

Minutes of Pre-Bid Meeting dated 10.09.2026 (GEM/2026/B/7982168)

PARTY A:

	BEC Clause	Bidders Comment	OIL's Response
3.0	TECHNICAL EVALUATION CRITERIA		
3.1	Experience: The Bidder must have successfully executed/completed at least 01 (One) contract/order for providing/implementing downhole chemical injection solution to produce high pour point crude oil from at least 01 (one) well in any E&P company (Companies involved in the exploration and production of crude oil and natural gas) in the last 07 (Seven) years reckoned from the original bid closing date. The solution of the chemical treatment provided/implemented by the bidder against the above contract/order must have produced crude oil having at least 02 (two) of the following challenging properties: a. Minimum pour point of 30 degree Celsius b. Minimum Viscosity of 330 centipoise at 40 degree Celsius c. Maximum API Gravity of 18.5	We note that the current experience eligibility period and associated Crude Characteristics Criteria mirror the initial restrictive clauses of a previous pilot project tender (Tender No: GEM/2026/B/7611057). During the bidding phase of Tender No: GEM/2026/B/7611057, we submitted a detailed representation highlighting that these specific criteria inadvertently disqualified highly competent, active implementing contractors who possess the required operational experience but naturally lack the proprietary crude data of the E&P operator. The original clause required 7 years of experience and specific well parameters, including a minimum pour point of 33°C, a minimum viscosity of 330 centipoise at 40°C, and a maximum API gravity of 18.5. Recognizing the practical industry realities and the need to foster healthy competition aligned with the Government of India's MSE initiatives, OIL's competent authority favorably reviewed our representation. Consequently, OIL issued Corrigendum No. 1 dated 29.07.2026 against Tender No: GEM/2026/B/7611057.	Noted and shall be reviewed by OIL.

		This Corrigendum amended the BEC by extending the required experience period from 07 years to 10 years. Furthermore, it removed the restrictive quantitative crude parameters entirely, replacing them with a practical requirement for experience in "providing flow assurance solutions (treatment of high wax content, Asphaltenes, resins, aromatics)". Given that the scope and operational realities of the current tender are highly similar, we earnestly request that the dealing team review the precedent set by Corrigendum No. 1 of the aforementioned tender. Applying this established precedent to Clause 3.1 of the current tender will immediately resolve the bottleneck and ensure broader participation from competent, locally established MSEs without diluting any technical expertise. With the bid closing date of 24-09-2026 rapidly approaching, we request your prompt and favorable consideration of this matter and the issuance of a suitable Corrigendum so that we may prepare a technically compliant and competitive bid.	
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PARTY B:

BEC Clause		Bidders Comment	OIL's Response
3.0	TECHNICAL EVALUATION CRITERIA		
3.1	Experience: The Bidder must have successfully executed/completed at least 01 (One) contract/order for providing/implementing downhole chemical injection solution to produce high pour point crude oil from at least 01 (one) well in any E&P company (Companies involved in the exploration and production of crude oil and natural gas) in the last 07 (Seven) years reckoned from the original bid closing date. The solution of the chemical treatment provided/implemented by the bidder against the above contract/order must have produced crude oil having at least 02 (two) of the following challenging properties: a. Minimum pour point of 30 degree Celsius b. Minimum Viscosity of 330 centipoise at 40 degree Celsius c. Maximum API Gravity of 18.5	Downhole Chemical injection have been carried out by a very few companies successfully in India. This is not always the sought-after method followed by Oil and Gas companies, for e.g./., the leading oil & gas company in India, the ONGCL last carried out such a job in the year 2015-2016. It is therefore our request to kindly amend the period of execution from last 7 years to 12 years. Down hole Well Injection are carried on the basis of wells selected by the customer and awarded to the vendor at their discretion. The vendor has no saying in the crude oil parameters as they are based on what crude oil is available. The main issue is that the E&P company is unable to optimally produce oil from a particular well/ wells due to the crude oil characteristics combined with the tubing flowline depositions, distance from the well heads to gathering station, temperature profile (specially in rainy and winter conditions), topography of the land through which the pipeline is laid as to whether there are steep gradients that can affect 'flow' and presence of natural water bodies below which the pipeline is sometimes laid. A company that has successfully carried out	Noted and shall be reviewed by OIL.

