

INVITATION FOR EOI
**Toll Manufacturing and Commercial Production of Drag Reducing Agent for
finished product application Additives**
(BIDDING DOCUMENT NO.: 2300011517-HC-09550)



HINDUSTAN PETROLEUM CORPORATION LIMITED

NOTICE
for
EXPRESSION OF INTEREST (EOI)

**Toll Manufacturing and Commercial Production of Drag
Reducing Agent for finished product application**

@

HP GREEN R&D CENTRE
DEVANAGONTHI, BENGALURU

(BIDDING DOCUMENT NO.: 2300011517-HC-09550)

(Domestic Expression of Interest)



INVITATION FOR EOI
**Toll Manufacturing and Commercial Production of Drag Reducing Agent for
finished product application Additives**
(BIDDING DOCUMENT NO.: 2300011517-HC-09550)

1.0. INTRODUCTION:

=====

- i. M/s. Hindustan Petroleum Corporation Limited (HPCL), a Maharatna Public Sector Undertaking, involved in Refining, Marketing and Distribution of Petroleum products has established a world class Research & Development (R&D) Centre with State-of-the-Art Research & Development facilities at Bengaluru.
- ii. Hindustan Petroleum Corporation Limited (HPCL) invites Expression of Interest from vendors involved in the production of Drag Reducing Agent for finished product for undertaking toll manufacturing and commercial production of Drag Reducing Agent for which technology know-how will be provided by HPCL. Interested vendors must have their manufacturing facilities in India, willing to undertake setting up/ expand Drag Reducing Agent manufacturing facilities in India and marketing in India and overseas.
- iii. Selection of vendor for the subject works at HP Green R&D Centre, Bengaluru shall be carried out in two stages. Pre-Qualification of vendor shall be carried out in the first stage. Only the prequalified vendor would be eligible to further participate in the technical bidding process and would be issued the bidding document for submitting their Bid in the second stage i.e. Limited tender. The work shall be awarded to the lowest bidder amongst the prequalified vendors in the second stage. However, HPCL reserves the right to reject any or all the bids received at its discretion or annul the bidding process at any time without assigning any reason whatsoever.
- iv. HPCL invites sealed bids for prequalification of vendors for the subject works from experienced and competent vendors with sound technical and financial capabilities fulfilling the Bidder's Pre-Qualification Criteria (PQC) as stated in this tender.
- v. The present Expression of Interest (EOI) is for first stage of identifying vendors meeting the pre-qualifying criteria:

2.0. BRIEF SCOPE OF WORK:

=====

- 2.1. HP Green R&D has under taken this EOI to identify vendors who have experience in the business of Drag Reducing Agent. From these identified vendors, the most suitable vendor will be selected to manufacture the HPCL developed Drag Reducing Agent based on
 - i. Meeting EOI participation criteria
 - ii. Willingness to augment their facilities for Drag Reducing Agent scale-up and manufacturing

INVITATION FOR EOI
**Toll Manufacturing and Commercial Production of Drag Reducing Agent for
finished product application Additives**
(BIDDING DOCUMENT NO.: 2300011517-HC-09550)

2.2. MAJOR INCENTIVES FOR PARTNERING

- 2.1 Indian refining industry is one of the fastest growing in the world with current processing capacity of 240 MMTPA, which is expected to reach 400 MMTPA by 2030. There is no major Drag Reducing Agent manufacturing plant in the country and entire demand is met through import.
- 2.2 HP Green R&D has proven capabilities and know-how of Drag Reducing Agent, which are protected by IPR and also provide continual improvement and technical support for setting up Drag Reducing Agent manufacturing plant.
- 2.3 Drag Reducing Agent formulation developed by HP Green R&D are having proven track record of reduction in drag in HPCL product pipeline.
- 2.4 HP Green R&D having capability to provide technical support and troubleshooting of the Drag Reducing Agent manufacturing and after sales technical support.

The detailed bidding document with contact details can be viewed and downloaded from HPCL's website: <http://www.hindustanpetroleum.com> & <https://etender.hpcl.co.in/> or from Govt. website: <http://eprocure.gov.in/cppp>.

All amendments, time extension, clarifications etc. (if any), will be uploaded in the websites only and will not be published in newspapers. Bidders should regularly visit the above websites to keep themselves updated. Interested Bidders to submit the Bid as per bidding document on or before the Due Date & Time.