

Ref: INDEG/OIL/EOI/07/780/Phase XXI/2024-25

Date: 09.10.2024

Expression of Interest (EOI) for scaling up of a laboratory synthesized chemical additive for field applications

1.0. Introduction

Oil India Limited (OIL, a “Maharatna” Category, Government of India Enterprise) is a fully integrated National Oil Company operating under the Ministry of Petroleum and Natural Gas, Govt. of India. With an impeccable credential spanning over six decades, OIL is actively involved in exploration, production and transportation of crude oil and natural gas as well as refining, petrochemicals and renewable energy generation.

OIL had collaborated with CSIR – IIP, Dehradun for development of chemical additive for inhibition of wax deposition in Duliajan – Digboi trunk pipeline (~ 37 Km). Accordingly, one effective formulation has been developed and scaled up (up to 1 Kg) at laboratory level. The technology is established at TRL 4 (Technology Readiness Level 4). Now, it has been planned to scale up the chemical further and use the same in OIL’s operation. This will lead to achieve TRL 7 after successful execution of the process.

OIL is interested in identifying such chemical manufacturers (herein after called “parties”) in India in the field of oil and gas industries who would be interested in providing their services towards scaling up the chemical.

2.0. Objective of the EOI

This EOI is meant for inviting the interested parties to submit their applications for undertaking the assignment of scaling up of the chemical. Based on the submissions received from the interested parties, most suitable parties that are capable of handling the assignment, will be chosen. Only qualified parties will be intimated for scaling up the chemical to a certain level and further commercialization.

3.0. Technology Details

The developed technology provides wax inhibitor (WI) homo and co polymers of fatty alcohol acrylic esters and poly alpha olefins useful for the flow of waxy crude oil having wide range of waxes with carbon number up to 65 or beyond and the synthesis of WI using any one or more of C14 to C24 fatty alcohol, and an unsaturated organic acid i.e. acrylic acid and poly alpha olefins.

4.0. Technology Status:

4.1. IPR Status: The Technology is developed collaboratively by CSIR – IIP, Dehradun and Oil India Limited, Duliajan. The technology development is funded by OIL. Patent application for this technology has been filed in Indian Patent Office in 2023 and in the US in 2024.

4.2. Technology Readiness Level: The Technology is currently at TRL 4 wherein successful laboratory demonstration has been achieved and validated by scaling up of the additive to 1 kg as proof of concept. Further development required for TRL 4 to 7 is expected to be carried out during scaling up of the product for OIL’s applications in real-time field scenario.

5.0. Technology Value Proposition:

- I. The Technology offers the solutions which will impact Oil and Gas Industries in India and abroad.
- II. The developed product shows improved performance over existing products available in the Indian market and can be fine-tuned periodically with in-house expertise, as per real time conditions.
- III. All the active / raw materials are available in India, thereby eliminating reliability on foreign volatile market.

6.0. Technology Transfer Package

The Transfer of Technology (ToT) package contains the following:

- I. TRL – 04 document wherein detailed synthetic process is described at 1 Kg scale.
- II. Purification instructions.
- III. Product quality control guidance.
- IV. Technical Support for any demonstration required for a period of 1 year.

6.1. Technology Terms and conditions

- I. The technology will be transferred on **Non-Exclusive basis**.
- II. The detailed terms and conditions will be covered in technology transfer agreement. The agreement will be signed only for synthesizing the chemical for limited quantity.
- III. Criteria for performance evaluation of the interested parties are as follows:
 - o All the criteria to be complied by the companies as mentioned in clause no 7
- IV. Cost of development projects for various applications, such as towards demonstrations/pilots and any certifications etc., will be borne by the chemical manufacturer.
- V. OIL has the right to limit the number of parties up to certain extent as required by OIL.

