


NOTICE INVITING TENDER
FOR
OWNER'S CONSULTANT – VRMP STUDY
(GLOBAL COMPETITIVE BIDDING)



HINDUSTAN PETROLEUM CORPORATION LTD.
VISAKH REFINERY

Tender no.: 17000284-HD-46009

IMPORTANT: Please note that this is an e-Public Tender. Please log in at site (<https://etender.hpcl.co.in>) and respond to the tender. Please note that this is an online tender and on line response submitted at site (<https://etender.hpcl.co.in>) shall only be accepted. No other mode of submission (hard copies in the form of fax, submission by hand etc. or email submission etc.) shall be accepted. The Server Date & Time as appearing on the HPCL website (<https://etender.hpcl.co.in>) shall only be considered for the cut-off date and time for receipt of tenders. For submitting on line response Digital Certificate / Signatures (Class II/ Class III) shall be mandatory. For already existing vendors, in case you are logging in for the first time please ensure to upload your Digital certificate. The process for same is listed in the Help link after logging in. PLEASE LOGIN WITH YOUR EIGHT DIGIT JDE VENDOR CODE AND CORRESPONDING BILL TRACKING SYSTEM (BTS) PASSWORD TO BID FOR THE TENDER. New bidders will have to temporarily register to be able to quote for this tender in eProc system. In case of any difficulty in logging or in case you do not have the BTS password, please contact Eproc helpdesk at: 022- 41146666 on any day between 10.00 AM to 6.00PM except on Sundays/Public holidays. Please refer to help link after logging in, in case you are new to e-Tender.

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**NOTICE INVITING TENDER (NIT) FOR OWNER'S CONSULTANT – VRMP STUDY
AT VISAKH REFINERY
HINDUSTAN PETROLEUM CORPORATION LIMITED IN THE STATE OF
ANDHRA PRADESH (INDIA)**

1.0 INTRODUCTION

This e-Tender is floated for placing an order for 'OWNER'S CONSULTANT – VRMP STUDY' at Visakh Refinery.

2.0 BRIEF SCOPE OF WORK:

Visakh Refinery Modernization project (VRMP) is a mega Project of HPCL. Hence optimization of the overall complex involving the new as well as the existing facilities is of utmost importance and hence require implementation of industry-wide best practices so as to have a highly energy efficient refinery complex.


The detailed job scope for owner's consultant is enumerated below.

- 1) Benchmarking, Energy systems Review, including Inter-unit heat optimization possibilities and development of detailed schemes including basic engineering of the proposed schemes for post VRMP configuration (i.e. Process facilities envisage under VRMP including existing refinery units).
- 2) Hydrogen system Review and Optimization of overall refinery in post VRMP scenario.
- 3) Process Units Systems Review and Yield Optimization of overall refinery in post VRMP scenario.
- 4) LP Model Development of overall refinery in post VRMP scenario to identify opportunities and provide recommendations w.r.t. cut point optimization, stream routing optimization including Product blends optimization etc. of overall refinery in post VRMP scenario.
- 5) Reliability, Availability and Maintenance of VRMP Facilities Units.

Specific activities that are to be covered are described in Attachment-I of e-tender attachments.

3.0 TIME SCHEDULE:

As per Attachment-I of e-tender attachments.


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4.0 SALIENT FEATURES OF BIDDING DOCUMENT:

a)	Tender Document No.	:	17000284-HD-46009
b)	Bidding Document on Website	:	09-02-2018
c)	Earnest Money Deposit/ Bid Security	:	INR 25,00,000/- (for Indian bidders) / USD 38,462/- (for Foreign bidders)
d)	Due date of Receipt of Bidder's Queries for Pre-bid Meeting	:	17-02-2018 @ 15:00 Hrs (IST)
e)	Pre-Bid Meeting & Site Visit	:	20-02-2018 @ 09:30 Hrs (IST)
f)	Last date and time for submission of EMD by POST AS WELL AS ONLINE to the address in 4.1 below	:	12-03-2018 @ 15:00 Hrs (IST)
g)	Last Date and time of Online submission of Bids (Bid Due Date)	:	12-03-2018 @ 15:00 Hrs (IST)
h)	Opening of EMD in physical form	:	12-03-2018 @ 15:15 Hrs (IST)
i)	Opening of Pre-qualification Bids (Part-I) in eProc site	:	12-03-2018 @ 15:30 Hrs (IST)
j)	Opening of Techno commercial (Un-priced) Bids (Part-II)	:	Shall be opened online in e-Proc site after review of Pre-qualification Bids (Part-I)
k)	Opening of Priced Bids (Part-III)	:	Shall be opened online in e-Proc site after review of Techno-Commercial Bids (Part-II)

