INVITATION OF TENDER FOR TERMINAL AUTOMATION SYSTEM (TLF + TFMS) & SAFETY PLC RELATED AUTOMATION JOB AT SEVEN LOCATIONS (BATHINDA, MUGHALSARAI, PANIPAT, JALLANDHAR, KANPUR, BATHINDA & REWARI)
Bharat Petroleum Corporation Ltd., (BPCL) a Fortune 500 Company on behalf of itself seeks tenders in three bids system (Pre-qualification bids, technical bid with commercial terms & price bids) from reputed, experienced, established & financially sound Indian Vendors for Terminal Automation System (TLF + TFMS) & Safety PLC related Automation Jobs at Seven Locations (Bathinda, Mughalsarai, Panipat, Jallandhar, Kanpur, Bharatpur TOP & Rewari).

Bidders are requested to go through the tender documents and submit three bids viz. Pre-qualification bids, technical bid with commercial terms & price bids by the due date thru BPCL E-Procurement portal ) https://bpcl.eproc.in

1. Bidders should meet the following qualification criteria

1.1 Technical criteria

I. Past Experience: Vendor should have executed successfully at-least 1 project of “Terminal automation system using their own Terminal Automation Software Package” at Petroleum oil terminals / depots handling Petroleum products viz. MS, HSD & SKO in the preceding past 07 years reckoned from the date of this notice in India or abroad. Such systems should be successfully operating continuously for at least one year in the last 5 years reckoned from the date of this notice.

The past experience shall be of handling turnkey responsibilities including Project Management, Design, Engineering, Integration, Testing, Supply, Installation and Commissioning of complete automation system consisting of

i) Tank Lorry filling (TLF) automation system comprising of Load Rack Computers (LRCs), Flow Meters, batch controllers etc. for at-least 12 loading points for TLF Gantry, employing programmable logic controllers (PLC) or DCS systems. WITH OR WITHOUT

Experience in supply, erection & successful commissioning of Safety PLC (SIL2 or SIL3) systems. Such safety PLC systems must have been provided for Safety / Emergency Shutdown Operations (monitoring & control) with or without Fire & Gas (Monitoring & Control) at Liquid Hydrocarbon Industries [e.g. Oil Installations handling receipt, storage & dispatch of liquid hydrocarbons [(MS/ HSD/ SKO/ LPG etc.)/ Refineries/ Petrochemical plants] in India or abroad.

ii) The past experience shall also include integration of Tank Farm Management system (TFMS) for at-least 6 nos. Petroleum product tanks with terminal automation system.

II. Bidders who are the Indian subsidiary of foreign Principal or have Technical tie-up with a Collaborator shall be acceptable subject to meeting the following Requirements:

i. The Principal or Collaborator shall meet the criteria as per Clause I above.

ii. Bidder shall have successfully executed along with the Principal or with the Collaborator at least one Terminal Automation project for Petroleum industry with at least same division of responsibilities as being proposed for this job, in the last 07 years, successfully operating continuously for at least one year in
the last 5 years reckoned from the date of this notice in India or abroad.

iii. Provided Principal or Collaborator assumes complete responsibility for the following, as a minimum:

- Carrying out design and basic engineering of the complete Terminal Automation System including system architecture, system sizing, system loading, network design, basic database structure, basic hardware and software specification.

- Supply of basic Terminal Automation Software.

- Approve QA / QC programs conforming to their own standards for carrying out the activities proposed to be carried out by the bidder. Either carryout system engineering, system integration, testing and factory acceptance of the complete system or approve design drawings and documents, participate in system integration, testing and factory acceptance with bidder in case bidder is qualified to carry out any or all such activities in line with Clause I above.

- Participate in commissioning and site acceptance of complete System.

- Provide logistic support to the bidder, as applicable.

- Bidder shall submit a certificate of assurance from the principal / collaborator, as applicable, highlighting the responsibilities defined above.

III. All equipment / subsystems as offered shall be from manufacturing facilities /locations from where similar equipments/ subsystems have been supplied earlier and have completed 1 year of successful continuous operation in the last 5 years reckoned from the date of this notice.

IV. Bidder (applicable to OEMs of TAS system & safety PLC systems) must be having a service centre in India for supporting the terminal automation system & safety PLC systems for one year (as a minimum) at the time of notification of bid for taking care of post comprehensive maintenance warranty.

