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**NOTICE INVITING PRE-QUALIFICATION [PQ] BID (EXPRESSION
OF INTEREST)
FOR**


**ENGINEERING, PROCUREMENT, CONSTRUCTION &
COMMISSIONING PACKAGE FOR HP TRIJET UNIT**

**AT
VISAKH REFINERY, VISHAKHAPATNAM
ANDHRA PRADESH, INDIA**

PQ BIDDING DOCUMENT NO.: 2400017028-HC-06600



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 VENDOR CODE AND CORRESPONDING VENDOR SELF SERVICE (VSS) 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 VSS 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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1.0 INTRODUCTION:

- 1.1 HPCL has developed in house technology named HP-Trijet. The project envisages set up of a 7.4 KTPA (on feed basis) demonstration plant for HP Triglyceride to Jet fuel (TriJet) process for the production of Synthetic Aviation Fuel (SAF) at Visakh Refinery based on HPGRDC developed in-house technology. Green diesel and SAF are the green products from this process that will help HPCL towards decarbonization.
- 1.2 A unit of HP-Trijet is planned to be set up in HPCL – VR.
- 1.3 A two stage process (collectively referred to as “Bidding Process”) shall be adopted for selection of the experienced and financially sound bidders for award of this EPCC package, comprising of HP-Trijet unit at HPCL Visakh Refinery on Lump Sum Turnkey Basis. The first stage i.e., “Pre-qualification” involves the Experience & Financial Qualification of interested agencies who make an application in accordance with the provisions of this PQ bidding document for Prequalification.
- 1.4 At the end of this stage, the bidders meeting the Experience and Financial Criteria as mentioned in the PQ criteria (clause 5.0) shall be shortlisted and those pre-qualified bidders shall be eligible for issuance of complete bidding document for participation in the second stage of the Bidding Process. Accordingly, Bidders who are pre-qualified on the subject PQ selection process, shall only be issued Bidding document after signing Non-Disclosure Agreement (NDA) on limited basis later on, for participation in the bidding process for the abovementioned said EPCC Package, comprising of HP-Trijet unit on Lump Sum Turnkey Basis.
- 1.5 For the first stage i.e. “Pre-qualification”, HPCL, invite Pre-Qualification (PQ) Bids against this Pre-Qualification Document for EPCC Package on Lump Sum Turnkey Basis from the competent EPCC contractors with sound technical, commercial and financial capabilities meeting the pre-qualification criteria as stated in clause no. 5.0 below.

2.0 BRIEF SCOPE:

- 2.1 The scope of work includes Project Management, Residual Process Design, Detailed Engineering duly approved by HPCL approved Third Party Consultant, Procurement, Fabrication, Inspection, Transportation of all equipment/ materials to the work site, storage, assembly, erection, installation, construction, Pre-commissioning/ commissioning and performance guarantee testing in presence of Licensor & Owner Representatives ~~one year operation after commissioning~~ and handing over of the Unit ~~on lump sum turnkey (LSTK) basis~~ including supply of mandatory / recommended spares of the Unit as specified based on ~~Basic Engineering Design Package and~~ Front End Engineering Design (FEED) of the unit.
- 2.2 Obtaining PESO/Factories/APPCB/CPCB or any other statutory and other agencies approval for the new facilities is in HPCL scope. However, documents required including carrying out of any studies like QRA for obtaining approvals from these

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authorities shall be prepared in the required formats & shall be submitted to HPCL by EPCC. EPCC shall extend the required support in obtaining above approvals.

2.3 The EPCC Contractor shall have the single point responsibility for the faithful execution of the entire scope of work.

3.0 TIME SCHEDULE:

The Expected Time Schedule for Mechanical Completion, Commissioning of the subject work shall be 24 months from the date of Letter of Acceptance / Purchase Order.