4.1 EMD (Part-I of bid) shall be submitted to:

GM – Materials (P)
Project Materials Department
PO Box: 15, Hindustan Petroleum Corporation Limited
Malkapuram, Visakhapatnam – 530 011
Andhra Pradesh, India.
Telephone Nos.: 0891-289 4302 / 4327 / 4326
E-mail: pradipsaha@hpcl.in / sknet@hpcl.in / Rituparna@hpcl.in

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4.2 PRE-BID MEETING

Pre-bid meeting will be conducted at HPCL HQO, Petroleum House 17, J. Tata Road, Churchgate, Mumbai on the date mentioned in the above table. Bidders or their authorized representatives are requested to attend the Pre-Bid Meeting so that their queries, if any, related to the Bidding document and Scope of Work can be addressed during the meeting. The bidders are requested to send queries/clarifications, if any, by e-mail to HPCL at least four days before the pre-bid meeting. The clarifications shall be provided during the pre-bid meeting.

Bidder shall consider in his priced bid, all the pre-bid discussions and subsequent corrigendum's issued if any, submitted on or before the bid due date, which shall be firm and final. No revisions to the quoted price and no further queries will be allowed thereafter.

Contact persons for the pre-bid meeting:

1. Mr. S N Sheshachala – DGM, Refinery Project (Process)
Telephone No.: 022-22788606
E-mail: shesha@hpcl.in
2. Mr. Deepak Kumar Jha – Manager, VRMP
Telephone No.: 022-22788450
E-mail: deepakkjha@hpcl.in

For any commercial related queries, please directly contact the following persons:

1. Mr. Nethala Suman Kumar – Chief Manager, Project Materials VR
Telephone No.: 0891-289 4327
E-mail: sknet@hpcl.in
2. Ms. Rituparna – Officer, Project Materials VR
Telephone No.: 0891-289 4327
E-mail: Rituparna@hpcl.in

5.0 PRE- QUALIFICATION CRITERIA (PQC):


Tenderers intending to participate this tender shall fulfil **BOTH** the qualification criteria, stipulated at 5.1 and 5.2 below. The bidder shall meet the following prequalification criteria and submit supporting documents along with the offer.

5.1 Financial Criteria

Average Annual Financial Turnover during the last 3 years, ending 31st March, of the previous financial year, should be at least 0.64 Million USD or INR 4.2 Crore.

5.2 Technical Criteria

- 5.2.1 The Bidder shall furnish references of work carried out for meeting the technical qualification criteria as defined below. Bidder should have carried out:

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(a) Three 'similar completed works', each costing not less than INR 5.6 Crore or 0.86 Million USD

OR

(b) Two 'similar completed works', each costing not less than INR 7.0 Crore or 1.07 Million USD

OR

(c) One 'similar completed works' costing not less than INR 11.2 Crore or 1.71 Million USD

Notes:

'Similar Completed Works' is defined as successfully carried out any 'one activity' or 'combination of activities' as indicated against point no. 5.2.2 below, from a single project or from multiple projects.


5.2.2 Bidder shall have reference of having successfully carried out all of the following studies from a single project or from multiple projects:

- i) Energy Efficiency Study and Optimization
- ii) Hydrogen Network Review and Optimization
- iii) Refinery wide Simulation Model development (based on Unit-wise Process models)
- iv) Comprehensive LP Model development (using Aspen PIMS or equivalent LP software)
- v) Reliability, Availability and Maintenance study

- a) All of the above studies should have been carried out in petroleum refineries or petrochemical complexes or integrated refinery cum petrochemical complexes.
- b) All the references shall be necessarily within the last 10 years from the date of tender release.
- c) As a proof, the bidder should furnish reference list along with documentary evidence in the form of certificate/communication from the clients listing out the location of the refinery, program title, major areas & units covered and capital expenditure incurred with contact names, address, e-mail IDs / phone nos. / fax nos. In the absence of proof, the bidder will be liable to disqualification.
- d) Bidder should have in-house or have access to standards/know-how/methodology/work processes/best practices for carrying out energy benchmarking studies of operating refineries and should have best energy performance benchmark numbers for all processes. Bidder to clearly specify the standards/knowhow /methodology/work process that will be followed for this project and necessary documentary evidence shall be provided in the form of relevant agreement/excerpts of reports between bidder and any client (refinery).

