



INVITATION FOR EOI
Toll Manufacturing and Commercial Production of FCC catalyst / Additive
(BIDDING DOCUMENT NO.: 2400012147-HC-09550)



HINDUSTAN PETROLEUM CORPORATION LIMITED

NOTICE
for
EXPRESSION OF INTEREST (EOI)

Toll Manufacturing and Commercial Production of FCC
catalyst / Additive

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HP GREEN R&D CENTRE
DEVANAGONTHI, BENGALURU

(BIDDING DOCUMENT NO.: 2400012147-HC-09550)

(Domestic Expression of Interest)

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1.0. INTRODUCTION:

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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.

Hindustan Petroleum Corporation Limited (HPCL) invites Expression of Interest from vendors involved in the production of any of FCC catalysts, FCC catalyst additives, silica powder, alumina powder, clay powder, silica alumina, ceramic materials for undertaking toll manufacturing and commercial production of FCC catalysts, FCC catalyst additives, adsorbents technology 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 FCC catalyst, FCC catalyst additives and adsorbents manufacturing facilities in India.

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 detailed technical know-how documents for toll manufacturing of FCC catalyst and additive will be shared only prequalified vendors for technical bidding. 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. The work order will be for the supply of 3000 MT FCC catalyst and 600 MT FCC additive for 3 years. Each indent of the FCC catalyst supply will be of 200 MT for matching uninterrupted operation of MR & VR FCCU. Each indent of additive will be of 40 MT.

HPCL invites 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.

2.0. BRIEF SCOPE OF WORK:

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

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2.2. MAJOR INCENTIVES FOR PARTNERING

- 2.2.1. 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 catalyst manufacturing plant in the country and entire demand is met through import.
- 2.2.2. HP Green R&D has proven capabilities and know-how of FCC catalyst and additives, which are protected by IPR and also provide continual improvement and technical support for setting up catalyst manufacturing plant.
- 2.2.3. Many FCC catalyst and additives developed by HP Green R&D are having proven track record of continuous catalysts/ additives suitable for Indian refineries.
- 2.2.4. HP Green R&D having capability to provide technical support and troubleshooting of the catalyst formulation 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.