		Flow Assurance against such odds is a candidate that can be shortlisted. Additionally, mere experience in treating crude with numerically higher pour point is not a true measure of bidder capability. For example, successful treatment of crude with 30°C pour point can be equally challenging, especially during winter conditions in India where ambient temperatures may fall to single digits, significantly increasing the risk of wax crystallization and flow restriction. We further submit that Deva Drill Tech (India) Limited is among the few Indian companies having successfully executed several flow assurance jobs for ONGCL of the nature envisaged in the present tender, including during peak winter conditions, such as DOWNHOLE FLOW Assurance for ONGC Ahmedabad Asset with chemical injection operations in Limbodara wells LIM #203, 139, 144 & 145, involving both manpower and chemical deployment along with monitoring the crude parameters and pipeline pressure. This demonstrates that technically competent bidders with directly relevant experience may still be excluded due to rigid numerical qualifiers. <u>OUR REQUEST:</u> The sentences “The solution of chemical treatment provided/implemented by the	
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		bidder against the above contract/order must have produced crude oil having at least two (02) of the following challenging properties: (i) Minimum pour point of 33°C (ii) Minimum viscosity of 330 centipoise at 40°C (iii) Maximum API gravity of 18.5 'be Replaced with: The bidder should have proven experience in successful handling of flow assurance issues associated with waxy/asphaltic crude oils through chemical treatment solutions.	
3.3	MOBILIZATION TIME		
3.3.1	Study & Design Phase: Bidders are required to thoroughly analyze the data provided in Annexure-I (enclosed in Scope of Work of this tender) for developing their chemical and the successful bidder must submit their recommendations for each well to OIL within 20 (twenty) days from the date of handing over of data of each well by OIL.	Development of a suitable Flow improver is a job based on fully analysing the 'line' crude and developing a suitable product that will achieve the desired objective keeping in mind the physical journey of the crude oil. It is almost impossible to develop a product based only on well data. Well data is a poor substitute for the actual crude oil itself. The actual crude oil with both the associated and free water, viscosity at the bottom hole, viscosity at well head, respective temperatures at BHT & WH temperatures etc will be factored in while developing the proper sample. Also, a period of 30 days will be required for developing the product. In view of the above, the following <u>Amendment Requested</u> 30 days from the date of handing over of Untreated crude oil sample of each well.	Study & Design Phase for each well shall be 20 days. OIL may, at its discretion, initiate the study phase for each well individually or for all wells simultaneously, depending on prevailing circumstances. Requisite well samples (if can be made available) shall be given to the service provider by OIL post issuance of LOA. Hence, no change in this clause.

		Furthermore, we request Oil India to exactly specify the technical parameters that are needed to be covered in the report.	
3.3.2	<u>EXECUTION PHASE:</u> The contractor shall complete the mobilization for the execution phase within 45 days from the date of issuance of respective Notice against each well.	The contractor shall complete the mobilization for the execution phase within 75 days from the date of issuance of respective notice against each well.	It is clearly mentioned in the tender document that mobilization for the execution phase within 45 days from the date of issuance of respective Notice against each well. Moreover, OIL may, at its discretion, issue mobilization notice for execution for each well individually or for all wells simultaneously, depending on prevailing circumstances. Moreover, the service is required by OIL at the earliest. Therefore, no change in this clause.
SECTION-II: SCOPE OF WORK/ TERMS OF REFERENCE/ TECHNICAL SPECIFICATIONS			
1.3	Introduction The average daily production of the two (02) producing wells is detailed in Annexure-II below. The expected well fluid production from other four (04) wells which are under production testing is 25 Kilolitres per day (KLPD) per well. The cumulative production projected from the six (06) wells for a two (02) year duration is 97,223 KLs (133 KLPD X 731 Days). Accordingly, based on the existing chemical dosing rate, the total estimated	The cumulative production for the 6 wells during a 2-year duration is PROJECTED to be 97,223 KLs or 133 KLPD. The quantity of chemicals required is dependent on two aspects: a. Dosing rate b. Expected production As per the tender document, OIL INDIA has estimated the quantity of chemicals to be 356.484 KL. This calculates to an average dosing rate of 3666.66 ppm.	The quantity of chemicals has been fixed based on OIL's experience from previous projects of similar nature of work. Moreover, the chemical requirement may vary from well to well depending on the well deliverability, well characteristics. Payment against supply of dosing chemicals shall be made based on actual consumption

	quantity of chemicals shall be 356,484 Litres.	However, in Point no 2.1 Note: ii., OIL INDIA has fixed the chemical requirement based on this dosage and estimated production level which requires an in-depth understanding of the underlying assumptions. Assumption No 1: Estimated production of 133KLPD may or may not be achieved and established during the production testing and any increase or decrease in production will affect the daily chemical consumption quantum. Assumption No. 2: The proposed dosage has been arrived on the basis of OIL INDIA's experience with 2 Wells, WELL-A MTN-7 & WELL-B MTN-5 both of which show a paraffinic nature with oil grade tending towards a medium / heavy crude. It is pertinent to note that the remaining Wells seem to show a wide-ranging composition profile from highly paraffinic to asphaltenic in nature. However, projecting the same chemical dosage for the remaining 4 Wells would be inaccurate due to the crude oil's wide-ranging nature. Furthermore, the water cut, gas oil ratio details for the remaining wells have also not been specified. In such a scenario, restricting chemical quantity required to treat all the 6 wells based on above specified assumption would defeat the very purpose of the tender.	as specified in the tender document. If the chemical injection is found to be ineffective, i.e., if any well is unable to produce to surface, or if any well produces fluid to the surface and OIL is convinced at any stage that the well is not delivering commercially, OIL, at its sole discretion, may suspend or discontinue the chemical injection service in respect of such well on a well-wise basis (or where warranted, terminate the Contract in toto, as applicable.). However, OIL may opt to resume chemical injection in the well post work-over in another producing sand of the same well or any other well if OIL so desires. (ref : Clause No. 2.0 of SCC)This can ensure balanced utilization of chemicals available under the contract. Hence, no change. For exhaustion of chemicals quantity due to production beyond a cumulative 97,223 KLs within the currency of the
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		Further, OIL INDIA has also specified that any quantum of chemical required above its estimated quantity would be to the supplier's account. For the above stated reasons, this clause would needlessly restrict a supplier from effectively treating the oil well. We would also like to point out that OIL INDIA has asked for the chemicals based on an estimated production quantity of oil which during the pendency of the contract can rise or fall on a daily basis based on a variety of factors unrelated to the treatment carried out by the supplier as listed below: 1. Reservoir Pressure depletion. 2. Formation Damage (Drilling fluid, solid particles or mud filtrate can invade and block the pores in rock formation surrounding the wellbore. 3. Scale, wax & Asphaltene depositions (This is being addressed in the immediate tender). 4. Water or gas coning. 5. Sand production and plugging. 6. Mechanical failures in downhole equipment like Gas lift valves. 7. Changes in Gas oil ratio. Therefore, greater clarity would be needed in the tender clauses to tackle such practical scenarios.	contract, the same shall be addressed at that point of time.
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2.1(ii)	QUANTITY OF CHEMICALS The cumulative estimated production projected from the six (06) wells for two (02) year duration is 97,223 KLs (133 KLPD X 731 Days). Accordingly, based on the working modalities of the running contract, the total estimated quantity of chemicals shall be 356,484 Litres. The present production rate of the two (02) producing wells along with the expected production from the remaining four (04) wells is provided in Annexure-II. The quantity of 356,484 Litres of chemical is as per the existing dosing rates and considering a production of 133 KLPD as mentioned in Annexure II. In case of shortfall of chemicals required to maintain the production of 133 KLPD, the service provider shall provide the same at no additional cost to OIL.	It will not be proper to estimate the quantum of chemicals required based on the working modalities of the running contract that covers Well A-MTN-7 & Well B-MTN-5. Upon analysis of the data submitted for the above two wells in Annexure I, both the crude oil are paraffin dominant crude with a comparative smaller percentage of Asphaltene. This requires a response that would be specific to such crudes. The 4 new Wells, Well C-KHK4, Well D-CBA-17, Well E-KRJ-1 & Well F-NDA-7), are predominantly Asphaltene crude oils (heavy crudes) that require a significantly different response compared to Well A& B. Their Dosage are also likely to be significantly higher therefore it would not be proper to fix the total quantum of chemicals required for the 2 years to be 356,484 Litres. In such cases, normally, 10-20 Ltr of crude samples of the proposed well are provided to the vendors for them to develop a response and thus calculate the quantum of chemicals required and then participate in the bid. It is therefore, requested that sample of crude oil of the 6 Wells be made available to us immediately. We therefore request extension of the opening date by a period of 45 days during which time we shall collect crude oil	No Change.
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		samples of these 06 wells, screen/develop custom solutions for these crudes and thus be in a position to offer both quantity of chemicals required and thus be in a position to submit the Price bid. It further states and we quote: <i>"In case of shortfall of chemicals required to maintain the production of 133 KLPD, the service provider shall provide the same at no additional cost to OIL."</i> It has been our experience that in some cases fall in production can be for any no of reasons including 1.Reservoir Pressure depletion. 2.Formation Damage (Drilling fluid, solid particles or mud filtrate can invade and block the pores in rock formation surrounding the wellbore. 3. Scale, wax & Asphaltene depositions (This is being addressed in the immediate tender). 4.Water or gas coning. 5. Sand production and plugging. 6.Mechanical failures in downhole equipment like Gas lift valves. 7. Changes in Gas oil ratio. In such a case, the contractor cannot be held responsible for a fall in production. He is responsible for the crude oil parameter achieved by FA Chemicals post dosing so long as they are achieved, the contractor has successfully completed his	
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		responsibilities. If there is 'OIL' in place, it will naturally flow. However, for some other reason, despite achieving the Oil parameter post treatment, the well output is reduced, the contractor cannot be held responsible.	
B.1	MOBILIZATION	We request for a mobilization of a period of 70 days taking into account the logistical issues related to this contract. The tenure of this contract is for a period of 2 years or 24 months and it is suggested that 50% of the chemicals of each well of 12-month requirement be supplied along with the mobilization. We think that the above quite unnecessary as the stock holding should be a max of 3 months. It is to be noted that R&D is a continuous process and product improvement is quite possible. Stocking 12-month consumption will deprive OIL INDIA of the R&D developments made by the vendor as the product is already made and delivered. We therefore suggest an amendment that chemical stock shall be delivered for 3 months at one go.	Noted and shall be reviewed by OIL.
3.0	EFFECTIVENESS OF THE CHEMICAL The effectiveness of the chemical injection in production of High Pour Point and asphaltene-containing crude oil shall be monitored by OIL. However, if deemed ineffective after chemical injection to the well, i.e., if any well is unable to produce to surface or if any well produces fluid to	As stated earlier, the technology behind Flow Assurance is reducing the visco-rheological properties of the Crude oil to make it flowable. In simple terms, it means reduction of viscosity/ pour point and yield value that will in turn reduce the pressure along the tubing (bean pressure) and thus help the oil to flow. So long as this aspect is	The contractor shall collect the required well samples (if can be made available) from OIL with prior intimation after acceptance of LOA. The clause has been explained & clarified during the Pre-bid

