



OIL INDIA LIMITED
(A Government of India Enterprises)
PO : Duliajan – 786602
Assam (India)

TELEPHONE NO. (91-374) 2808793
FAX NO: (91-374) 2800533
Email: bhavik_mody@oilindia.in;erp_mm@oilindia.in

TENDER NO. SSG 2228P17/05

DATE: 22.08.2016

Sub : INVITATION TO e-BID UNDER TWO BID SYSTEM

Dear Sirs,

OIL invites Bids for the supply of **500 MT of Potassium Chloride** through its e-Procurement site under **International Competitive Bidding (ICB) – TWO BID SYSTEM**. The bidding documents and other terms and conditions are available at Booklet No. MM/GLOBAL/E-01/2005-July2012. The prescribed Bid Forms for submission of bids are available in the tender document folder.

The general details of tender can be viewed at '**Rfx parameters**' under '**Rfx Information**' in Bid invitation screen. The details of items tendered can be found by clicking to '**Items tab**'.

The tender will be governed by:

- a) "General Terms & Conditions" for e-Procurement as per Booklet No. MM/GLOBAL/E-01/2005-July2012 for E-procurement.
- b) Technical specifications ,Quantity and General Notes for **Potassium Chloride** are as per Annexure – IA in the Technical Rfx.
- c) The prescribed Bid Forms for submission of bids are available in the tender document folder. Technical Checklist and Commercial Checklist vide **Annexure IV** must be filled-up and submitted along with the technical bid.
- d) The items covered by this enquiry shall be used by Oil India Limited in the PEL/ML areas which are issued/renewed after 01/04/99 and hence Nil Customs Duty during import will be applicable. Indigenous bidder shall be eligible for Deemed Export Benefit against this purchase. Details of Deemed Export Benefit are furnished vide Addendum to MM/GLOBAL/E-01/2005-July2012 enclosed.

Special Note:

- 1.0 Please note that all tender forms and supporting documents are to be submitted through OIL's e-Procurement site only except following documents which are to be submitted manually in sealed envelope super scribed with **Tender no.** and **Due date** to **The DGM-Materials, Materials**

Department, Oil India Limited, Duliajan- 786602, Assam on or before **13:00 Hrs (IST)** on the Bid Closing Date mentioned in the Tender.

- a) **Tender Sample**
- b) **Original Bid Security.**

- 2.0 Bidders are requested to examine all instructions, forms, terms and specifications in the bid. Failure to furnish all information required as per the NIT or submission of offers not substantially responsive to the bid in every respect will be at the bidders risk and may result in rejection of its offer without seeking any clarifications.
- 3.0 All the Bids must be Digitally Signed using “Class 3” digital certificate (e-commerce application) with organisation name only as per Indian IT Act obtained from the licensed Certifying Authorities operating under the Root Certifying Authority of India (RCAI), Controller of Certifying Authorities (CCA) of India. The bid signed using other than “Class 3” digital certificate without organization name, will be liable for rejection.
- 4.0 Bidders must ensure that their bid is uploaded in the system before the tender closing date and time. Also, they must ensure that above documents which are to be submitted in a sealed envelope are also submitted at the above mentioned address before 13:00 Hrs (IST) on the bid closing date failing which the offer shall be rejected.
- 5.0 To ascertain the substantial responsiveness of the bid OIL reserves the right to ask the bidder for clarification in respect of clauses covered under BRC also and such clarifications fulfilling the BRC clauses in toto must be received on or before the deadline given by the company, failing which the offer will be summarily rejected.
- 6.0 The Integrity Pact is applicable against this tender. OIL shall be entering into an Integrity Pact with the bidders as per format enclosed vide Annexure XII of the tender document. This Integrity Pact proforma has been duly signed digitally by OIL’s competent signatory. The proforma has to be returned by the bidder (along with the technical bid) duly signed (digitally) by the same signatory who signed the bid, i.e., who is duly authorized to sign the bid. Uploading the Integrity Pact with digital signature will be construed that all pages of the Integrity Pact has been signed by the bidder’s authorized signatory who sign the Bid.