5.3 **ELIGIBILITY OF BIDDERS:**

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

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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.

Bids may be submitted by:

- i. A single person/ entity (called sole bidder);
- ii. An incorporated JV which has completed 3 financial years after date of commencement of business
- iii. Bids from a Consortium (including an unincorporated JV) shall not be considered
- iv. Bids from an Indian arm of a foreign company shall not be considered

6.0 **SUBMISSION OF BIDS & VALIDITY**

- 6.1 Bids are required to be submitted only through HPCL e-procurement site (<https://etender.hpcl.co.in>) using valid digital signature Certificates.
- 6.2 Physical Bids / Offers or Bids through any other mode shall not be accepted. The Offers submitted through e-tendering system, as above shall only be considered for evaluation and ordering. Bids sent through Fax/E-mail/Courier/Computer floppy/CD/Pen Drive shall not be accepted.
- 6.3 Bidders are requested to get acquainted with the E-Tendering System in advance and obtain/seek clarifications, if any from E-proc helpdesk at: 022- 41146666 on any day between 10.00 AM to 6.00PM except on Sundays/Public holidays.
- 6.4 Validity of bid shall be **4 (four)** months from the final bid due date.
- 7.0 **BID SECURITY /EARNEST MONEY DEPOSIT (EMD):** Amount shall be as per clause no. 4.0 as above.
- 7.1 The bidder shall submit the bid security in the form of Demand Draft/ Banker's Cheque in favour of HPCL, payable at Visakhapatnam (issued by an Indian Scheduled Bank or from any Indian branch of an International bank) or in the form of an irrevocable Bank Guarantee in favour of HPCL as per format enclosed with Bidding Document or through e-payment. HPCL shall not be liable to pay any bank charges, commission or interest on the amount of bid security.
- 7.2 In case, bid security is in the form of irrevocable Bank Guarantee the same shall be from any Indian scheduled Bank or from a branch of an International bank situated in India and registered with the Reserve Bank of India as scheduled foreign bank. All Foreign Bank Guarantees will be confirmed by a bank located in India acceptable to the Corporation.
- 7.3 The bid security shall be valid for 6 (Six) months from the original bid due date.

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7.4 Bids without Earnest Money Deposit(EMD) / Bid Security will not be considered and will be summarily rejected, subject to exemptions as mentioned at clause no. 8 below.

8.0 **Exemption of EMD/ Bid Security:**

8.1 EMD/ Bid Security shall not be required to be submitted by Micro & Small units registered with District Industries Centers or Khadi and Village Industries Commission or Khadi and Village Industries Board or Coir Board or National Small Industries Corporation or Directorate of Handicrafts and Handloom or any other body specified by Ministry of Micro, Small and Medium Enterprises as well as by Indian Central Public Sector Undertakings/ Enterprises.

8.2 Industries registered with MSME shall provide necessary documentary evidence duly certified by statutory auditor in lieu of EMD/Bid security, failing which the bid shall not be considered and will be summarily rejected.

8.3 PSUs shall submit declaration to this effect that they are PSU and are eligible for getting Bidding Document free of cost and are exempted from furnishing EMD/ Bid Security.

9.0 **INTEGRITY PACT:**

The Integrity Pact duly signed by the authorized official of HPCL and the contractor will form part of this contract / Purchase order. The bidder shall comply with the requirements of the Integrity Pact. Pro-forma of Integrity Pact, which is issued along with the bidding document shall be returned by the bidder long with technical bid, duly signed by the same signatory who signs the bid i.e. who is duly authorized to sign the bid. All the pages of the Integrity Pact shall be duly signed by the same signatory.

BIDDER'S FAILURE TO RETURN THE INTEGRITY PACT ALONG WITH THE BID, DULY SIGNED, SHALL LEAD TO OUTRIGHT REJECTION OF SUCH BID.


If the Bidder has been disqualified from the tender process prior to the award of contract according to the provisions under Integrity Pact, HPCL shall be entitled to demand and recover from bidder Liquidated damages amount by forfeiting the EMD/Bid security (Bid Bond) as per provisions of Integrity Pact.

If the contract has been terminated according to provisions of the Integrity Pact, or if HPCL is entitled to terminate the contract according to provisions of Integrity Pact, HPCL shall be entitled to demand and recover from the Contractor liquidated damages amount by forfeiting the Performance Bank Guarantee / Security Deposit as per Integrity Pact.

