



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

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TENDER NO. SSG2611P17/05

DATE: 01.10.2016

Sub : INVITATION TO e-BID UNDER TWO BID SYSTEM

Dear Sirs,

OIL invites Bids for the supply of **600 MT Liquid Flow Improver** 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 **Liquid Flow Improver** 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.
- e) BEC/BRC for Liquid Flow Improver is attached as per ANNEXURE-II which must be complied.
- f) 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-III. The same must be submitted along with the bid.

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 superscribed with **Tender no.** and **Due date to The Head 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

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Tender Fee : INR 60,000.00 OR USD 1,000.00
Bid Security Amount : INR 2,540,300.00 OR USD 37,350.00

Bidding Type : Single Stage Two Bid System

Bid Closing On : 02.11.2016 at 11:00 hrs. (IST)
Bid Opening On : 02.11.2016 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 85054920	<p>C H E M I C A L FOR CONDITIONING CRUDE OIL</p> <p>1. PHYSICAL CHARACTERISTICS:</p> <p>a) State : Homogeneous, clear and free-flowing liquid at 22°C, free from insoluble (liquid or solid) matter.</p> <p>b) Congealing Point : 14°C (or lower).</p> <p>c) Melting Point : 22°C (or lower).</p> <p>d) Viscosity of the product at 20°C when measured at 25 Sec Inverse shear rate with Brookfield DV-III cone & plate Rheometer (with CPE-41 cone) : 50 cP (Maximum).</p> <p>e) Solubility : Soluble in Xylene / HSD in all proportions.</p> <p>f) Shelf life : Eighteen months (Minimum).</p> <p>Test procedure : Congealing & Melting Point</p> <p>i. For measurement of congealing and melting point of a Liquid Flow Improver (LFI) sample, 5 gm of the LFI product would be taken in a 10 mL graduated and stoppered borosilicate glass test tube. That tube would be immersed up to 10 mL mark in a refrigerated water bath maintained at 26°C. After 10 minutes, the temperature of the water bath would be set to the next lower even number (i.e. 24°C), and thereafter would be set to decrease in steps of 2°C. There would be a gap of 10 minutes between two successive steps. The physical state (liquid / gel) of the LFI would be checked after 10 minutes from the time the water bath is set at that temperature, before reducing the bath temperature further by 2°C. The temperature, at which the LFI product gels completely, would be noted as Congealing Point of the product.</p> <p>ii. After the congealing point of the product is reached, the temp of the water bath would be set to increase by 2°C in successive steps at 10-minute intervals, and the physical state of the LFI is checked before every stepping-up of temperature. The temperature, at which the LFI product is found to have completely melted, would be noted as Melting Point of the</p>	600000	KG

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Item No./ Mat. Code	Material Description	Quantity	UOM
	<p>product.</p> <p>iii. Congealing and Melting point temperatures would be recorded and reported in even numbers, because of the temperature ramping protocol described above.</p> <p>2. PRODUCT PERFORMANCE TEST IN THE LABORATORY :</p> <p>2.a. Test Procedure:</p> <p>2.a.1. Test on crude treated at 50°C</p> <p>The typical raw test crude (i.e. crude untreated with any Flow Improver chemical) will have water content less than one percent and Pour Point in the range 30°C to 36°C. 500 mL of such test crude would be heated at 50°C in a water bath for 30 minutes, and then treated with the Liquid Flow Improver product at a dosage of 800 ppm (weight / volume). The treated crude would again be heated at 50°C for 30 minutes, to complete the crude treatment process.</p> <p>The following two parameters of the treated crude shall be evaluated within 48 hrs :</p> <p>i. Viscosity : Apparent viscosity (cP) would be measured at a shear rate of 25 Second Inverse by Brookfield DV-III cone & plate Rheometer (with CPE-41 cone) through a pre-defined software programme at temperatures starting from 30°C down to 15°C (or limited by the viscosity measurement range of the instrument) at 3-degree intervals.</p> <p>ii. Pour Point : Pour Point (°C) would be measured as per ASTM D-5853.</p> <p>2.a.2. Test on crude treated at its Pour Point</p> <p>The raw test crude would be heated to 50°C in a water bath, then cooled down to its Pour Point temperature (which would normally be in 30°C to 36°C range) with constant stirring with a mechanical stirrer. 800 ppm (weight / volume) of the Liquid Flow Improver product would be added to the crude at that temperature while stirring the crude constantly, and the stirring would continue for another 5 minutes. The Pour Point of that treated crude would be measured immediately thereafter.</p> <p>2.b. Performance Requirement :</p> <p>2.b.1. Crude treated at 50°C</p> <p>i. Viscosity : Apparent Viscosity (AV) of the test crude treated with Liquid Flow Improver (LFI) sample at 800 ppm [as per 2.a.1 above] should compare positively with AV of the same test crude treated with OIL's field-approved Regular (solid) Flow Improver (RFI) product - taken as a reference sample - at 300 ppm under identical test conditions [Any RFI product that has undergone field-trial in OIL successfully in the past, and has also been procured subsequently through a developmental order which has been found acceptable in quality, is deemed "field-approved" in OIL]. However, a deviation (higher value) up to 10 percent in AV of the test crude treated with the Liquid Flow Improver sample (compared to the AV of RFI treated crude) would be acceptable. The comparison of AV would normally be done at the</p>		