7.0. Eligibility for selection

- I. The interested party should submit a covering letter in the format enclosed in Annexure-1 and necessary details as per Annexure-2.
- II. Having good financial background with turnover of minimum 50 crore (average) for past three years to implement the technology. The net worth of the company should be positive. Supporting documents, verified by CA, to be provided by the interested party as per Annexure-3.
- III. It is desirable that the party should have experience in developing and synthesizing oil field chemicals at a capacity of 300 tons per annum of a particular class of chemical in last 10 years. Supporting documents / POs to be submitted validating the statement as per Annexure-4.
- IV. Industries with background in blending / manufacturing / supplying (as manufacturer only) of oil field chemicals over past 10 years (minimum total production capacity of 500 tons per annum). Supporting/Verified documents to be submitted as per Annexure-5.
- V. Should have its own manufacturing and blending unit in India. Supporting documents should be provided.

- VI. Should have supplied oil field chemicals to oil and gas PSUs/ Private sectors in past 10 years where the order quantity should not be less than 20,000 Kg per order.
- VII. The party should have engineering capabilities / blending facilities (≥ 5 MT at a time) for utilization of the technology. Details of the blending unit including the capacity are to be provided with documentary evidence.
- VIII. Supporting/Verified documents for successfully executing order of oil field chemicals to any oil and gas PSUs / private sectors (in last 5 years) are to be provided. This should include copies of purchase orders, work orders, completion certificates etc.
- IX. Confidentiality of the study data should be maintained with utmost care. NDA along with technology transfer agreement to be signed separately between all qualified parties and OIL/CSIR-IIP.
- X. Submit undertaking in Company's letter head regarding non-blacklisting / non –debarment of the party as per Annexure-6.
- XI. Necessary undertaking with regard to non-litigation should be provided by the party as per Annexure-7.

8.0. How to Apply?

- The party shall submit their response to the EOI **only through e-mail** addressing to:

CGM – INDEG (HoD)
INDEG Department
Oil India Limited
Duliajan – 786602
Assam
E-mail: indeg@oilindia.in

- All the documents submitted by the party/parties should be signed and numbered.
- Incomplete and inconsistent documents may be liable for rejection and no further correspondences shall be entertained with such parties if it is not historical in nature.
- Canvassing in any form would disqualify the chemical manufacturer.

9.0. Other conditions

- I. OIL reserves the right to withdraw/cancel this EOI without assigning/notifying any reason and/or invite afresh with or without amendments.
- II. OIL shall not be responsible for any expenditure incurred by the parties in connection with the preparation of the blending unit or any other expenses incurred as regards the subject EOI.
- III. OIL takes no responsibility for any delay/ loss during posting for non-receipt of document sent by Post/ Courier within the due date.
- IV. Mere submission of the proposal/ application does not entitle automatic qualification.
- V. Any clarification against this EoI can be sought from the designated official(s) only in writing or through e-mail, which shall be clarified by the designated official only through e-mail.
- VI. OIL reserves the right to seek clarifications etc. on the responses to be received and also reserves the right to accept or reject any application as per the T&C of EOI.

10.0. Contact Person for technical enquiries

CGM – R&D (HoD)

R&D Department

Oil India Limited

Duliajan – 786602

Assam

Attn: Bijan Mahanta, Chief Research Scientist

E-mail: bijan_mahanta@oilindia.in

11.0. Submission of EOI

The EOI proposal should be submitted with all supporting documents as required in Section- 7 above via e-mail only to indeg@oilindia.in. The Technical information may specify details and strength of the applicant.

The last date for submission of EOI response is 25th November, 2024.

**Chief General Manager – HoD
INDEG Department
For Resident Chief Executive**

**COVERING LETTER
(On Company letterhead)**

Date:

To,

CGM – INDEG (HoD)

INDEG Department

Oil India Limited

Duliajan – 786602

Assam

Subject: Submission of Expression of interest (EOI) for Transfer of Technology of Scaling up of a laboratory synthesized chemical additive for field applications

Ref: EOI No. INDEG/OIL/EOI/07/780/Phase XXI/2024-25 dated 09.10.2024

Dear Sir / Madam,

Having examined the Expression of Interest (EOI) the undersigned, on behalf of our company intend to participate in EOI for Transfer of Technology, “Scaling up of a laboratory synthesized chemical additive for field applications” and submit the Qualification requirements proposal in response to the Expression of Interest (EOI) for the said EOI. We attach here with the response, as required by the EOI, which constitutes our proposal.