4.0 SALIENT FEATURES:

a)	Pre-Qualification (PQ) Document No.	2400017028-HC-06600
b)	Pre-Qualification (PQ) Document on Website	30-Oct-2024
c)	Earnest Money Deposit / Bid Security	Not Applicable
d)	Due date of Receipt of Bidder's Queries for Pre-bid	06-Nov-2024
e)	Site Visit & Pre-Bid Meeting	07-Nov-2024 at 11:00 hrs.
f)	Last Date and time of Online submission of Bids (Bid Due Date)	15-Nov-2024
g)	Opening of PQ Bids	15-Nov-2024

4.1 Job Acquaintance, Site Visit & Pre-Bid Meeting:


All clarifications regarding job scope and conditions of contract shall be obtained before submitting the quotation.

Pre-bid meeting will be conducted at HPCL – Visakh Refinery (or through Video Conferencing) on the date mentioned in the above table. Bidders or their authorized representatives (with proper authority letter) are requested to attend the Pre-Bid Meeting so that their queries, if any, related to the Bidding document and Scope of Job 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 / post pre-bid meeting.

Bidder shall consider all the pre-bid discussions and subsequent corrigenda issued by HPCL if any, which shall be firm and final.

Contact persons for the pre-bid meeting and technical queries:

Mr. M Satyanarayana, Senior Manager – Minor Projects
 Mr. P Gunaranjan, Chief Manager – Minor Projects

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Tel: 0891-286 4813 / 4839

E-Mail: msatyanarayana@hpcl.in / gprathipati@hpcl.in

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

Mr. Praneeth Maxim Noronha, Senior Manager – Materials

Mr. M. Sudhakar, GM – Materials

Tel: 0891-286 4325 / 4302

Email: praneethmaxim.noronha@hpcl.in / Msudhakar@hpcl.in

5.0 PRE-QUALIFICATION CRITERIA (PQC):

Bidders seeking pre-qualification shall meet the minimum pre-qualification criteria detailed below to qualify:

5.1 Financial Criteria:

The Average Annual Financial Turnover during the last 3 years, ending 31st March 2024 should be at least **Rs. 36.80 Crores**. In case of companies, standalone financial statement shall be considered.

5.2 Technical / Experience Criteria:

5.2.1 Bidders shall have experience of having successfully carried out and completed similar work during the last 15 years ending last day of the month previous to the one in which applications are invited, which experience should be any one of the following:

- a) Three similar completed works, each costing not less than **Rs. 73.60 Crores**
OR
- b) Two similar completed works, each costing not less than **Rs. 92.00 Crores**
OR
- c) One similar completed work costing not less than **Rs. 147.20 Crores**


5.2.2 “Similar work” means Bidder shall have experience of having successfully carried out Engineering (including detail engineering), Procurement, Construction & Commissioning of any one of the following commercial plants:

- a) Any conventional commercial hydrogen generation unit based on Steam Methane Reforming (not part of facility).
- b) Any Hydro treating and/or Hydrocracking of hydrocarbon units in Petroleum Refinery/ Petrochemical/ Oil & Gas facility.
- c) Any Ammonia manufacturing plant in Fertilizer or associated Industry.

5.2.3 In addition, the vendor shall have carried out in house detail engineering.

Note:

- i. The above indicated amounts (financial & technical) are delivered value. Bidder needs to submit documents accordingly.

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- ii. For arriving at cost of similar work, the value of work executed shall be brought to current costing level by enhancing the actual value of work at simple rate of 7% per annum, calculated from the date of completion to the date of bid opening.
- iii. Both Financial and Technical Criteria shall be met for qualification of the Bidder. Failure to meet any of the above Qualification Criteria will render the Bid liable for rejection.

5.3 Relaxation for MSEs:


Criteria for prior experience and prior turnover (PQC) is relaxed by 15% for Micro and Small Enterprises subject to meeting the prescribed quality and technical specification of the tendered items/services.