Yours Faithfully

Sd-
(BHAVIK MODY)
PURCHASE OFFICER(FS)
FOR DGM-MATERIALS
FOR RESIDENT CHIEF EXECUTIVE

OIL INDIA LIMITED
(A Govt. of India Enterprise)
P.O. Duliajan-786602, Assam
Fax No. 91-374-2800533, E-mail:material@oilindia.in

Tender No. & Date : SSG2228P17/01 22.08.2016

Tender Fee : INR 30,000.00 OR USD 500.00
Bid Security Amount : INR 428,200.00 OR USD 6,300.00
(or equivalent Amount in any currency)

Bidding Type : Single Stage Two Bid System

Bid Closing On : 05.10.2016 at 11:00 hrs. (IST)
Bid Opening On : 05.10.2016 at 14:00 hrs. (IST)

Performance Guarantee : Applicable @10% of order value

OIL INDIA LIMITED invites Global tenders for items detailed below:

Item No./ Mat. Code	Material Description	Quantity	UOM
10 85055313	<p>CLAY INHIBITION AGENT Potassium Chloride (IS:4150-1984) <u>General Purpose of Use</u> To use in water base drilling fluids to makepotassium based mud. <u>Specification</u></p> <p>1. Physical Properties : The material as received, should be a crystalline solid/powder and white in colour, free from dirt and foreign matter. 2. Moisture Content at 105 +/-2 DegC, % by mass, maximum.: 2.00 3. Matter Insoluble in water, (on dry basis), % by mass maximum. : 0.50 4. Calcium Content,(on dry basis) ppm, maximum. : 2000.00 5. Purity as Potassium Chloride,(on dry basis), % by mass, min. : 97.00 6.Packing : The material should be packed in polythene bag (100 gauge) which in turn should be packed in HDPE bag strong enough to withstand rigours of transit and storage. The material should be supplied in the original packing of the manufacturer. Capacity 50 kg net per bag. 7. Marking : Each bag shall have clear legible markings as given below : (i) Name ofthe product. (ii) Name of the supplier. (iii) Date/Month/Year of manufacture. (iv) Supply order number against which the present supply is made.</p>	500000	KG

Standard Notes: DELIVERY : BIDDER TO QUOTE THEIR BEST DELIVERY.

1) The tender is invited under SINGLE STAGE-TWO BID SYSTEM. The bidder has to submit both the "TECHNO-COMMERCIAL UNPRICED BID" and "PRICED BID" bid through electronic form in the OIL's e-Tender portal within the Bid Closing Date and Time stipulated in the e-Tender. The "TECHNO-COMMERCIAL UNPRICED BID" is to be submitted as per Scope of Work & Technical Specification of the tender and "PRICED BID" as per the Online Price Bid format.

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2) In Technical Bid opening, only Technical Rfx will be opened. Therefore, the bidder should ensure that "TECHNO-COMMERCIAL UNPRICED BID should contain details as mentioned in the technical specifications as well as BEC/ BRC and upload the same in the Technical RFX Response -> User -> Technical Bid. **No price should be given in above Technical Rfx otherwise the offer will be rejected.** Please go through the help document in details before uploading the document and ensure uploading of technical bid in the Technical RFX Response -> User -> Technical Bid only. The "PRICE BID" must contain the price schedule and the bidder's commercial terms and conditions. The prices of the items should be quoted in "Conditions Tab".

3) Performance Security @10% of order value, is applicable against this tender. Please refer clause 10.0 of Section A of General Terms and conditions for Global Tender (MM/GLOBAL/E-01/2005-July2012). Successful bidder will be required to furnish a Performance Bank Guarantee @ 10% of the order value which must be valid for one year from the date of shipment/despatch. Bidder must confirm the same in their technical Bid.

4) The original bid security (Amount is mentioned above and also in Basic Data of the tender in OIL's e-portal) should reach us before bid closing date and time of technical bid. Bid without original bid security will be rejected. The bidders who are exempted from submitting of Bid Bond should attach documentary evidence in the Collaboration folder as per clause 9.8 of Section A General Terms and conditions for Global Tender (MM/GLOBAL/E-01/2005-July2012). The bid security shall be valid up to **05.05.2017**. Please submit bid bond as per revised format.

5) Bidders to note that Govt. of India under Micro, Small and Medium Enterprises Development (MSMED) Act 2006, has proclaimed the Public Procurement Policy, 2012 with effect from 1st April, 2012 in respect of procurement of goods and services, produced and provided by micro and small enterprises, by its Ministries, Departments and Public Sector Undertakings for promotion and development of Micro and Small Enterprises. A new Clause on applicability of Public Procurement Policy for procurement of goods from Micro and Small Enterprises(MSE) in the tender is furnished vide Amendment to General Terms and Conditions for Global Tender (MM/GLOBAL/E-01/2005-JULY2012). Bidders are requested to take note of the same and to submit their offers accordingly.