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	<p>measuring temperature of 15°C. In case AV measurement at 15°C is not possible because the AV of the crude (either LFI treated crude or the RFI treated crude) at this temperature increases beyond the viscosity measurement range of the Rheometer (at 25 Sec Inverse shear rate), then the comparison would be done at the lowest temperature (18°C or above at 3°C intervals) at which AV of both the LFI and RFI treated crudes could be measured.</p> <p>ii. Pour Point : The Pour Point of the test crude treated with Liquid Flow Improver sample at 800 ppm should be equal to or less than the Pour Point of the same test crude that would be treated with OIL's field-approved Regular (solid) Flow Improver product (reference sample) at 300 ppm.</p> <p>2.b.2. Crude treated at its Pour Point</p> <p>There should be a reduction of 9°C (minimum) in the Pour Point of the crude treated as per [2.a.2.].</p> <p>3. ACCEPTANCE CRITERIA</p> <p>3.a. Tender Sample : A tender sample has to meet the performance requirement outlined in para [2.b.] above, and also conform to Physical Characteristics outlined in [1] above, to be acceptable.</p> <p>3.b. Supply of material (LFI) against order : Every batch of material (in case the supplied material has been manufactured in different batches at manufacturer's end) supplied against an order has to meet the laboratory performance specification (Para 2.b. above), and also match the physical characteristics and the laboratory performance of its tender sample (against the performance of which the order has been placed and which is kept as a reference sample in the laboratory). A sample drawn randomly from each batch shall be put on Quality Assurance (QA) test in OIL's laboratory after arrival of the consignments at OIL's premises. The supply would be deemed acceptable after every batch sample passes this laboratory evaluation. In case any batch sample fails the QA test in the laboratory, that whole batch would be deemed unacceptable, and the vendor would be asked to replace that batch of material (LFI).</p> <p>4. SUBMISSION OF TENDER SAMPLE : Bidders have to submit two Litres of each product they are offering, in four (500 mL x 4) sealed and air-tight bottles made of either glass or metal (plastic bottles not acceptable) free of cost for laboratory evaluation. They are also required to submit all relevant product information detailed in Para 6 below, along with the tender samples.</p> <p>5. PACKING OF BULK SUPPLY : 170 - 200 Kg Nett in new EPOXY-COATED Mild Steel (M.S.) drums carrying appropriate product certification either from Bureau of Indian Standards (ISI mark) or from any international standardizing agency. Name of the product, Manufacturer's name and address, order number, batch number and date of manufacture should be stenciled on all the drums in bold letters in contrasting colours.</p> <p>6. PRODUCT INFORMATION TO BE SUBMITTED (UPLOADED IN CASE OF e-TENDER) BY THE BIDDER ALONG WITH THE TECHNICAL</p>		

