GLOBAL INVITATION FOR BIDS (IFB)  
CENTRIFUGAL COMPRESSOR (SPP) FOR  
MS BLOCK PROJECT OF  
M/s BPCL-KOCHI REFINERY, KOCHI, KERALA, INDIA  

(BIDDING DOCUMENT NO.: SK/B034-0MR-KA-MR-5210/504)  
(INTERNATIONAL COMPETITIVE BIDDING)  

E - Tendering

1.0 INTRODUCTION:

1.1 M/s BPCL-KR proposes to set up a MS Block Project near its Kochi Refinery in the State of Kerala, India. M/s Engineers India Limited (EIL) has been appointed as Project Management Consultant (PMC) for the project.

1.2 Engineers India Ltd. (EIL), Gurugram on behalf of M/s Bharat Petroleum Corporation Limited, Kochi Refinery, Kerala (India) (BPCL-KR), invites e-Bids under Single Stage Two Part Bid System for execution of “CENTRIFUGAL COMPRESSOR (SPP)”, from eligible bidders with sound technical and commercial capabilities meeting the Bidder Qualification Criteria stated in Cl. 6.0 below.

2.0 BRIEF SCOPE OF WORK / SUPPLY:

Design, engineering, manufacturing, packaging, testing, supply and supervision of erection, commissioning & field trial testing of VFD fed Electric Motor driven Centrifugal Compressor (SPP) (as per API 617 Chapter-1 & 2) along with accessories, auxiliaries, control panel(s), necessary instrumentation and controls, mandatory spares, commissioning spares and special tools & having the following major operating parameters:

<table>
<thead>
<tr>
<th>Case: Rated-Case 1</th>
<th>Service: Recycle Compressor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity</td>
<td>(Am3/hr)</td>
</tr>
<tr>
<td>Pressure (Suction/Discharge)</td>
<td>(kg/cm2 (a))</td>
</tr>
<tr>
<td>Suction Temperature</td>
<td>(ºC)</td>
</tr>
<tr>
<td>Gas Handled (Major Gas)</td>
<td></td>
</tr>
<tr>
<td>Average Molecular weight</td>
<td>(kg/kmol)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Case: Rated-Case 1</th>
<th>Service: Net Gas Compressor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity</td>
<td>(Am3/hr)</td>
</tr>
<tr>
<td>Pressure (Suction/Discharge)</td>
<td>(kg/cm2 (a))</td>
</tr>
<tr>
<td>Suction Temperature</td>
<td>(ºC)</td>
</tr>
<tr>
<td>Gas Handled (Major Gas)</td>
<td></td>
</tr>
<tr>
<td>Average Molecular weight</td>
<td>(kg/kmol)</td>
</tr>
</tbody>
</table>

For variation in process conditions refer process datasheet enclosed in the bid document. For complete details, refer bid document.

3.0 DELIVERY PERIOD:

3.1 FOR INDIAN BIDDERS: Within 16 (Sixteen) Months on FOT Despatch Point Basis from the date of Fax of Acceptance. The date of LR/GR shall be considered as the date of delivery.

3.2 FOR FOREIGN BIDDERS: Within 15 (Fifteen) Months on FOB International Sea Port of Exit Basis from the Date of Fax of Acceptance (as per INCOTERM 2010). The date of clean bill of lading shall be considered as the date of delivery.

4.0 SALIENT DETAILS:

| a) Bidding Document No. | SK/B034-0MR-KA-MR-5210/504 |
b) Bidding Document availability on Website : From 24.08.2017 to 25.09.2017 (upto 12:00 Hrs IST)

The Detailed IFB along with Qualification Criteria and Bidding Document can be viewed/ downloaded from Central Public Procurement Portal website https://eprocure.gov.in/eprocure/app.

A link is also available on EIL website http://tenders.eil.co.in and BPCL website www.bharatpetroleum.in.