V. Bidder (applicable to OEM of TAS system supplying safety PLC systems as bought-out item) must meet following requirements-

# Availability of service center in India as an OEM for supporting the terminal automation system for one year (as a minimum) at the time of notification of bid for taking care of post warranty comprehensive maintenance.

# Availability of service center in India for Safety PLC system by its OEM for supporting the safety PLC systems for one year (as a minimum) at the time of notification of bid for taking care of post warranty comprehensive maintenance.

VI. Experience of having successfully completed similar works at POL/ LPG terminals during last 07 years ending at the time notification of this bid should be either of the following:
• Three Similar completed works each costing not less than INR. 2.25 Cr (USD 0.35 Million)
  Or
• Two Similar completed works each costing not less than INR. 2.8 Cr (USD 0.44 million)
  Or
• One Similar completed work costing not less than INR. 4.5 Cr (USD 0.71 million)

(USD conversion rate has been considered equivalent to Rs.63)

Bidder shall submit the following documents (as a minimum) in support of fulfilling the above criteria:-

- Signed Agreement / PO copy for the similar works done in the past, indicating value of work.
- Completion Certificate indicating P.O No & Date from User.
- User’s Feedback about successful continuous operation of the Terminal automation System/s with or without safety PLC system for at least one year in the last 5 years reckoned from the date of this notice.

1.2. Financial criteria for job :-

a) Bidder shall have minimum average annual turnover as per audited financial results in the preceding three financial/ calendar years ending before the bid notification date as per below:

<table>
<thead>
<tr>
<th>No. of locations</th>
<th>Min. annual average turnover required (Rs. in crores)</th>
<th>Min. annual average turnover required (USD million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10</td>
<td>1.59</td>
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<tr>
<td>2</td>
<td>15</td>
<td>2.38</td>
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<td>3</td>
<td>20</td>
<td>3.17</td>
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<td>4</td>
<td>25</td>
<td>3.97</td>
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<tr>
<td>5</td>
<td>30</td>
<td>4.76</td>
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<tr>
<td>6</td>
<td>35</td>
<td>5.56</td>
</tr>
<tr>
<td>7</td>
<td>40</td>
<td>6.35</td>
</tr>
</tbody>
</table>

“Turnover shall mean Consolidated Turnover in case of a Bidder having wholly owned subsidiaries”

b) The bidders should have positive net worth as per the latest audited financial statement. However bidders having negative net worth will also be considered, provided all their annual reports for last three financial/ calendar years indicate profit after tax.

c) Bidder shall not be under liquidation, court receivership or similar proceeding (an
undertaking for same needs to be submitted).

Bidders shall furnish annual report/ audited balance sheet including profit & loss A/c along with the bid to establish bidder’s conformance to qualification criteria.

To be eligible for Terminal Automation System (TLF + TFMS) & Safety PLC related Automation Jobs, party must qualify to all pre-qualification criterion i.e. technical as well as financial. Bidders have to fill Annexure 1 to Annexure 4. All documents as required in Annexures to be submitted by them. In case, BPCL desires “Additional Documents” are to be submitted by the bidders to support their credentials.

2. **General:**

Besides above mentioned pre-qualification criteria, the following general conditions will also form a part of pre-qualification:

   a) The contractors who are already enlisted with BPCL should also apply fresh.

   b) Bidder should have latest and valid PF, Sales Tax Registration Number (CST / VAT) and Service Tax Registration Number. The bidder shall have PAN & TIN Registration Number for WCT, as applicable. A copy of all such documents should be submitted for records.

   c) Bidder registered with SSI / NSIC / MSME shall furnish a Xerox copy of the valid certificate for the same.

   d) Bidder shall meet the technical as well as financial qualification criteria as stated above. Bidder shall furnish necessary documentary evidence, along with the Bid, to establish their meeting of the above Qualification Criteria such as purchase order, completion certificate, client’s certificates for satisfactory operation, reference list of previous supplies as applicable, copies of Annual Report, audited Balance Sheet for last 3 years etc. in support of above. In absence of such documents, BPCL reserves the right to reject the bid without making any reference to the bidder or assigning any reason what-so-ever.

   e) BPCL reserves the right to carry out capability assessment of the bidder using in-house information or by seeking information from the users of the terminal automation system supplied by the bidders. Bids of bidders on “Holiday” as per BPCL records shall not be considered for evaluation and ordering. BPCL reserve the right to access the capability and capacity of the bidder for execution of the project.

   f) The bidders would be pre-qualified based on data and documents provided by them and also based on information available with BPCL with regard to the bidder’s credentials.

   g) The main tender document shall be issued through e-tendering to the “pre-qualified bidders” only.

   h) BPCL, at its discretion reserves the right to verify information submitted and inspect the facilities at party’s work to confirm their capabilities.
i) BPCL decision on any matter regarding short listing of bidders shall be final.

j) BPCL reserves the right to accept / reject any or all pre-qualification documents at their sole discretion without assigning any reason whatsoever.

k) All the bidding document related to Pre-Qualification Criteria should be duly verified and certified by any one of the following independent third party inspection agency viz. SGS/ GLIS Pvt. Ltd./ IRS/ DNV/ LRIS/ EIL/ TATA Projects/ PDIL/ UIPL/ RITES Ltd./ ITSIPL/ Intratek. All charges of the third party for attestations and verification shall be borne by the Bidders for document verification. Bidder has to enclose the TPI verification certificate duly signed & stamped by Authorized signatory of TPI.

l) In case of Foreign bidder, all the supporting documents pertaining to Pre-Qualification criteria submitted as evidence shall be certified true copies duly signed, dated and stamped by an official authorized for this purpose in Indian Embassy / High Commission in Bidder’s country. And if duly audited Balance Sheet, Annual Report etc., are not in English language, then the English translation copy of the same shall be furnished duly certified, stamped and signed by Local Chamber of Commerce along with the original Balance Sheet, Annual Report etc., with the PQ bid.

m) Completion Period shall be Eight Months including testing, commissioning & conducting SAT & final hand over of complete system.

3.0. EVALUATION METHODOLOGY

a) The press tender is being floated on three bids system viz. pre-qualification bid, technical bid and price bid. The bidders are to submit three bids through their digital signature on our procurement portal. On the due date, BPCL shall open the pre-qualification bid and after doing the pre-qualification of the bidders, based on the set qualification criterion, the technical bid of the qualified bidders would be opened.

b) After evaluating the bidders technically, the price bid of technically qualified bidders would be opened.

c) The jobs will be awarded to L1 bidder (location wise lowest basis). Jobs for locations as qualified based on the turnover criterion shall be awarded to a bidder. The bids shall be opened in the following sequence:

(i) Bathinda
(ii) Mughalsarai
(iii) Rewari
(iv) Bharatpur
(v) Jallandhar
(vi) Kanpur
(vii) Panipat

For example, if a bidder is qualified for two locations based on the turnover criterion, their price bid shall be opened till they are the lowest for two locations for which price bid shall
be opened in the above sequence. Whenever their eligibility of locations based on the turnover criterion is fully exhausted, their price bid shall not be opened further.

d) The technical and financial inputs provided by the prospective bidders against pre-qualification criteria may be used for registering them as regular vendors/contractors for subject job in E&P-NR in line with the Guideline for Registration of Contractors.

4.0 EMD & SECURITY DEPOSIT

a. As per General Terms & Conditions of our tender, EMD is to be submitted @Rs.5 Lacs per location quoted subject to maximum of Rs.20 lacs.

b. Security deposit @ Rs. 5 Lacs per location shall be deposited by the successful bidder.

For any other query please contact:

Deputy General Manager Engineering (E&P)-North.
Engineering & Projects - NR, 9th floor
Bharat Petroleum Corporation Ltd, Plot No. A5&6, Sector1, Noida-201301 (UP) India. Tel: +91-120-2474900, Fax: +91-120-2474982 . Email: ahuja rakesh kumar@bharatpetroleum.in
STATEMENT OF CREDENTIALS

Tenderer should fill below mentioned details along with the Technical bid. Please state "NOT APPLICABLE' in case you have no positive answer. For example, if you are-not a proprietary firm, please state "NOT APPLICABLE' against item No. (B) 1 below instead of keeping the same blank.