10.0 **GENERAL:**

10.1 All bidders shall be required to provide a declaration stating that they have not been banned or delisted by any government or quasi government agencies or PSUs. If a bidder has been banned by any government or quasi government agencies or PSU, this fact must be clearly stated and it may not necessarily be a cause of disqualification. If declaration is not given, the bid shall be rejected as non – responsive.

10.2 Subsequent to the submission of bid, bidders are not allowed to change the price.

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10.3 Bidder shall have single point responsibility for project management and execution of complete scope covered in the tender.

11.0 **INSTRUCTIONS REGARDING SUBMISSION OF BIDS:**

11.1 Bid shall be submitted under 3 bid system in three PARTs as follows:

- EMD (THROUGH POST AS WELL AS IN EPROC SYSTEM)
- PART-I: PRE-QUALIFICATION BID (IN EPROC SYSTEM)

All the required documents pertaining to Pre-Qualification Criteria as required in this tender should be submitted online in the e-Proc system.

- PART-II: UN-PRICED TECHNO-COMMERCIAL BID (IN EPROC SYSTEM)
- PART-III: PRICED BID (IN EPROC SYSTEM)

11.2 The bids prepared by the bidder, all correspondences and documents relating to the bids, exchanged by the bidder with HPCL, shall be written in English language only.

11.3 Bidders are requested to quote all the relevant information like taxes and duties, delivery period, and all other information as sought in the applicable columns in tender in the un-priced bid format.


12.0 **SEQUENCE OF BID OPENING:**

First, the envelope super scribed with EMD shall be opened. After verification and establishing correctness of all the enclosures, PART-I i.e. Prequalification bid shall be opened in the e-proc site. After verification and establishing correctness of the enclosures i.e. PQC, the PART-II i.e. Unpriced bid shall be opened in the e-proc site. After establishing techno-commercial acceptability of the unpriced techno-commercial offers, the PART-III i.e. the priced offers of only techno-commercially acceptable bidders shall be opened in the e-proc site.

Reverse Auction, if applicable, shall be conducted at the discretion of HPCL before opening of priced offers of only techno-commercially acceptable bidders. The detailed terms and conditions of Reverse Auction are as per tender documents.

13.0 **ORIGINAL DOCUMENTS:**

- a. The following documents in addition to uploading the scanned copies of the same on the HPCL's e-procurement website, shall also be submitted in Original in physical form on or before bid due date and time at the address mentioned under clause no.

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4.1 failing which the bid shall be rejected out rightly and unpriced bid opening of such bidder shall not be carried out

- i. EMD/Bid Security
 - ii. Industries registered with MSME shall provide necessary documentary evidence duly certified by statutory auditor in lieu of EMD/Bid security
 - b. In addition to documents specified at a) above, the following documents shall be submitted in original:
 - i. Supporting documents pertaining to 'PQC' duly authenticated as mentioned in clause 5 above.
 - ii. Integrity Pact
 - iii. Power of Attorney
- 14.0 HPCL reserves the right to assess bidder's capability to execute this work by taking into account various aspects such as performance etc. for evaluation of bids.
- 15.0 Grievance Redressal: There is a Grievance Redressal Mechanism in HPCL for vendors, participating in the tender, the details of which are available on HPCL website www.hindustanpetroleum.com.
- 16.0 HPCL shall not be responsible for any costs or expenses incurred by bidder in connection with the preparation or delivery of Bids, including costs and expenses related with visits to the site.
- 17.0 Bids received after stipulated last date and time, due to any reasons what-so-ever, including postal delays, will not be considered.
- 18.0 HPCL reserves the right to reject any or all Bids received without assigning any reason.
- 19.0 Time and date of opening of price bids shall be intimated only to qualified and techno-commercially acceptable Bidders at a later date. Tender opening (unpriced bid as well as priced bid) will be done online at the time and dates specified in the tender. Vendors who have responded to the tender are requested to login at the specified date and time at HPCL e- procurement website (<http://etender.hpcl.co.in>) for witnessing the tender opening (unpriced bid as well as priced bid in case of technically accepted vendors)
- 20.0 Clarifications if any, can be obtained through e-mail: pradipsaha@hpcl.in / sknet@hpcl.in / Rituparna@hpcl.in .

GM-Project Materials
HPCL-Visakh Refinery