All amendments, time extension, clarifications, etc. will be uploaded in the web sites only and will not be published in News papers. Bidders should regularly visit website to keep themselves updated.

b) Bidding Document availability on Website : From 24.08.2017 to 25.09.2017 (upto 12:00 Hrs IST)

The Detailed IFB along with Qualification Criteria and Bidding Document can be viewed/ downloaded from Central Public Procurement Portal website https://eprocure.gov.in/eprocure/app.

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All amendments, time extension, clarifications, etc. will be uploaded in the web sites only and will not be published in News papers. Bidders should regularly visit website to keep themselves updated.

c) Pre-Bid Conference : At 1030 (IST) on 07.09.2017 (#) at Engineers India Limited, EIL Office Complex, Sector-16 (on NH8), Gurgaon, Haryana, India-122001

d) Last date of Receipt of Bidder’s Queries for Pre-Bid Conference : 06.09.2017 (#)

e) Last Date and time of submission of Bids (Bid Due Date) : 1200 Hrs. IST on 25.09.2017

f) Opening of Un-priced Bids : 1400 Hrs. IST on 26.09.2017 (#)

g) Opening of Priced Bids : To be intimated later, to the techno-commercial acceptable bidders.

h) e-Bid submission through e-tendering : Bidders are required to upload their e-Bid only on Government e-procurement portal https://eprocure.gov.in/eprocure/app. E-bids uploaded in Government e-procurement portal https://eprocure.gov.in/eprocure/app are only acceptable. Physical bids and bid submitted through any other mode shall not be acceptable.


j) Bid Security / EMD Amount : Refer Clause No. 5.0 below for details regarding mode of submission of EMD.

<table>
<thead>
<tr>
<th>EMD AMOUNT</th>
<th>Foreign Bidder</th>
<th>Indian Bidder</th>
</tr>
</thead>
<tbody>
<tr>
<td>in EURO or USD</td>
<td>13,325.00</td>
<td>15,640.00</td>
</tr>
<tr>
<td>in INR</td>
<td>10,00,000/-</td>
<td></td>
</tr>
</tbody>
</table>

(#) If any of the dates identified above happen to be a declared/closed holiday in EIL, Gurugram, the next working day shall be considered. EIL office working hours is 0830 Hrs (IST) to 1700 Hrs (IST) from Monday to Friday.

The Bidding Document is non-transferrable. Bidder shall download the Bidding Document in their own name and submit bid directly.

5.0 EARNEST MONEY DEPOSIT (EMD) / BID SECURITY

5.1 Bids must be accompanied with the Earnest Money Deposit (EMD) as mentioned above. EMD shall be submitted in the form of crossed Demand Draft or non-revocable Bank Guarantee in favour of “Bharat Petroleum Corporation Ltd.” payable at Kochi. Earnest Money Deposit (EMD) shall be valid for a period of 6 (Six) Months from the final due date of opening of Techno-commercial Bids and shall be submitted from any Indian Scheduled Commercial Bank / Indian Branch of Foreign Bank. Foreign Bidder may submit BG from an International Bank of repute having a branch in India or
having correspondent banking relationship with an Indian Schedule bank, in which case BG shall be
countersigned by their Indian Branch or by Scheduled Indian Bank as the case may be.

Based on authorization by foreign bidder, their Indian associate can also submit EMD in INR, in form
of Demand Draft / Bankers Cheque only, in favour of “Bharat Petroleum Corporation Ltd.” payable at
Kochi.

Swift message/ Cheque/ Cash in lieu of EMD shall not be acceptable.

5.2 Bidder must upload the scanned copy of EMD (in the prescribed format) on e- Tendering website
along with the e-bid. Original EMD shall be submitted in a sealed envelope titled “Earnest Money
Deposit for Bidding Document No. SK/B034-0MR-KA-MR-5210/504”. Envelope shall be
addressed to details given at Clause no. 8.5 below.