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Item No./ Mat. Code	Material Description	Quantity	UOM
	<p>BID, AND ALSO TO BE SUBMITTED (HARD COPY) WITH THE TENDER SAMPLE:</p> <p>a) GENERAL DESCRIPTION: Product Name Colour Generic Composition Type of Solvent and its Boiling Point / Range (°C) Specific Gravity at 25°C Apparent Viscosity (centi-Poise) at 20°C Flash Point (PMCC, °C) Melting Point (°C) Congealing Point (°C) Date of Manufacture of the tender sample</p> <p>b) SHELF LIFE (IN MONTHS)</p> <p>c) MATERIAL COMPATIBILITY Compatibility with materials of construction like Mild Steel, Galvanized Iron, Brass, PVC, Rubber, Polypropylene Polyethylene (HD), Neoprene, Vinyl, Ethylene Propylene and Polyurethane.</p> <p>d) COMPATIBILITY WITH REFINING PROCESS : The product should be compatible from the point of view of crude refining.</p> <p>e) MSDS : INCLUDING SAFETY, HANDLING AND STORAGE INSTRUCTIONS</p> <p>f) TOXICITY AND ECOLOGICAL EFFECTS Chemical Oxygen Demand, Dissolved Organic Carbon, Biodegradability, Toxicity for Bacteria.</p>		

Standard Notes: 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.

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

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(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 31.05.2017. Please submit bid bond as per revised format.

5) The tender sample should reach us before bid closing date and time stipulated in the e-tender.

6) 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.

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

8) 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".

9) 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

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

a) Financial Evaluation Criteria:

i) Annual Turnover : The bidder shall have an annual financial turnover of minimum Rs. 7.70 Cr. or USD 1132500.00(50 % of the estimated value) during any of the preceding 03 (three) financial years reckoned from the original bid closing date.

ii) "Net Worth" of the bidder should be positive for the preceding financial/accounting year.

b) The following points are deemed as "non-negotiable" and offer shall be rejected straightaway without seeking clarification in case of the following :

- i. Validity of bid shorter than validity indicated in the tender.
- ii. Original Bid Security not received within the stipulated date and time mentioned in the tender.
- 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.
- iv. In case the party refuses to sign the Integrity Pact.

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- Special Notes :**
1. Only those Liquid Flow Improver (LFI) products would be considered for procuring the full quantity on this tender, which have been procured by OIL in the past and used successfully in OIL's operational areas as on the bid closing date, and thus are "proven".
 2. For any offer from a bidder that has met all the technical and commercial requirements of this tender, but the product (LFI) has not been procured successfully by OIL anytime in the past up to the bid closing date, such product would be considered for a trial order (for a quantity not exceeding 20 MT) at their quoted rate or at their negotiated rate for vendor development. The quantity on trial order would be outside the quantity covered in this tender. In case more than one bidder becomes eligible for such trial order, all such eligible bidders shall be placed with a trial order for quantity not exceeding 20 MT each.
 3. The trial order would be subject to the vendor's matching the price of his product with the price of the proven product as quoted in this tender, provided the proven product passes the techno-commercial scrutiny in this tender. In case the proven product fails to meet the techno-commercial criteria of this tender, then the reference price would be the last Purchase Order for LFI placed by OIL that has been successfully executed.
 4. The full (100%) payment for the material supplied against a trial order would be made after the supplied material passes the Quality Assessment (QA) test in the laboratory. The payment against any trial order would not be linked to the performance of the supplied material in the fields.
 5. In case the material supplied against the trial order is found acceptable, a developmental order (for a quantity not exceeding 50 MT) would follow, to ascertain the vendor's capability to produce larger volumes with consistent quality across the manufacturing batches, and to maintain the stipulated delivery schedule. Material supplied against such developmental order shall be deemed acceptable after testing samples drawn randomly from every batch of the material on arrival in OIL's laboratory for QA. After successful execution of the trial and developmental orders, the product will be deemed "proven", and the vendor would become eligible for supplying that LFI product (full quantity on tender) against the subsequent normal tenders floated by OIL for stock maintenance, subject to techno-economic suitability of their offer against such tenders.
 6. In case the supplied material against any order (regular / trial / developmental) fails to conform to the acceptance criteria outlined in the NIT, such non-conforming part / whole consignment (as the case may be) will be rejected and the vendor will be asked to replace the rejected quantity. Any request from the vendor to use the rejected material at higher dosage and adjust the payment on pro-rata basis shall not be entertained.