6) Bid validity shall be **minimum 120 days**. Bids with lesser validity shall be rejected.

7) In addition to BRC criteria vide section -D of General Terms & Conditions for Global tenders (MM/GLOBAL/E-01/2005-JULY 2012), the BEC/BRC vide Annexure-IB will be applicable against the tender failing which offer will be rejected.

8) Reference to BRC clause no. 4 under BEC-BRC vide Annexure-IB, exemption letters issued prior to 01.01.2013 shall not be considered. Bidders who have been issued sample exemption letter after the aforesaid date can submit the copy of the same as per the referred clause.

9) PRICED BIDS OF ONLY THOSE BIDDERS WILL BE OPENED WHOSE OFFERS ARE FOUND TO BE TECHNO-COMMERCIALLY ACCEPTABLE. THE TECHNICALLY ACCEPTABLE BIDDERS WILL BE INFORMED BEFORE OPENING OF THE "PRICED BID".

10) The Integrity Pact is applicable against this tender. Therefore, please attach the Integrity Pact document duly signed along with your quotation as per BRC. The name of the OIL's Independent External Monitor at present is as under:

1. SHRI RAJIV MATHUR, IPS (Retd.),
2. SHRI SATYANANDA MISHRA, IAS(Retd.)

Their email ids are furnished in OIL's website, www.oil-india.com

CC. BID REJECTION CRITERIA (BRC)	Compliance by Bidder	
	Indicate 'Confirmed' / 'Not Confirmed' / Not applicable	Indicate Corresponding page ref. of unpriced bid
In addition to BRC criteria vide section –D of General Terms & Conditions for Global tenders (MM/GLOBAL/E-01/2005 - JULY 2012), the following clauses will be applicable against the tender failing which offer will be rejected.		
1. The bidder shall be either a Manufacturer of the product or an authorised distributor/ dealer / supplier of the product of manufacturer. The authorised distributor/ dealer / supplier shall produce authority letter from its manufacturer authorizing them to submit the bid along with the offer. Such authority letter should be valid for the entire period of execution of the order.		
2. In case the bidder is not in a position to submit Authority letter from the manufacturer then bidder must submit Quality Assurance certificate mentioning that the offered product will be of same or higher quality / standard of the tender sample submitted along with the bid in the event of bulk supply against order.		
3. Experience Criteria:		
3.2 The bidder must have a supply record of minimum one order of 50% tender quantity of tendered material to various E&P Companies or Service Providers to E&P companies in the last five (05) years. For both these criteria 3.1 (i) & 3.1 (ii), the period reckoned shall be the period prior to the original bid closing date of the tender.		
3.3 In support of above supply experience criteria 3.(i) & 3.(ii), the bidder shall submit copies of purchase orders and any one or combination of the following documents along with the technical bid that confirms the successful execution of each of the purchase orders. OIL reserves the rights to verify the same. -Performance certificate from the clients, -Delivery challan / invoice etc. -Bill of lading, -any other documentary evidence that can substantiate the successful execution of each of the Purchase Order(s)		
3.4 However, bidders whose products have been successfully field tried extensively in OIL's operational area are exempted from meeting criteria 3.(i) & 3.(ii) provided they offer the same brand of product from the same manufacturer. However, the party must submit documentary evidence of having successfully executed supply orders of OIL for this product within the last five years prior to the original bid closing date of the tender.		
3.5 Supply executed by the bidder to its sister concern/ subsidiary or its own services shall not be considered as experience for the purpose of meeting above experience criteria of BRC.		
NOTE: To develop any new source field trial followed by extensive field trial of the product are conducted. In case of field trial, order is placed for a quantity which is sufficient for 2/3 wells use. This gives the idea how this product performs in our field. Once this field trial is over, to assess the quality assurance and supplier's capability another order is placed with larger quantity for 5/6 wells use. Based on timely delivery as well as consistency in quality of the product, the vendor is developed. The second trial for a good number of wells is termed as extensive field trial.		
4. The bidder shall submit tender sample of the product in triplicate (i.e. 3 samples) along with the bid. However, bidders who have been exempted from submission of tender sample need not submit the same so long the supply is made from same source which has been extensively used in OIL's field. For this, the supplier shall have to provide an undertaking stating that the material to be supplied will meet OIL's technical specification in all respect and from the same source whose product has already been field tried successfully. Further, exemption letter issued by OIL must be enclosed along with the bid.		
5. The tender sample should be strictly as per OIL's specification.		
6. FINANCIAL CRITERIA:		