I/We confirm that the information contained in this response or any part thereof, including its exhibits and other documents is true, accurate, verifiable and complete. I/We fully understand and agree to comply that on verification, incorrect information, if found to have been furnished the EOI proposal is liable for rejection at any stage of evaluation. Our Firm/Company agrees for acceptance of all the terms and conditions set out in the EOI documents. It is hereby confirmed that following employee(s) is/are entitled to act on behalf of our company/ corporation/ firm/ organization and empowered to sign this document as well as such other documents, which may be required in this connection.

Our Authorised contacts for our company are:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

**Details of the Company
(On Company letterhead)**

	Item	Details (Attached True copy)
1.	Name of the party/legal entity With Year of establishment	
2.	Name of the Owner/ Founder contact details	
3.	Details of Directors	
4.	Details of Registration as an industry/legal entity (copy of certificate to be enclosed)	
5.	Address of works & Registered office premises	
6.	i. Certificate of Incorporation ii. MoU iii. Article of Association	
7.	PAN Number	
8.	GST Number	
9.	Udyog Aadhar	
10.	Details of office Premises/ branches/ industry etc.	
11.	Details of CEO/MD/GM	
12.	Total employees of the Company	

Signature:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

FINANCIAL DETAILS OF COMPANY
(On Company letterhead)

	FY 2021-22	FY 2022-23	FY 2023-24
Annual turnover			
Net Profit			
Net Worth			
Debt/Equity ratio			

Note- Please submit Audited Annual Reports containing audited balance sheets and profit loss accounts statements for preceding 3 financial years. If the audit is not yet carried out for FY 2023-24 as on submission closing date, necessary undertaking to be provided by CA stating the same.

Signature:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

EXPERIENCE CRITERIA
(On Company letterhead)

Order executed by the company in last 10 years for a particular oil field chemical (≥ 300 tons)

Name of the Chemical	Buyer	PO no. with date	Quantity of chemical	Order executed on	Remarks

Note- Please submit copy of the POs / other relevant documents

Signature:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

PROVEN TRACK RECORD
(On Company letterhead)

Order executed by the company in last 10 years for all oil field chemicals (\geq 500 tons)

Year	List of chemicals	Quantity	PO no. with date	Buyer	Order executed on	Remarks

Note- Please submit copy of the POs / other relevant documents

Signature:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

**NON-BLACKLISTING / NON –DEBARMENT DECLARATION
(UNDERTAKING on Company letterhead)**

1. We are not debarred or black listed by any of the Government Authorities / Government Organization / Public Sector Undertakings / Private Organizations for carrying out any of the assignments, tasks, works, projects etc.
2. We have not defaulted in repayment of any of the undisputed dues raised / taken by us from financial institution / Non-Banking Financial Company (NBFC's) and banking companies.
3. No case of the fraud has been lodged against us by any of the stakeholders including Government departments, banks and financial institutions or any other Person / Organization.
4. We have complied with all regulatory and statutory requirements applicable to our organization till _____
5. We will abide by all the rules, regulations and directions given by OIL and CSIR – IIP.

Signature:

Name:

Designation:

Address:

Phone No: & Mobile No:

Fax:/ E Mail:

(Signature and Seal of Company)

(In the capacity of Director/CEO)

UNDERTAKING WITH REGARD TO NON-LITIGATION
(To be submitted on Company's Letter Head)

To
CGM – INDEG (HoD)
INDEG Department
Oil India Limited
Duliajan – 786602
Assam
Subject: Undertaking regarding Litigation

Dear Sir / Madam,

It is hereby confirmed and declared that M/s -----, does not have any litigation / arbitration history with any Government department/ Public Sector Undertaking/ or any other public authority with which any MoU was / has been executed / undertaken.

Yours faithfully,
(Signature of the Authorised signatory)

Name:

Designation:

Seal:

Date:

Place: