### Pre Bid Conference of Tender NO.: CGG3751P20

### Intelligent pigging Survey(IPS) of 355.6 mm (14") OD Noonmati -Barauni Crude Oil Pipeline.

VENDORS	REPRESENTATIVE
LINSCAN	Krishan Goel
ROSEN	Raj Bansode
VDT PIPELINE INTEGRITY SOLUTIONS	Bhuvnesh Kumar
SRB INTERNATIONAL PVT LTD	Rakesh Kumar
COMET ENERGY SOLUTION	Did not Attend

OIL REPRESENTATIVES	DESIGNATION
Shyamal Choudhury	CGM(PLM)
N. K Srivastava	GM(PLM), PS-8
Indrajit Dey	GM(PLM), PHQ
Ellora Patra Mahanta	GM(Contracts)
S. Mutsuddi	GM(OPS), PS-3
R. K Prasad	DGM(MM), PS-8
P. Baruah	DGM(Contracts)
U.K Sharma	DGM(PLM), PS-3
A.Sarkar	Dy.CEPL(PLM-PS8)
P.Sharma	Dy.CEPL(PLM-PHQ)
D.Ghosh	SE(PLM-PS8)

### **MINUTES OF PRE BID CONFERENCE**

- 1. The Pre Bid Conference was conducted by OIL through Video conferencing with all proposed bidders and OIL representatives.
- 2. The meeting was Presided by Mr. Shyamal Chodhury(CGM, PLM,OIL).
- 3. All the members present on behalf of OIL and proposed bidders introduced themselves and the meeting commenced.
- 4. A presentation was given by Mr. Amrit Sarkar (Dy. CEPL, PLM, OIL) where he briefed about the scope of work against the tender and all associated technical requirements and existing facilities of OIL.
- 5. Post Presentation, Mr. D. Ghosh (SE, PLM, OIL) briefed about all the queries submitted by vendors to all the members present.
- 6. CGM, PLM, OIL then requested all the bidders to express the queries and comments for clarification from OIL.
- 7. Members of OIL clarified the queries during the conference and informed to provide detailed communication via email.
  - (The list of comments or clarification are detailed below)
- 8. CGM, PLM, OIL concluded the meeting and expressed his acknowledgement towards all members present for successfully carrying out the video conference in this crisis situation.

# CGG3751P20 OIL'S REPLY TO ROSEN QUERIES

SI NO.	CLAUSE/ SECTION	BIDDER'S QUERY	TENDER DOCUMENT TERMS/CONDITIONS AND CLAUSE	COMPANY'S REMARKS
1		NO NEW QUERY	-	

### <u>CGG3751P20</u> OIL'S REPLY TO VDT PIPELINE INTEGRITY SOLUTIONS QUERIES

SI	CLAUSE/	BIDDER'S QUERY	TENDER DOCUMENT	COMPANY'S
NO.	SECTION		TERMS/CONDITIONS AND CLAUSE	REMARKS
1	BEC/BRC TECHNICAL 1.1	Expressed their experience to be considered as they are a start-up initiative supported by Indian Government under "Start-up India Stand up India" /Make in India program.	1.1 TECHNICAL: Bidder must meet the following criteria: The bidder must have an experience of successfully completed Intelligent Pigging Surveys (IPS) of following magnitude with "High Resolution" ILI tool (MFL, TFI and XYZ Mapping) of defect detection performance of POD > 90 % for crosscountry hydrocarbon Pipelines during last 7(Seven) years ending original bid closing date.  a) A single contract of minimum 378 km cumulative length of pipeline in single stretch or in multiple stretches of diameter not less than 355.6 mm OD (14 inch) for MFL & TFI inspection. AND b) Minimum 378 km cumulative length of pipeline in single stretch or in multiple Stretches for XYZ mapping.	Oil Clarified that, for the concerned tender, the "Experience" criteria's will prevail as per the tender document. OIL however expressed that, the OIL will consider the "Make in India" criteria's in its upcoming projects as the directives did not exist during the formulation of the concerned tender.

# CGG3751P20 OIL'S REPLY TO SRB INTERNATIONAL PVT LTD QUERIES

	BIDDER'S QUERY	TENDER DOCUMENT TERMS/CONDITIONS AND CLAUSE	COMPANY'S REMARKS
1 to bidders E	Language of BIDS in Tender Document	5.0 LANGUAGE OF BIDS: The bid prepared by the bidder and all correspondence and documents relating to the bid exchanged by the Bidder and the OIL shall be written in English language. Supporting documents and printed literature furnished by the Bidder may be in another language provided they are accompanied by an accurate translation of the relevant passages in English, duly authenticated by local chamber of Commerce of bidder's country, in which case, for purposes of interpretation of the bid, the	Oil clarified that, terms and conditions pertaining to language of bids will remain in accordance to tender document.  Although OIL assured to look into the issue in future projects.

### CGG3751P20

# OIL'S REPLY TO LINSCAN QUERIES

SI NO.	CLAUSE/ SECTION	BIDDER'S QUERY	TENDER DOCUMENT TERMS/CONDITIONS AND CLAUSE	COMPANY'S REMARKS
1)	Forwardin g letter Point (XVI) & PART-I – GCC Clause 2.4	We find a contradiction in the contract duration in the two mentioned clauses so, please clarify that project duration for the subject tender is 18 months and Clause XVI of Forwarding letter shall be followed.	18 Months (Eighteen Months) from the date of commencement of operation.	Project duration is for 18 months from date of issue of work order., which will be issued to the successful bidder.
2)	PART-I – GCC Clause 9.11	Please confirm for foreign bidders not having permanent establishment in India, GST shall be paid by OIL on Reverse Charge Mechanism basis as indicated in the subject tender.	GST payable under reverse charge mechanism for specified services or goods under GST act or rules, if any, shall not be paid to the contractor/vendor but will be directly deposited to the government by OIL.	Foreign supplier/service provider who has to come to India in order to provide service to OIL may be required to take GST registration in India as a nonresident taxable person. In case foreign person involves in supply of service for a longer duration in India, such person should obtain regular GST registration. As duration of contract is eighteen months as per clause 2.4 of NIT so the foreign service provider to obtain GST registration.
3)	PART-I – GCC Clause 9.2	Please confirm that submission of GST registration certificate is not applicable for foreign bidders having no PE in India.	Bidders are required to submit copy of the GST Registration Certificate while submitting the bids wherever GST (CGST & SGST/UTGST or IGST) is applicable.	-do-
4)	Instruction s To Bidders (ITB) Clause - 9	Please confirm that remittance against the invoices of the foreign bidder shall be made in USD.	Indian bidders too can submit their bids in any currency (including Indian Rupees) and receive payment in such currencies on par with foreign bidders. However, currency once quoted will not be allowed to be changed	Remittance to Foreign bidder can be made in USD
5)	Part-II - Terms Of Reference Clause – 4	In order to estimate proper cost in "SOR", please accept & confirm that we can consider four (04) nos. of cleaning run in our commercial offer.	d) The Contractor shall ascertain and satisfy themselves for the desired level of cleanliness prior to undertaking each IP Tool run. Cleaning of the pipeline forms	It has been clearly mentioned in the Bid Document that, OIL emphasizes on

	(d)	As per our experience in inspecting crude oil pipelines it is difficult to estimate the number of cleaning runs required to clean the pipeline given the fact that crude pipelines are subject to accumulation of wax and debris. So, please advise how many maximum number of cleaning runs should contractor include while estimating cost to derive the final price. We recommend including up to 4 nos. in basic cost.  Also, we recommend to revise SOR accordingly to include cost of addition cleaning runs exceeding 4 nos.	part of the inspection operation and time taken to achieve the desired level of cleanliness shall not be counted as a time for standby day rate. Extra cleaning PIG runs if necessary, then the contractor has to run the required number of extra pigs to achieve the degree of cleanliness at no extra cost to OIL. However, the debris collected during the cleaning shall be disposed off by the Company.	required degree of cleanliness of pipeline prior to carrying out IPS irrespective of number of cleaning runs required. Hence exact no. cleaning runs cannot be quantified.
6)	Part-II - Terms Of Reference Clause – 4 (e)	We recommend OIL to consider installation of permanent marker instead of AGM's due to the fact that terrain of Assam is not easily accessible. Placing of AGM's on the pipeline ROW during live ILI run shall not be practically possible because it will be very difficult for field team to match the tool speed in the pipeline.  Supply of Magnet marker and supervision shall be responsibility of Contractor however, we request OIL to kindly confirm and accept the responsibility of civil works (excavation) during the installation of such markers.	e) Activities such as marking of the entire terrain of the pipeline and installation of "reference points" will be responsibility of the Contractor. The Company will however extend required assistance for carrying out the job conveniently in the form of co-coordinator. To achieve the objective with seemingly reduced effort, the Contractor is advised /expected to equip themselves with Geo-positioning system and Electronic/Magnetic marker, in adequate numbers with in-built power source.	1. It is to be clarified that no mention of "AGM" is scripted into the contract.  2. It also has been clearly mentioned that OIL will facilitate concerned vendor with required assistance including civil work related jobs during installation of Electronic/magnetic Marker
7)	PART-III SCC- Clause 5.5 (ii)	Please confirm that lifting arrangement for loading and unloading of tools at launcher/receiver station shall be provided by OIL.	5.5 "Company shall provide the following facilities free of cost to the Contractor: - (i) Site to site transportation of equipment between Pump Station. (ii) Loading and unloading facilities to the extent available at the site"	As mentioned in SCC Clause 5.5 OIL will facilitate concerned vendor for loading and unloading of IPS tools and tackles at all Pump Stations and Intermediate Pigging/Repeater Stations.
8)	Part-II - Terms Of Reference Clause – 4 (d)	Please confirm that handling and disposal of debris recovered from the pipeline during ILI activities shall be responsibility of OIL.	d) "The Contractor shall ascertain and satisfy themselves for the desired level of cleanliness prior to undertaking each IP Tool run. Cleaning of the pipeline forms part of the inspection operation and time taken to achieve the desired level of cleanliness shall not be counted as a time for standby day rate. Extra cleaning PIG runs if necessary, then the contractor has to run the required number of extra pigs to achieve the degree of cleanliness at no extra cost to OIL. However, the debris collected during the cleaning shall be disposed off by the Company".	As clearly mentioned in the Terms of Reference clause no 4d, OIL will be fully responsible for handling and disposing the debris generated during the process of IPS.
9)	Schedule Of Rates/Pay ment	The mentioned clause explains that contractor shall provide cost of IP Survey per line Kilo meter that includes caliper so, please clarify if it is a typing error or caliper is required	A. Cost of IP Survey per line Kilometer: i) The job includes mobilization & demobilization of equipment &	It is to clarify that "Running Caliper Tool" is a typing error on part of OIL and need not to

	Clause A	as a part of scope of work.	personnel, all the charges for the equipment/accessories, spares, consumables and repair maintenance of equipment/support infrastructure, medical of personnel, hire of any infrastructure and day to day operational requirement not specified hereof including taxes and fees which are the contractor's liability. Operating rate shall also include running of caliper tool, cleaning tools, inspection tool, data processing/ interpretation, draft report, verification of results and final report.	be considered as a scope of IPS job.
10)	Part-VII Technical Drawings & Data Clause - C	Please confirm that OIL shall maintain operating pressure above 10 bars at the receiving end during ILI inspection in all the pipelines.		It is to be mentioned that OIL will be maintaining around 10 bar pressure at receiving end of all Repeater Stations. But it may not be possible to maintain a pressure of 10 bar at receiving end of Pump Stations.
11)	Part-VII Technical Drawings & Data Clause - C	Please provide the operating pressure in the below pipelines as it is missing from the table: 1. PS5-RS8 2. RS8-RS9 3. RS9-PS6		1.PS5-RS8: 17 kg/sq.cm to 30 kg/sq.cm (Flow rate 100 KLPH to 180 KLPH) 2. RS8-RS9: 9 kg/sq.cm to 22 kg/sq.cm (Flow rate 100 KLPH to 180 KLPH) 3. RS9-PS6: 5 kg/sq.cm to 11 kg/sq.cm (Flow rate 100 KLPH to 180 KLPH)
12)	Part-VII Technical Drawings & Data Clause - I	In order to completely evaluate the condition of pipelines; please provide the pigging history along with number of pig runs, amount of debris recovered, photos of cleaning pigs (if possible) recovered after cleaning for all the 15 pipelines.  Please also let us know how many cleaning runs were performed (per pipeline) during last ILI done 2007-2008.		An separate sheet is attached detailing the pigging details for last one year.(Annexure I – Pigging Details 19-20)
13)	ANNEXU RE II	We found that the length of the launcher and receiver of some pipelines are non-standard and cannot accommodate TFI tool so, please confirm any modification required in launchers or receivers to accommodate ILI tools shall be done by OIL.		It is not possible to carry out any kind modification for Concerned Launcher /Receiver Barrel of Pump stations or Repeater Stations which are not of desired dimensions.

14)	Part-VII Technical Drawings & Data Clause - C	Please confirm during flow rate in all the pipelines during ILI shall be maintained between 250-360 Kl/Hr.		Desired Flow rate of 250-360 KL/Hr during the course of ILI will be maintained by OIL except as mentioned in Note-1. Note 1: - The maximum achievable flow rate between PS-5 to PS-6 is 180 KL/HR. This sector involves 3 pigging section PS5-RS8;RS8-RS9 and RS9-PS6
15)	ANNEXU RE II	We are unable to find the launcher and receiver dimension of some pipelines so, please provide the dimensions of below launcher and receivers.  Launchers Receivers PS 5 RS 8 RS 8 RS 10 RS 10 RS 11 RS 11 RS 12 RS 12 RS 13 RS 12 RS 13 RS 14 RS 14 RS 14 RS 15 RS 16 RS 16 RS 16 RS 17 RS 17 B.P.S.	Technical data and drawings " ANNEXURE II"	Dimensions of all launcher and receiver barrel of all Pump Stations and Repeater Stations provided in "Technical Data's and Drawings" ANNEXURE II
16)	Part-II- Terms Of Reference Clause 5.3 Performan ce Requireme nts/ Specificati ons	The Tool performance specification requirements mentioned in the tender are non-standard so, we request OIL to kindly accept our proposed MFL and TFI tool performance specifications attached as below as a separate annexure. The specifications proposed in the annexure are as per POF 2016 so, we request you kindly confirm you acceptance since these are globally followed.  Further, we would like to inform you that sizing accuracy of dents can be determined by calliper tool and we understand that calliper is not in scope of work. So, we request you to exclude sizing accuracy of dents from the performance specification requirements.		It is to be mentioned that" Tool Performance Specification Requirement for MFL and TFI will remain the same as per detailed in the tender document.
17)	PART-III SCC Clause 8 (B)	Please clarify the monthly oil pumping window (in case oil flow is not continuous) that shall be given to contractor for completion of ILI run.		OIL will ensure continuous pumping during the course of ILI except in the conditions of "Force Majeure". Otherwise relevant terms and conditions of contract will apply.

18)	Schedule Of Rates/Pay ment	We request OIL to amend below changes in the milestones as contractor will not receive sufficient amount after completion of field works. Our request includes increasing the payment due after completion of all ILI runs to 40% and reducing payment due after report submission to 20% as detailed below:  3. Immediately after completion of IP Tool Run (MFL, TFI & XYZ) in each section. 40% of contract value(in pro-rata value for each section)  6. Upon submission of complete inspection/survey reports and accepted by OIL. 20% of contract value (in pro-rata value for each section)  Kindly confirm your acceptance to the above proposed changes in the milestones.		All Terms and Conditions of Payment Terms will remain intact as per approved BEC/BRC of the tender document,
19)		In order to execute the project in time bound manner as per contract schedule please confirm that Preliminary Report shall be approved by OIL within 15 days of successful completion of joint defect verification.		OIL also emphasizes on completion of project within stipulated time and will be ensuring verification and approval of all preliminary reports through proper channel as early as possible.
20)	Part-II- Terms Of Reference Clause 5.3 Performan ce Requireme nts/ Specificati ons/ Sub- Clause - g	The dig verification proposed by company is non- standard and not as followed by major oil and gas companies all over the world so, we request company to revise the contract as mentioned below:  After satisfactory completion of ILI Tool run in each section, the contractor shall offer 3-defect locations for "joint verification" - including a minimum of 2 external corrosion locations, distributed uniformly along the pigging-sections. The company shall verify 3 defects at its own discretion by exposing the pipe at those locations, in presence of contractor's representative.  Measurement of defects verified jointly, shall match the specification as set-forth herein above. In case 2 out of 3 dig-site verification results in any section do not match as mentioned above, the contractor shall offer another 3(Three) locations for fresh verification in the same section. If again verification results of 2 out of 3 fresh locations do not match, "re-	g) Verification of Results: After satisfactory completion of ILI Tool run in each section, the contractor shall offer 3-defect locations for "joint verification" - including a minimum of 2 external corrosion locations, distributed uniformly along the pigging-sections. Out of the 3 locations offered, the company, at its own discretion will select any 1 location and verify the defects after exposing the pipe at those location, in presence of contractor"s representative. Measurement will be taken jointly to characterize the defect Measurement of defects verified jointly, shall match the specification as set-forth herein above. In case dig-site verification results in any section do not match as mentioned above, the contractor shall offer another 3(Three) locations for fresh verification results of fresh locations again do not match, "re-run" of the same section shall be carried out at no extra cost or risk to the company. Based on rerun results, the contractor shall offer three numbers fresh locations for joint	Terms and Conditions of Dig Verification Results and Re-Run Conditions will remain intact as per OIL's Bid Document Part-II- Terms of Reference Clause 5.3