5.4 Documents Required for Fulfilling Qualification Criteria:

5.4.1 Documents for Financial Criteria:

Balance sheet or Audited Financial Statements including Profit and Loss Account, necessary undertaking etc. along with bid to establish his experience and track record meeting qualification criteria.

- i) In case, the financial year closing date is within 9 months of bid due date and audited annual report of immediate preceding financial year is not available, bidder has the option to submit the financial details of the three previous years immediately prior to the last financial year. Otherwise, it is compulsory to submit the financial details of the immediate three preceding financial years.
- ii) For the Bidders following financial year closing at the end of June, September or December, the last three financial years ending with, June 2023 or Sept 2023 or Dec 2023 will be considered.
- iii) In case bidders submit turnovers for less than three years, and the same are not submitted even during tender evaluation, then for missing documents, the turnover shall be treated as zero and average for three years shall be calculated accordingly.
- iv) In case a bidder (a Parent Company) is having wholly owned subsidiaries but only a single consolidated annual report is prepared and audited which includes the financial details of their wholly owned subsidiaries, consolidated audited annual report shall be considered for establishing the financial criteria subject to statutory auditor of the bidder certifying that separate annual report of bidder (without the financial data of subsidiaries) is not prepared and audited.
- v) Further, in case a bidder is a subsidiary company and separate annual report of the bidder is not prepared & audited, but only a consolidated annual report of the Parent Company is available, consolidated audited annual report shall be considered for establishing the financial criteria subject to statutory auditor of the parent company certifying that separate annual report of bidder is not prepared and audited.

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5.4.2 Documents for Technical Criteria:

- a) Purchase Order (PO) / Work Order / Letter of Acceptance (LOA) / Relevant extract of work Order / Contract Agreement mentioning the value and the scope of work for the reference unit(s) submitted for qualification.
- b) Completion Certificate(s) by Owner / Owner's Consultant indicating executed value & commissioning date for the reference unit(s) submitted for qualification.

5.4.3 All documents furnished by the bidder in support of PQC shall be:

Either

Duly notarized by any Notary Public in the Bidder's Country or certified true copies duly signed, dated and stamped by an official authorized for this purpose in Indian Embassy/High Commission in Bidder's country

Or

Duly certified by Statutory Auditors of the bidder or practicing Chartered Accountant (not being an employee or a Director or not having any interest in the bidder's company) where audited accounts are not mandatory as per law.

Or

Bidder shall submit self-certified documents in original from any one out of CEO or CFO or Company Secretary of the bidder (Limited company only) along with self-certification. This option shall not be applicable to Proprietorship / Partnership firms.

5.4.4 For Indian Bidders, Order value(s) in multiple currencies shall be converted to equivalent INR at the exchange rate of SBI TT selling rate as on the date of award of such proposed qualifying work(s).


5.4.5 The Bidders should submit all the Documents in the first instance itself (i.e., in the Technical/ Pre-Qualification Bid), in support of fulfilling their Pre-Qualification Criteria. HPCL reserves right to complete the evaluation based on the details furnished along with the Bid, without seeking any additional information. HPCL also reserves right to use their in-house information for assessment of Bidder's capabilities. Basis such evaluations & findings, HPCL reserves right to reject a Bidder's offer without assigning any further reason whatsoever.

6.0 ELIGIBILITY OF BIDDERS:

6.1 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.


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

- i. controls either directly or indirectly a Party, or
- ii. which is controlled directly or indirectly by a Party; or
- iii. 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

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that gives the power to direct, or cause the direction of, the management and material business decisions of the controlled entity.

