and have its own service setup or provide service through its authorized service agents in India	YES / NO	<ul style="list-style-type: none"> <li>• Copy of Installation Certificate /End user certificate</li> <li>• Any other relevant document to substantiate PQR</li> </ul>
4.	Whether Prospective Partner have US FDA / European CE / ISO CCV model and should be approved by DGHS, Govt. of India. CCV of Prospective Partner	YES / NO	Approval / Certificate
5.	Prospective Partner confirms that their manufacturing, assembly & testing license of its approved CCV is directly usable by BHEL for	YES / NO	-----



**Expression of Interest (Eoi) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

Sr. No.	Requirement	To be filled by Prospective Partner	Document to be Attached
	manufacturing, assembly & testing at BHEL premises.		
6.	Total No. of Ventilators supplied in last 5 years	_____ (Quantity to be mentioned)	Any Management Certificate / CA Certificate / Documentary evidence for quantity supplied during last five years
7.	Estimated proposed Basic Supply Price per Unit of Suitable CCV for COVID-19 to be quoted to end customer (Excluding Taxes & Duties )	Rs. _____ (Price to be mentioned)	Copy of any Purchase order placed during last 1 year in support of estimated basic supply price
8.	Charges (Indian Rupees) per Unit for Manufacturing, assembly and testing to be paid to BHEL by Prospective Partner	Rs. _____ (To be quoted by Prospective Partner)	
9.	List of test equipment per set with cost and required no. of setup to be intimated by Prospective Partner	To be enclosed	In Prospective Partner's own format
10.	Time taken for supply of components & accessories to BHEL for 5000 Nos. of CCV	_____ (To be quoted in no. of days)	-----
11.	Product Brochure	-----	To be enclosed
12.	Audited annual results for 2 years (FY 17-18, FY 18-19)	-----	To be enclosed
13.	Any other relevant document	-----	As applicable

Above documents & details may be submitted along with duly filled, signed & stamped EOI document.

**8. Contact Details:** For all correspondence and submission of offer/proposal thru email by **1500 Hrs. on 18<sup>th</sup> April 2020, Saturday**

Sr. Deputy General Manager  
 Bharat Heavy Electricals Limited  
 Integrated office Complex, Industry Sector, Lodhi Road  
 Mob. 9818843025  
 Email: [sanjeevk@bhel.in](mailto:sanjeevk@bhel.in)



**Expression of Interest (Eoi) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

**9. MISCELLANEOUS:**

- 9.1** BHEL may select one or More strategic partner and may sign MAA with respective partners accordingly.
- 9.2** Prospective Partner shall have sufficient vendor base to supply complete components & accessories to meet the delivery requirement.
- 9.3** BHEL reserves the right to accept or reject any EOI and to annul the EOI 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.
- 9.4** 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.

=====



**Expression of Interest (EoI) for selection of Strategic Partner for Utilizing BHEL facilities for Manufacturing, Assembly & Testing of Critical Care Ventilators (CCV)**

**Annexure-1**

During the Empowered Group Meeting (for ensuring availability of essential Medical equipment) held on 30.03.2020 at 03:00 PM in Room 152 Udyog Bhawan, it was, inter alia, decided that the Technical Committee of DRDO shall identify the essential technical features for ventilators for COVID-19, which shall be put on the website of the Ministry of Health & Family Welfare and HLL Lifecare Ltd.

The same have been received from Director General Life Sciences, DRDO (Chairman Technical Committee) and are as below:

**“Essential Technical Features for Ventilator for COVID-19**

1. The machine should be turbine/compressor based because the installation sites might not have central Oxygen Lines.
2. The machine should have Invasive, non-invasive and CPAP features to make them versatile.
3. 200-600 ML tidal volume, Lung Mechanics Display
4. Monitoring of Plateau Pressure, PEEP, PS, oxygen concentration, lung mechanics/inverse ratio (I:E)
5. Pressure & volume control & PSV
6. Continuous working capability for 4-5 days”