



**DETAILED NOTICE INVITING TENDER (NIT)
UNDER
DOMESTIC COMPETITIVE BIDDING
FOR
COMPOSITE WORKS FOR MDPL CAPACITY EXPANSION
AND PALANPUR-VADODARA PIPELINE PROJECT OF M/S
HINDUSTAN PETROLEUM CORPORATION LTD.**



**(BIDDING DOCUMENT NO. 17000117-HD-10129 – for Part A,
17000118-HD-10129 – for Part B, 17000119-HD-10129 – for
Part C and 17000120-HD-10129 – for Part D)
(EIL REFERENCE No. S.M/A848-000-PK-TN-9520/1009)**

Engineers India Ltd. (EIL) on behalf of M/s Hindustan Petroleum Corporation Limited (HPCL) invites Bids through e-tendering on Domestic Competitive Bidding basis for **COMPOSITE WORKS** comprising of four (04) parts namely; Part A (Composite works for Mundra & Bachau), Part B (Composite works for Santalpur and Palanpur), Part C (Composite works for Pindwara Pumping Station) & Part D (Composite works for Vadodara Receipt Station) under single stage two bid system from competent suppliers meeting the Bidder Qualification Criteria (BQC) (Technical, Experience & Financial criteria) as detailed herein. Bids submitted online in e-tender portal of HPCL <https://etender.hpcl.co.in> shall only be considered for processing.

1.0 BRIEF PROJECT DETAILS / SCOPE OF WORK

1.1 M/s HPCL proposes to lay onshore pipeline suitable for liquid petroleum products of size 457 mm (18”) , approximately 235 km long from Dispatch Terminal at Palanpur to proposed Receipt Terminal at Vadodara, Gujarat.

2.0 COMPLETION SCHEDULE:

Within 09 (Nine) Months (for each part separately) from the date of issue of Letter of Acceptance.

3.0 VALUE OF EMD/COST OF BIDDING DOCUMENT:

a)	Earnest Money Deposit/ Bid Security	As per Clause No. 9
b)	Cost of bidding Document	Not Applicable

4.0 BIDDER QUALIFICATION CRITERIA

4.1 EXPERIENCE CRITERIA:

4.1.1 Bidder should have experience of having successfully carried out and completed similar work(s) during the last 7 years ending 31.01.2018 of value(s) given in the table below:

Part No.	INR (IN LAKHS)		
	One Similar work of value not less than	Or Two Similar works each of value not less than	Or Three Similar works each of value not less than
For Part-A (17000117-HD-10129)	3,075.55	1,922.22	1,537.78
For Part-B (17000118-HD-10129)	2,592.22	1,620.14	1,296.11
For Part-C (17000119-HD-10129)	2,809.34	1,755.84	1,404.67
For Part-D (17000120-HD-10129)	911.90	569.94	455.95

Note:

1. 'Similar work' shall mean:

“Composite works involving Mechanical works comprising of Piping and erection of equipment, in combination with civil & structural works, electrical works and instrumentation works in Hydrocarbon Installations {Refineries, Petrochemical, Gas processing (onshore), Fertilizer, Oil or Gas Terminal} or Hydrocarbon cross country pipelines with station works.

In case Bidder does not possess experience of execution of Electrical/Instrumentation works on their own, the successful Bidder shall engage a sub-contractor for execution of such work(s) after obtaining prior approval from the Engineer-in-charge within 15 days of award of contract after submission of relevant details of their proposed Sub-contractor/ Agency as per the format provided elsewhere in the Bidding Document. Bidder shall submit an undertaking w.r.t. “Engagement of Sub-contractor for such work(s)”, along with their Bid.”

2. ***The part wise qualification criterion has been mentioned in the above table. If the bidder intends to qualify his bid for more than one part, qualification criterion will be applicable on cumulative basis.***

e.g. In case a bidder intends to submit their bid for Part A and Part C.

In order to qualify for both the parts simultaneously, bidder needs to submit either one Work Order of minimum value INR 5884.89 Lakh or Two orders each of minimum value INR 3678.06 Lakh or Three orders each of minimum value INR 2942.45 Lakh

3. For the Bidders who are submitting Purchase orders against bid qualification criteria in a currency other than INR, purchase order value etc. will be converted into Indian Rupees at the Bill selling rates of State Bank of India as on the bid due date. In case, exchange rate is not available in State Bank of India, alternative sources viz. Economics Times shall be considered for all the currencies.