5.3 In case bidder fails to upload scanned copy of EMD on e-tendering website by the bid due date &
time, such bid shall not be considered for evaluation. If the Bidder is unable to submit original EMD
within the due date and time for Bid submission, he may submit the same within 7 calendar days
from the date of unpriced bid opening, provided copy of the same have been uploaded on E-
Tendering website. In case the Bidder fails to submit the EMD in original within 7 calendar
days, his bid shall be rejected, irrespective of their status / ranking in tender and
notwithstanding the fact that a copy of EMD was uploaded earlier by the Bidder. In case 7th
day happens to be Closed Holiday in EIL, Gurugram, next working day shall be considered.

5.4 EMD exemption will be applicable for Micro and Small Enterprises (MSEs) registered with District
Industries Centres (DIC) or Khadi and Village Industries Commission or Khadi and Village Industries
Board or Coir Board or National Small Industries Corporation (NSIC) or Directorate of Handicraft and
Handloom or MSEs who are having Udyog Aadhaar Memorandum or any other body specified by
Ministry of Micro, Small and Medium Enterprises. On opening the un-priced bid, the certificate will be
verified for registration and validity. The certificate shall be valid as on date of opening of unpriced
bid. If the bidder meets this requirement, their bid will be processed further. If not, the bidder will be
asked to submit EMD. In case the bidder does not submit the EMD within 7 calendar days of EIL
intimation, then their bid shall be rejected.

5.5 Documents to be submitted by MSEs along with un-priced bid:

a) Documentary evidence that the bidder is a Micro or Small Enterprises registered with District
Industries Centers or Khadi and Village Industries Commission or Khadi and Village Industries
Board or Coir Board or National Small Industries Corporation or Directorate of Handicrafts and
Handloom or MSEs who are having Udyog Aadhaar Memorandum or any other body specified by
Ministry of Micro, Small and Medium Enterprises.

b) The above document submitted by the bidder shall be duly certified (in original) by Notary or the
Statutory Auditor of the bidder or a practicing Chartered Accountant (not being an employee or a
Director or not having any interest in the bidder’s company/firm) where audited accounts are not
mandatory as per law or duly notarized by any Notary Public in the bidder’s country.

c) If the bidder does not provide the appropriate document or any evidence to substantiate the
above, then it will be presumed that they do not qualify for any preference admissible in the
Public Procurement Policy, 2012.

5.6 There will be no waiver of EMD for Public Sector Undertaking of Central/State Government
Undertakings.

5.7 Details of beneficiary for issuance of bank guarantees

<table>
<thead>
<tr>
<th>CLIENT NAME &amp; ADDRESS</th>
<th>BHARAT PETROLEUM CORPORATION LTD, KOCHI REFINERY, AMBALAMUGAL, ERNAKULAM-682302</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCOUNT NAME</td>
<td>BPCL, Kochi Refinery</td>
</tr>
<tr>
<td>BANK NAME</td>
<td>HDFC BANK LTD.</td>
</tr>
<tr>
<td>ACCOUNT NUMBER</td>
<td>00200110000048</td>
</tr>
<tr>
<td>IFSC CODE</td>
<td>HDFC0000520</td>
</tr>
<tr>
<td>SWIFT CODE</td>
<td>HDFCINBB</td>
</tr>
<tr>
<td>BRANCH NAME &amp; ADDRESS</td>
<td>M/S HDFC BANK LTD., GROUND FLOOR,ELMAR SQUARE, 39/4157, MG ROAD, RAVIPURAM, COCHIN, KERALA</td>
</tr>
</tbody>
</table>
6.0 **BIDDER’S QUALIFICATION CRITERIA (BQC):**

Bidder shall fulfill the following Bidder’s Qualification Criteria:

6.1 **TECHNICAL:**

Criteria in order to qualify for this job shall be as under for each of the above equipment(s) individually:-

6.1.1 The Bidder shall be a manufacturer of the Centrifugal Compressor (As per API-617 Chapter-1 & 2) & shall have supplied it as single point responsibility vendor (SPRV).