- 6.2 Bids may be submitted by:
- i. Sole bidder: a single person (sole Proprietorship) or entity;
 - ii. A newly formed incorporated joint venture (JV) which has not completed 3 financial years from the date of commencement of business;
 - iii. Subsidiaries / Affiliates of Indian or foreign companies
- 6.3 Fulfilment of Eligibility criteria and certain additional conditions in respect of each of the above types of bidders are stated below:
- i. The bidder (including an incorporated JV which has completed 3 financial years after date of commencement of business) shall fulfil each qualification criteria (PQC).
 - ii. 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 fulfil each qualification criteria (PQC) or any one constituent member / promoter of such a JV shall fulfil each qualification criteria (PQC). If the bid is received with the proposal that one constituent member / promoter fulfils each qualification criteria (PQC), 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 the Corporation. 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.
 - iii. Subsidiaries / Affiliates of Indian or foreign companies which are registered in India and having manufacturing facilities or establishment towards providing services in India are allowed to participate in this tender, subject to meeting the local content provisions as per the MII clause enclosed with the tender. Such entities can participate either on the basis of their credentials (Technical or Financial) or on the basis of the credentials (Technical or Financial) of their parent/ affiliate company, as per the PQC requirements applicable for this tender. If credentials of parent/ affiliate are sought to be relied upon, then the Indian subsidiary must meet the other PQC, either Technical or Financial. Moreover, the parent/affiliate will also provide suitable Guarantees to ensure completion of the work in all respects.
- In case the parent / affiliate company is from a country which shares a land border with India, then the subsidiary / affiliate company will be eligible to bid in this tender only if the parent / affiliate company is registered with the Competent Authority constituted by the Department for Promotion of Industry and Internal Trade (DPIIT).

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6.4 General Eligibility and Qualification conditions:


- i. All eligible bidders meeting the eligibility criteria as defined in Notice Inviting Tender (NIT) can participate in the tender.
- ii. A firm determined non-performing by the Corporation shall not be eligible to bid during the period so determined.
- iii. Even if a bidder meets the eligibility criteria and PQC, he shall be subject to disqualification if he or any of the constituent partners is found to have:
 - a) made misleading or false representations in the forms, statements, affidavits and attachments submitted in proof of the qualification requirements; and/ or;
 - b) records of poor performance during the last five years, as on the date of application, such as abandoning the work, rescission of the contract for reasons which are attributable to non-performance of the contractor, inordinate delays in completion, consistent history of litigation resulting in awards against the contractor or any of the constituents, or financial failure due to bankruptcy, (the rescission of a contract of venture JV on account of reasons other than non-performance, such as the most experienced partner (major partner) of JV pulling out) and so on:

7.0 SUBMISSION OF BIDS:

- 7.1 Bids are required to be submitted only through HPCL e-procurement site (<https://etender.hpcl.co.in>) using valid digital signature Certificates.
- 7.2 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.
- 7.3 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 or +91 7710911191 on any day between 10.00 AM to 6.00PM except on Sundays/Public holidays.

8.0 INSTRUCTIONS REGARDING SUBMISSION OF BIDS:

- 8.1 All the required documents pertaining to Pre-Qualification Criteria as required in this tender should be submitted online in the e-Proc system.
- 8.2 Confidential Technical Data / Documents: In case confidential technical data / documents have to be submitted by the vendor, same can be submitted in a sealed envelope on or before the Tender Due Date/ Extended Due Date & Time.
- 8.3 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.

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9.0 ORIGINAL DOCUMENTS:

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.

- i. Supporting documents pertaining to 'PQC' duly authenticated as mentioned in clause 5.0 above.
- ii. Power of Attorney

Documents shall be couriered to the following address:

GM – Materials, Materials Department
2nd Floor, Administrative Building (A Block)
PO Box: 15, Hindustan Petroleum Corporation Limited
Malkapuram, Visakhapatnam – 530 011
Andhra Pradesh, India.
Telephone No.: 0891-289 4302 / 4325
E-mail: Msudhakar@hpcl.in / PraneethMaxim.Noronha@hpcl.in

- 10.0 HPCL reserve 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.
- 11.0 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.
- 12.0 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.
- 13.0 Bids received after stipulated last date and time, due to any reasons what-so-ever, including postal delays, will not be considered.
- 14.0 HPCL reserve the right to reject any or all Bids received without assigning any reason.