4.2 FINANCIAL CRITERIA

4.2.1 TURNOVER

Average annual financial turnover of the bidder, as per their audited annual financial results in the last three financial years ending 31st March 2017 shall not be less than the value given in the table below:

Part No.	Turnover (INR In Lakhs)
For Part-A (17000117-HD-10129)	1,153.33
For Part-B (17000118-HD-10129)	972.08
For Part-C (17000119-HD-10129)	1,053.50
For Part-D (17000120-HD-10129)	341.96

Note:

1. The part wise financial qualification criterion has been mentioned in the above table. If the bidder intends to qualify his bid for more than one part, financial qualification criterion will be applicable on cumulative basis.

4.2.2 NETWORTH

Bidder's Net worth as per their audited annual financial results in the financial year ending 31st March 2017 shall be positive. Bidders with negative net worth will not be considered barring PSUs approved by HPCL.

4.2.3 WORKING CAPITAL

Working capital of the bidder as per audited annual financial results in the financial year ending 31st March 2017 shall not be less than the value given in the table below:

Part No.	WORKING CAPITAL (INR In Lakhs)
For Part-A (17000117-HD-10129)	384.44
For Part-B (17000118-HD-10129)	324.03
For Part-C (17000119-HD-10129)	351.17
For Part-D (17000120-HD-10129)	113.99

Note:

- a. The part wise Working Capital qualification criterion has been mentioned in the above table. If the bidder intends to qualify his bid for more than one part, Working Capital qualification criterion will be applicable on cumulative basis.
- b. In case, as per the financial details provided by the bidder the working capital is less than the requisite working capital as per the tender, the bidder can meet the shortfall through tie –up with financial institutions / confirmation from the bank for availability of unutilized line of credit for meeting balance working capital requirement.

In case the working capital (financial details provided by the bidder) happens to be negative, the bidder shall be required to submit tie –up with financial institutions / confirmation from the bank for availability of unutilized line of credit at least to the extent of working capital amount specified in the tender.

Acceptable bank shall be any scheduled bank other than co-operative bank. Confirmation for availability of line of credit as above, should be submitted as per the proforma attached as Annexure-1 to this NIT.

- 4.3 For bidders, whose financial year closing is at the end of June, the last three financial years ending with the respective quarters of calendar year 2017 shall be considered.
- 4.4 For bidders, whose financial year closing is at the end of September or December, the last three financial years ending with the respective quarters of calendar year 2016 shall be considered.

Note:

For the Bidders who are submitting Work orders / financial statements against bid qualification criteria in a currency other than INR, Financial statements etc. will be converted into Indian Rupees at the Bill selling rates of State Bank of India as on the bid due date. In case, exchange rate is not available in State Bank of India, alternative sources viz. Economics Times shall be considered for all the currencies.

- 5.0 The Bidder shall furnish documentary evidence by way of copies of work order, completion certificate and Audited Balance Sheet or Audited Financial Statements including Profit & Loss Account, Schedules and Independent Auditor report etc. along with the Bid to establish his experience and track record meeting qualification criteria. OWNER / CONSULTANT reserve

the right to complete the evaluation based on the details furnished without seeking any additional information.

6.0 OTHER INFORMATION

Parties who are affiliates of one another can decide which Affiliate will make a bid. Only one affiliate may submit a bid. Two or more affiliates are not permitted to make separate bids directly or indirectly. If 2 or more affiliates submit a bid, then any one or all of them are liable for disqualification. However upto 3 affiliates may make a joint bid as a consortium, and in which case the conditions applicable to a consortium shall apply to them.

“Affiliate” of a Party shall mean any company or legal entity which:

- a. controls either directly or indirectly a Party, or
- b. which is controlled directly or indirectly by a Party; or
- c. is directly or indirectly controlled by a company, legal entity or partnership which directly or indirectly controls a Party. “Control” means actual control or ownership of at least a 50% voting or other controlling interest that gives the power to direct, or cause the direction of, the management and material business decisions of the controlled entity.