	the surface and OIL is convinced at any stage that the well is not delivering commercially, the contract may be terminated well wise or in toto (as applicable) at OIL's discretion.	achieved, the vendor has delivered on requirements. If the well is unable to produce to surface due to non-achievement of visco parameters, it can be held to be responsibility of the vendor. However, if the vendor achieves the desired viscosity and yet the well is unable to produce, the vendor cannot be held accountable. The existing clause proposes no objective measures of KPI's to evaluate effectiveness of chemical. We therefore suggest as follows: a. A crude oil sample of 10-20 ltrs of each 06 wells is made available to the vendor. b. A time of 30 days is given to the vendor to develop a suitable FA chemical based on ground conditions that will enable production of the crude oil and approved by OIL INDIA technical's representative and then submit the PRICE BID. This will enable application of objective standards for its acceptance/rejection. Our technical team is prepared to involve itself in the discussions to develop the proper visco criteria to be achieved post dosing of the FA chemicals.	conference. No change in this clause.
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PARTY C:

Section	As per Tender Requirements	JRVK QUERIES / CLARIFICATION	OIL's Comment
NEW	Well Rejuvenation is not included in this tender, which is critical to maintain the production rate of the well.	OIL to consider include additional amount of chemical required for well rejuvenation. Below are the proposal: 1. Each well will require well rejuvenation to be conducted twice per year. 2. Estimating 1.6kL of chemical to be required per well in well rejuvenation. 3. Estimated total of 6,400 Liters of chemical to be used for well rejuvenation per well for 2 years. 4. Billing done at actual usage of chemical	Rejuvenation of wells may or may not be required, depending on the type of chemical solution, provided by the service provider. Even if required, the quantity of chemicals required may vary from well to well, as well as the service provider. Hence, the requested clause cannot be incorporated.
SECTION-II: SCOPE OF WORK (SOW)	1.3 The average daily production of the two (02) producing wells is detailed in Annexure-II below. The expected well fluid production from other four (04) wells which are under production testing is 25 Kilolitres per day (KLPD) per well. The cumulative production projected from the six (06) wells for a two (02) year duration is 97,223 KLs (133 KLPD X 731 Days). Accordingly, based on the existing	OIL to consider 4.87 L per KL of well fluid produced which is 437,476 litres of total estimated quantity of chemicals.	The quantity of chemicals has been fixed based on OIL's experience from previous projects of similar nature of work. Moreover, the chemical requirement may vary from well to well depending on the well deliverability, well characteristics. Payment against supply of dosing chemicals shall