21)		run" of the same section shall be carried out at no extra cost or risk to the company.  Please confirm your acceptance to above revised dig verification clause.  In order to execute the project in time bound manner as per contract schedule please confirm that Final Report (FFP/RRR) shall be approved by OIL within 15 days of the date of submission.	verification and this time also if results do not match, no payment shall be made against this section. Payment shall be released on successful verification of digsite.	OIL also emphasizes on completion of project within stipulated time and will be ensuring verification and approval of all preliminary reports through proper channel as early as
22)	Part-II- Terms Of Reference Clause 5.3 Performan ce Requireme nts/ Specificati ons/	Please confirm that Dig verification shall be completed by OIL within a time period of 2 weeks (per section) from submission of Preliminary Report of each pipeline.		possible and as per "Terms and Conditions of the Contract"  OIL also emphasizes on completion of project within stipulated time and will be ensuring verification and approval of all preliminary reports through proper channel as early as possible and as per
23)	Part-II- Terms of Reference Clause 5.3 Performan ce Requireme nts/ Specificati ons/ Sub-	Please confirm if dig site verification is not completed within 2 weeks (per pipeline) due to some unforeseen seen situations, then in such case LIN SCAN shall be entitled to submit invoice due for that specific milestone.		"Terms and Conditions of the Contract"  Terms and Reference will prevail as per terms and conditions of the bid document.
24)	Clause - g	Please confirm if Preliminary/Final Reports are not approved by OIL within the specified period due to any reasons, then in such case LIN SCAN shall be entitled to submit invoice due for that specific milestone.		OIL will focus on quick confirmation of all kinds of reports but submission of invoices can only be done after verification of reports through competent authority.
25)	Page- 88 of 143 Clause 7/ Protection of	Tender Clause: The contractor shall perform its works cost of such damaged pipeline, assets or plants.	7.1 The contractor shall perform its works in such a manner as will prevent damage to the Company's pipeline and shall carry out the works in such a manner as to conform to, be consistent with and not	

	Company's Property and Existing Facilities/ Sub Clause - 7.1	Bidder's query: OIL pipelines were inspected 10-12 years back which is a significant time for any degradation (pre-existing dent/buckle) in these pipelines about which contractor isn't aware. The very objective of running gauge and cleaning pigs is to detect any pre-existing damage in the pipeline. Therefore, please confirm in an unlikely situation where disruption is caused by lodging of any tool in the pipeline shall not be charged on contractor as he has no information of existing health of pipeline.  However, contractor will explore all the possibilities to prevent lodging of Gauge pig or any subsequent tools and will provide assistance during recovery if any pig gets stuck.  Alternatively, we request OIL to confirm that there is no pre-existing damage to the pipeline.  We accept to take responsibility for online retrieval of ILI tool (MFL/TFI) post successful completion and evaluation of cleaning and Gauge pig results.  Please confirm your acceptance.	interfere in any way with continuous and safe operation of the pipeline. In the event of disruptions in the normal pipeline operations during the run of gauging tool, cleaning tool and inspection tool for the reasons other than as specified in clause 8.0 hereunder, the Contractor shall pay the Company as follows:  a) Rs. 3.6 million per day of shut-down of its operation on hourly pro-rata basis, and b) Cost of unrecoverable petroleum product spilled during such disruption/damage, at the prevailing market price.  The aggregate amount of compensation payable to the Company for the above shall be limited to maximum of Rs.5.0 million per event.  Provided further that the foregoing shall also apply in case of a shutdown of normal pipeline operation due to obstruction caused by the contractor's equipment.	Terms and Conditions of the bid document will prevail.
26)	Page 89 of 142 Clause 8- Shut- Down of Pipeline Operations During Inspection & Standby/ Sub-clause 8.3 (b)	Tender Clause: if contractor's equipment	8.3 a) It will be deemed that the contractor has taken due care in design and selection / adequacy of the inspection vehicle or a dummy version thereof and that it will not result in a pipeline blockage under normal operating conditions. b) If contractor's equipment in the pipeline becomes stuck which is caused due to faults in the design and selection of the inspection equipment or any such reasons attributable to the contractor, then, the contractor shall be held responsible for such shut down and cost of shutdown shall be recovered as per clause no 7.0 from the Contractor. The contractor shall not be entitled for any standby rates for the period of such shut down of pipeline operation. The contractor shall not have any right to terminate the contract during shutdown of this nature.	Terms and Conditions of the bid document will prevail.

		Please confirm your acceptance	
27)	Page 88 of 143 – Clause 7 Protection Of Company's Property And Existing Facilities Sub Clause - 7.3	Tender Clause: The Contractor shall perform IP Survey	Terms and Conditions of the bid document will prevail.