Note:

It is clarified that if one or more affiliates are submitting bid, it shall not be considered as multiple bids submitted by affiliates as long as different affiliates quote for different Parts. Such affiliate bidders shall ensure that in no case multiple bids should be submitted by different affiliates against a single item/Part. In case affiliates quote for same item/Part, all such bids shall get disqualified and EMD for the corresponding part shall be forfeited.

7.0 BIDS MAY BE SUBMITTED BY:

- a. a single person/ entity (called sole bidder);
- b. a newly formed incorporated joint venture (JV) which has not completed 3 financial years from the date of commencement of business;
- c. a consortium (including an unincorporated JV) having a maximum of 3 (three) members;
- d. an Indian arm of a foreign company.

Fulfillment of Eligibility criteria and certain additional conditions in respect of each of the above 4 types of bidders are stated below, respectively:

- a. The bidders (including an incorporated JV which has completed 3 financial years after date of commencement of business) shall fulfill each eligibility criteria on individual / combined basis.
- b. In case the bidder is a newly formed and incorporated joint venture and which has not completed three financial years from the date of commencement of business, then either the said JV shall fulfill each eligibility criteria or any one constituent member/ promoter of such a JV shall fulfill each eligibility criteria. If the bid is received with the proposal that one constituent member/ promoter fulfils each eligibility criteria, then this member/promoter shall be clearly identified and he/it shall assume all obligations under the contract and provide such comfort letter/guarantees as may be required by Owner. The guarantees shall cover inter alia the commitment of the member/ promoter to complete the entire work in all respects and in a timely fashion, being bound by all the obligations under the contract, an undertaking to provide all necessary technical and financial support to the JV to ensure completion of the contract when awarded, an undertaking not to withdraw from the JV till completion of the work, etc.
- c. In case the bidder(s) is/are a consortium (including an unincorporated JV), and then the following conditions shall apply:

1. Each member in a consortium may only be a legal entity and not an individual person;
 2. the Bid shall specifically identify and describe each member of the consortium;
 3. the consortium member descriptions shall indicate what type of legal entity the member is and its jurisdiction of incorporation (or of establishment as a legal entity other than as a corporation) and provide evidence by a copy of the articles of incorporation (or equivalent documents);
 4. One participant member of the consortium shall be identified as the "Prime Member" and contracting entity for the consortium.
 5. this prime member shall be solely responsible for all aspects of the Bid / Proposal including the execution of all tasks and performance of all consortium obligations;
 6. the prime member shall fulfill each eligibility criteria;
 7. a commitment shall be given from each of the consortium members in the form of a letter signed by a duly authorized officer clearly identifying the role of the member in the Bid and the member's commitment to perform all relevant tasks and obligations in support of the Prime/lead member of the Consortium and a commitment not to withdraw from the consortium;
 8. No change shall be permitted in the number, nature or share holding pattern of the Consortium members after pre-qualification, without the prior written permission of the Owner.
 9. No change in project plans, timetables or pricing will be permitted as a consequence of any withdrawal or failure to perform by a consortium member;
 10. No consortium member shall hold less than 25% stake in a consortium;
 11. Entities which are affiliates of one another are allowed to bid either as a sole bidder or as a consortium only;
 12. Any person or entity can bid either singly or as a member of only one consortium.
 13. The Prime member and the members of Consortium / unincorporated joint venture shall submit agreement / memorandum of understanding (MOU) along with the bid covering above aspects clearly defining the scope and responsibility of each member including the "Prime Member".
- d. In case the bidder is an Indian arm (subsidiary, authorized agent, branch office or affiliate) of a foreign bidder, then the foreign bidder shall have to fulfill each eligibility criteria. If such foreign company desires that the contract be entered into with the Indian arm, then a proper back to back continuing (parent company) guarantee shall be provided by the foreign company clearly stating that in case of any failure of any supply or performance of the equipment, machinery, material or plant or completion of the work in all respects and as per the warranties/ guarantees that may have been given, then the foreign company shall assume all obligations under the contract. Towards this purpose, it shall provide such comfort letter/guarantees as maybe required by Owner. The guarantees shall cover inter alia the commitment of the foreign company to complete the entire work in all respects and in a timely fashion, being bound by all the obligations under the contract, an undertaking to provide all necessary technical and financial support to the Indian arm or to render the same themselves so as to ensure completion of the contract when awarded, an undertaking not to withdraw from the contract till completion of the work, etc.