		Compliance by Bidder	
<p>1.0 Annual Financial Turnover of the bidder during any of preceding three financial/accounting years from the original bid closing date should be at least INR 1.07 Cr. or USD 1,57,495.00</p> <p>1.1 Net worth of bidder must be positive for preceding financial/ accounting year.</p> <p>2.0 Considering the time required for preparation of Financial Statements, if the last date of preceding financial / accounting year falls within the preceding six months reckoned from the original bid closing date and the Financial Statements of the preceding financial / accounting year are not available with the bidder, then the financial turnover of the previous three financial / accounting years excluding the preceding financial / accounting year will be considered. In such cases, the Net worth of the previous financial / accounting year excluding the preceding financial / accounting year will be considered. However, the bidder has to submit an affidavit/undertaking certifying that 'the balance sheet/Financial Statements for the financial year 2015-16 has actually not been audited so far'.</p> <p>Note: For proof of Annual Turnover & Net worth any one of the following document must be submitted along with the bid:-</p> <p>i) A certificate issued by a practicing Chartered Cost Accountant (with Membership Number and Firm Registration Number), certifying the Annual turnover & Net worth as per format prescribed in ANNEXURE - A.</p> <p>OR</p> <p>ii) Audited Balance Sheet along with Profit & Loss account. In case of foreign bidders, self-attested/digitally signed printed published accounts are also acceptable.</p> <p>3.0 In case the Audited Balance sheet and Profit Loss Account submitted along with the bid are in currencies other than INR or US\$, the bidder shall have to convert the figures in equivalent INR or US\$ considering the prevailing conversion rate on the date on which the Audited Balance Sheet and Profit & Loss Account is signed. A CA Certificate is to be submitted by the bidder regarding converted figures in equivalent INR or US\$."</p>			
<p>7. The following points are deemed as "non-negotiable" and offer shall be rejected straightaway without seeking clarification in case of the following :</p> <p>i. Validity of bid shorter than validity indicated in the tender.</p> <p>ii. Original Bid Security not received within the stipulated date and time mentioned in the tender.</p> <p>iii. Bid security with (i) Validity shorter than the validity indicated in tender and/or (ii) Bid security amount lesser than the amount indicated in the tender.</p> <p>iv. In case the party refuses to sign the Integrity Pact.</p>			
DD. Special Notes			
<p>i) Bidders must submit 3 (three) tender samples of ½ kg each of the offered product in 3 (three) separate air tight sealed containers free of cost for technical evaluation. Further, the bidder shall confirm that bulk supply will be same as the tender sample supplied for along with the tender.</p>			
<p>ii) The tender sample will be evaluated in OIL's laboratory as per OIL's tender specification for acceptance.</p>			
<p>iii) Bidder shall submit a copy of Material Safety Data Sheet of the quoted product along with the bid.</p>			
<p>iv) In case the bidder is not a manufacturer, the bidder shall confirm the name of its manufacturer.</p>			
<p>iv) The material should be supplied in the original packing of the manufacturer with markings as specified in the tender.</p>			

	Compliance by Bidder	
v) Bidder shall confirm shelf life as per NIT requirement, wherever asked for. Any supply without shelf life or shelf life less than the NIT requirement shall be rejected.		
vi) Considering the nature of the items, if the product offered by the lowest acceptable bidder is not field proven in OIL, purchaser at its discretion may place a trial order to the extent of 25% (maximum) only for field trial and vendor development separately at their quoted rates and entire tendered quantity will be procured from other competitive bidders whose product has been field proven in OIL.		

ANNEXURE

CERTIFICATE OF ANNUAL TURNOVER & NET WORTH

TO BE ISSUED BY PRACTISING **CHARTERED ACCOUNTANTS' FIRM** ON THEIR LETTER HEAD

TO WHOM IT MAY CONCERN

This is to certify that the following financial positions extracted from the audited financial statements of M/s..... (Name of the Bidder) for the last three (3) completed accounting years upto(as the case may be) are correct.

YEAR	TURN OVER In INR (Rs.) Crores / US \$ Million)*	NET WORTH In INR (Rs.) Crores / US \$ Million)*

*Rate of Conversion (if used any): USD 1.00 = INR.....

Place:

Date:

Seal:

Membership No. :

Registration Code:

Signature

* Applicable only for GLOBAL tenders.