A) 1. Name and address of the Bidder.
______________________________
______________________________
______________________________

2. Telephone Nos. __________________________

3. Fax & e-mail ____________________________

4. Name of Contact Person: __________________

B) 1. Sole Proprietorship :
   (Give name of the Proprietor)

2. Partnership firm :
   (i) __________________________
   (Give names of the partner & copy of partnership deed)
   (ii) _________________________
   (iii) _________________________
   (iv) _________________________

3. Private or Public Limited Company
   __________________________
   Give list of Directors.
   (1) _________________________
   (2) _________________________
   (3) _________________________
Also attach copies of certificate of incorporation & audited Balance sheet for last 3 years.

C) Type of works in which engaged as an independent bidder:

1 PF Code No.____________________ received vide letter No._________________ Dt._________________ issued by PF Commissioner /PF Department. (Copy to be enclosed ).

2 PAN no.-------------------------- & TAN no.-----------------------

3 Details of Registration with other Govt., Semi- Government agencies, Statuary Bodies and Public Sector Undertakings / Oil Companies / reputed consultant, copies Certificates to be enclosed.

<table>
<thead>
<tr>
<th>SR. NO.</th>
<th>Registration Certificate No.</th>
<th>Date</th>
<th>Issued by</th>
<th>Financial Limit for single job for which vendor is registered</th>
</tr>
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<tbody>
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Tenderer's Signature
PRE-QUALIFICATION CONDITIONS

The tenderer should fulfill following pre-qualification requirement and submit the documents in support of the same.

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Requirement</th>
<th>Tenderers’ confirmation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Vendor should have executed successfully at-least 1 project of “Terminal automation system using their own Terminal Automation Software Package” at Petroleum oil terminals / depots handling Petroleum products viz. MS, HSD &amp; SKO in the preceding past 07 years.</td>
<td>Yes / No</td>
</tr>
<tr>
<td>2.</td>
<td>Such systems should be successfully operating continuously for at least one year in the last 5 years reckoned from the date of this notice.</td>
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<tr>
<td>A.</td>
<td>Order Ref. No.</td>
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<tr>
<td>B.</td>
<td>Firm/Co.</td>
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<td>C.</td>
<td>Date of the Order</td>
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<td>Value</td>
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<td></td>
<td>Completed on</td>
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<td></td>
<td>Nature of work</td>
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<tr>
<td>3.</td>
<td>Experience of having successfully completed similar works at POL/ LPG terminals during last 07 years ending at the time notification of this bid.</td>
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<tr>
<td>A.</td>
<td>Order Ref. No.</td>
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<tr>
<td>B.</td>
<td>Firm / Co.</td>
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<tr>
<td>C.</td>
<td>Date of the Order</td>
<td></td>
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<tr>
<td></td>
<td>Value</td>
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</tbody>
</table>
| B. | Completed on  
Nature of work |  |
|----|-----------------|---|
| C. | Order Ref. No.  
Firm i Co.  
Date of the Order  
Value  
Completed on  
Nature of work |  |
|    | (Order copy to be enclosed) |  |
| 4. | Minimum average annual turnover as per audited financial results in the preceding three financial/ calendar years ending before the bid notification date | Yes/No  
Annual Report for last 3 years supporting above claim to be enclosed.  
Balance Sheet |
| 5. | Bidder shall not be under liquidation, court receivership or similar proceeding (an undertaking for same needs to be submitted). | :Yes/No. |

TENDERER’S SIGNATURE
Details of Turnover – over in last THREE years:

<table>
<thead>
<tr>
<th>YEAR WISE TURNOVER</th>
<th>AMOUNT (`. In lacs)</th>
</tr>
</thead>
</table>

Copies of the audited balance sheets or income tax clearance certificates only shall be accepted as authentic document in support of above statement. Originals are to be produced if required by BPCL.
ANNEXURE-4

Details of job of Single Work Order values (of same nature) carried out in last seven years.

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of works &amp; Location</th>
<th>Name of the Party &amp; Work Reference</th>
<th>Amount (Rs. In lacs)</th>
<th>Completion time (in Months)</th>
</tr>
</thead>
<tbody>
<tr>
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<td></td>
<td>As per Order</td>
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<td>As per Order</td>
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</tbody>
</table>

Copies of Order, Completion Certificates, etc. in support of above to be enclosed.