8.0 AWARD CRITERIA

- 8.1 Evaluation shall be done on Part wise basis and awarded to techno-commercially accepted bidder with lowest evaluated price for each part individually. Bidder may quote for one or

more Parts of Tender. Items covered in a Part shall be ordered together and shall not be split ordered.

- 8.2 In case a bidder quotes for more than one Part but bidder is qualified for lesser number of Parts than the numbers of parts quoted by bidder, bid shall be opened in following order of precedence:

Part No.	Order of precedence
For Part-A (17000117-HD-10129)	1 st
For Part-B (17000118-HD-10129)	3 rd
For Part-C (17000119-HD-10129)	2 nd
For Part-D (17000120-HD-10129)	4 th

e.g. The bidder who has quoted for all the parts but qualified for

Parts (A + B) or Parts (A + D) or Part (C + B) or Part (C+D) or Part (B + D)

- a. *The price bid shall be opened / Reverse Auction shall be conducted for Part A first.* If the bidder is L1 for Part A, his priced bid shall not be opened for Part – C but his priced bid shall be opened for Part B.

In case such bidder happen to be L1 for Part B also, his priced bid shall not be opened for Part D else his priced bid shall be opened for Part D.

- b. If the bidder is not L1 for Part A, his priced bid shall be opened for Part – C.

If the bidder is L1 for Part C, his priced bid shall be opened for Part – B. In case such bidder happen to be L1 for Part B also, his priced bid shall not be opened for Part D else his priced bid shall be opened for Part D.

If the bidder is not L1 for Part C, his priced bid shall be opened for Part – B as well as Part D irrespective of bidder is L1 for Part B or not.

- c. If the bidder is neither L1 for Part A nor for Part C, his priced bid shall be opened for Part – B and Part D irrespective of bidder is L1 or not for Part B.

9.0 BID SECURITY / EARNEST MONEY DEPOSIT (EMD)

Bid Security / EMD shall be submitted in accordance with provisions of clause no. 18.0 of Instructions to Bidders (ITB) for amount indicated below:

Part No.	INR
For Part-A (17000117-HD-10129)	4,172,000
For Part-B (17000118-HD-10129)	3,870,000
For Part-C (17000119-HD-10129)	4,006,000
For Part-D (17000120-HD-10129)	1,960,000

Note:

In case bidder opts to quote for more than one part, the bid security shall be submitted separately for each of the quoted Parts.

10.0 General

10.1 INSTRUCTION FOR BID SUBMISSION

The subject tender is a single tender under which scope of work has been divided into four (04) parts namely; Part A (Composite works for Mundra & Bachau), Part B (Composite works for Santalpur and Palanpur), Part C (Composite works for Pindwara Pumping Station) & Part D (Composite works for Vadodara Receipt Station).

Due to constraint in e-tender portal, the 04 parts as listed above have been created under 04 different e-tender IDs only for the purpose of receiving bids.

For detailed instructions regarding submission of bid, refer Annexure – 2 to NIT.

- 10.2 Owner /Consultant reserve the right to carry out capability assessment of the bidder using in-house information and past performance.
- 10.3 Owner/Consultant shall not be responsible for any costs or expenses incurred by Bidder in connection with the preparation or delivery of Bids, site-visit and other expenses incurred during bidding process, regardless of the outcome of the bidding process.
- 10.4 In case any bidder is found to be involved in cartel formation, his bid will not be considered for evaluation / placement of order. Such bidder will also be debarred from bidding in future.
- 10.5 Canvassing in any form by the bidder or by any other agency on their behalf may lead to disqualification of their bid.
- 10.6 Unsolicited clarifications to the offer and / or change in the prices during the validity period would render the bid liable for rejection.
- 10.7 Bidder shall not be under liquidation, court receivership or similar proceeding.
- 10.8 Owner / Consultant will follow purchase preference policy as per prevailing guidelines of Govt. of India.
- 10.9 Clarification if any, can be obtained by submitting queries online through HPCL's e-tender portal.
- 10.10 For any technical queries related to operation of the portal please send mail to eprochelpdesk@mail.hpcl.co.in OR please call us at 022-41146666. The helpdesk support is available 6 days a week from 8AM to 8 PM (except public holidays).