	chemical dosing rate, the total estimated quantity of chemicals shall be 356,484 Litres. 2.1 Contractor's Scope of Work – A. Study & Design Phase – Note (ii) Quantity of Chemicals: The cumulative estimated production projected from the six (06) wells for two (02) year duration is 97,223 KLs (133 KLPD X 731 Days). Accordingly, based on the working modalities of the running contract, the total estimated quantity of chemicals shall be 356,484 Litres. The present production rate of the two (02) producing wells along with the expected production from the remaining four (04) wells is provided in Annexure-II. The quantity of 356,484 Litres of chemical is as per the existing dosing rates and considering a production of 133 KLPD as mentioned in Annexure-II. In case of shortfall of chemicals required to maintain the production of 133 KLPD, the service provider shall provide the same at no additional cost to OIL.		be made based on actual consumption as specified in the tender document. If the chemical injection is found to be ineffective, i.e., if any well is unable to produce to surface, or if any well produces fluid to the surface and OIL is convinced at any stage that the well is not delivering commercially, OIL, at its sole discretion, may suspend or discontinue the chemical injection service in respect of such well on a well-wise basis (or where warranted, terminate the Contract in toto, as applicable.).However, OIL may opt to resume chemical injection in the well post work-over in another producing sand of the same well or any other well if OIL so desires. (ref : Clause No. 2.0 of SCC).This can ensure balanced utilization of chemicals available under the contract. Hence, no change. For exhaustion of chemicals quantity due to production beyond a cumulative 97,223 KLs within the currency of the contract, the same shall be addressed at that point of time.
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SECTION-II: SCOPE OF WORK (SOW) SECTION-III: SPECIAL CONDITIONS OF CONTRACT (SCC)	SECTION-II, Clause 2.1(B.1)(i): Supply of 50 % chemicals for each well, calculated on pro-rata basis, at OIL's designated site within 45 days from the date of issuance of mobilization notice for each well. The remaining quantity of chemicals must be delivered in a staggered manner as below: a) 25 % of the remaining quantity shall be delivered within 180 days from the date of issuance of mobilization notice. b) Final 25% of the remaining quantity shall be delivered within 365 days from the date of issuance of mobilization notice.	OIL to consider: Supply of 20% of chemicals at OIL's designated site within 45 days from the date of issuance of mobilization notice for each well. The remaining quantity of chemicals must be delivered in a staggered manner as below: 20% of the chemical to be delivered to OIL designated site within 90 days after the first delivery Payment based on the Pro rata	Noted and shall be reviewed by OIL.
SECTION-III: SPECIAL CONDITIONS OF CONTRACT (SCC)	2.0 DURATION OF CONTRACT: However, bidder may note that chemical injection shall be suspended in any well during the two (02) years duration in case the well produces 100% water or for any other reason as deemed fit by OIL. However, OIL may opt to resume chemical injection in the well post work-over in another producing sand of the same well or any other well if OIL so desires. During this pause period, the service provider shall not be entitled for any payment related to the well.	OIL to consider standby rate during this pause period.	During the suspension of chemical injection, there will be no need of supervision and monitoring of the well. During this pause period, the service provider shall not be entitled for any payment related to the well. There shall be no change in the clause.

Section-IV: Schedule of Rates/BOQ/3.0 4.0 Supply of dosing Chemicals of quantity 356,484 Litres for cumulative 97223 KLs well fluid production	4.0 Supply of dosing Chemicals of quantity 356,484 Litres for cumulative 97223 KLs well fluid production: Payment against “Supply of Dosing Chemicals” shall be made monthly (calculated pro-rata on per KL of well fluid produced and dosing rate of 3.67 L per KL of well fluid produced). However, if additional volume/quantity of chemicals is required for meeting the total well fluid production of 133 KLPD, then the cost of excess quantity of chemicals injected in the well shall not be paid by the Company to the Contractor.	OIL to consider 4.87 L per KL of well fluid produced.	No change.
Section-IV: Schedule of Rates/BOQ/ 5.0 Supervision & monitoring of chemical dosing:	5.0 Supervision & monitoring of chemical dosing: Payment against “Supervision & Monitoring of Chemical Dosing” shall be made on monthly basis well wise on pro-rata basis upon submission of invoice to OIL. Payment for “Supervision & Monitoring of Chemical Dosing” shall be applicable from the day the chemical is first injected in the well for well-preparatory jobs also, if any, even if no production is established. The supervision charges shall not be applicable in case downhole chemical injection is suspended.	OIL to consider supervision standby by rate charges shall be applicable even the downhole chemical injection is suspended.	During the suspension of chemical injection, there will be no need of supervision and monitoring of the well. During this pause period, the service provider shall not be entitled for any payment related to the well. There shall be no change in the clause.
20.0 COMPLIANCE TOWARDS LOCAL CONTENT	iv) The percentage of Local Content may vary with each invoice while contractor will have to maintain the overall percentage of local content for the total work/purchase of the pro-rata local	Since the well Fluid production vary every month therefore the local content Percentage would be vary. We would	%Local content (%) can be more than the declared value. However, the minimum Local Content (%) as declared by the Contractor during the bidding stage must be

	content requirement. In case it is not satisfied cumulatively in the invoices raise up to that stage, the Contractor shall indicate how the Local Content requirement would be in the subsequent stages.	like to suggested the Local content to be vary at or above the declared value.	maintained throughout the execution period of the Contract.
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