Dy. General Manager (SCM)
Engineers India Limited

To be issued by Bank on Letterhead

Our Reference No. :
Bidder Name & Address

Dear Sirs.,

Subject : Working Capital Requirement for (Name of Work) for
..... (Name of Project) of M/s (Name of OWNER)
towards Bidding Document No.

Ref.: (Account No.)

We refer to your letter dated on the above subject and confirm the following:

Line of Credit (towards Working Capital like CC Limit)	Amount in INR/USD/EURO as of
Sanctioned Line of Credit	
Utilized line of Credit	
Unutilized line of Credit	

In case of award of (Name of work) to M/s (Name of Bidder), we agree to provide the line of credit to meet the working capital requirement for INR/USD/EURO for (Name of the work and job) towards Bidding Document No.....

Yours Faithfully,

For and on behalf of (Name of Bank)

SPECIAL INSTRUCTION TO BIDDERS FOR BID SUBMISSION

The subject tender is a single tender under which scope of work has been divided into four (04) parts namely; Part A (Composite works for Mundra & Bachau), Part B (Composite works for Santalpur and Palanpur), Part C (Composite works for Pindwara Pumping Station) & Part D (Composite works for Vadodara Receipt Station).

Due to constraint in e-tender portal, the 04 parts as listed above have been created under 04 different e-tender IDs only for the purpose of receiving bids. However, for the purpose of evaluation the tender comprising 04 parts shall be treated as single tender only. 04 tender IDs are mentioned as below:

17000117-HD-10129: Part A (Mundra & Bachau)

17000118-HD-10129: Part B (Santalpur and Palanpur)

17000119-HD-10129: Part C (Pindwara Pumping Station)

17000120-HD-10129: Part D (Vadodara Receipt Station)

In this regards bidders are requested to adhere to following requirements while submitting their bids:

- a. Complete tender document comprising of Commercial and Technical requirements has been uploaded under Tender ID no. **17000117-HD-10129** only. Therefore bidders must download the document from the tender ID no. **17000117-HD-10129**.
- b. Bidder shall submit their bid against the respective part for which bidder opts to participate, considering tender document issued under tender ID no. **17000117-HD-10129**.
- c. In case a bidder opts submitting their bid for more than one part, bidder shall submit their qualification documents against one of the quoted part(s) only. Bidder shall submit priced bid for all the quoted parts. Documents submitted in one part shall be used for evaluation of all the quoted parts.

e.g.

Bidder is quoting for Part A, B & D - Bidder shall submit required qualification documents along with unpriced bid in any one part (i.e., Part A or B or D) and price bid separately for each part in respective tender i.e., 17000117-HD-10129 (for Part A), 17000118-HD-10129 (for Part B) and 17000120-HD-10129 (for Part D).

Bidder is quoting for Part B & D - Bidder shall submit required qualification documents along with unpriced bid in any one part (i.e. Part B or D) and price bid separately for each part in respective tender i.e., 17000118-HD-10129 (for Part B) and 17000120-HD-10129 (for Part D).

Qualification and further evaluation shall be carried out considering all the quoted parts meeting qualification requirement on cumulative basis in-line with provisions specified under NIT.

Bidders shall carefully go through above instructions and submit their bid accordingly.

IN VIEW OF LARGE SIZE OF BIDDING DOCUMENT, BIDDERS ARE ADVISED TO ENSURE THE FOLLOWINGS FOR SUCCESSFUL SUBMISSION OF BIDS:

- a. Size of bidder's documents shall not be more than 45 MB.
- b. Vendors need to connect to Eproc portal through a high speed broadband connection to avoid packet drop/disconnection issue – both while generating the bid as well as uploading the encrypted bid.
- c. They must use the latest signing and encryption utility to encrypt the bid.
- d. Since the bid is of heavy size, the encryption activity which happens on client side may take between 5 to 10 minutes.
- e. The encryption utility uses local resources to encrypt the bid , so vendors must use a PC/laptop with i5 processor or more and having minimum 4 GB RAM
- f. It is best to work in off peak hours to avoid internet traffic, bot while generating and uploading the bids.
- g. The portal shall now be compatible only with Internet Explorer 9 or 10 or 11.