6.1.2 The Bidder shall have designed, engineered, manufactured, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) VFD fed Electric Motor driven-Compressor (As per API-617 Chapter-1 & 2), which is from the same model/ frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am3/hr) & polytrophic head (80% or higher) as offered. As a minimum, the same shall have completed ONE (1) Year of operation at site as on the **bid due date**.

In case, the proposed compressor model/ frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/ frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.

**Note-1:** The TEN (10) year time period mentioned above shall be reckoned from bid due date.

**Note-2:** In case all the above parameters are not available from single past reference, more than one reference can be cited/ considered to meet the above qualification requirement.

6.1.3 **ALTERNATIVELY,** bidder may be a 51% **owned Indian Subsidiary of a Foreign Principal** and the qualification criteria, as enumerated in Clause 6.1.1 & 6.1.2 above, is met by the foreign principal provided the following conditions are met.

a) The Bidder must be a subsidiary of the Foreign Principal (Principal holding at least 51% shares) for at least last one-year, reckoned from the bid due date.

b) Scope/activity matrix between the Bidder and Principal or the Bidder and the Group Company, shall be submitted to EIL along with the bid. The bidder and the Principal or the bidder and the Group Company shall ensure that scope / activity matrix shall delineate according to the experience and capability of the Indian subsidiary vis-à-vis the company whose PTR is being considered.

c) The Bidder shall have executed and supplied minimum TWO (2) orders for Electric Motor driven-Centrifugal Compressor Packages (As per API-617 Chapter-1 & 2) (having at least 50% or higher power rating (kW)), as offered in last TEN (10) years, from bid due date.

d) The Bidder shall have engineering facility in India, corresponding to matrix cited above, duly approved by the Principal.

e) As a minimum, the Principal shall carry out the following activities:

- Design / Application engineering
- Approval of Sourcing of components
- Approval of Quality Assurance Plans (QAP) identifying Hold, Check & Witness stages (by Principal)
- Responsibility Matrix

f) The bidder shall source duly mechanical run & performance tested bare compressor from the Principal, whose experience is being considered and source non critical components/auxiliaries himself.

**OR**

The Bidder shall source critical components (such as Shaft, Impellers and Diffusers, as applicable, complete rotor, rough machined casing including all pressure containing parts, Bearings etc.) from the Principal or directly from the manufacturers supplying the same to the Principal, whose experience is being considered (a certificate to this effect shall be provided by the Principal) and source non critical components / auxiliary components supplies himself.
g) The Bidder shall have Manufacturing, Assembly and Testing facility for the proposed scope in India.

h) The Bidder shall have an established service facility in India (either his own or an approved service provider) which must be approved by Principal, as the case may be.

i) Principal shall furnish a “Corporate Guarantee” from an authorized signatory committing their continued support to the Bidder, till defect liability period, to ensure that Buyer’s interests are protected.

6.1.4 ALTERNATIVELY, bidder may be an Indian manufacturer who is already in the business of manufacturing centrifugal compressor as per API-617 Chapter-1 & 2, who is having a valid technology license agreement (hereinafter called licensee) with a Global Technical License Provider (hereinafter called licensor) and the qualification criteria enumerated in 6.1.1 & 6.1.2 is met by the Licensor, the following qualification requirements shall also be met by the bidder:

(a) The Bidder shall be in the business of manufacturing of centrifugal compressor as per API-617 Chapter-1 & 2. The Bidder shall have executed and supplied minimum TWO (2) orders for Electric Motor driven Centrifugal Compressor Packages (As per API-617 Chapter-1 & 2) (having at least 50% or higher power rating (kW)), as offered in last TEN (10) years, from bid due date.

(b) The bidder shall have a live technical license agreement to ensure appropriate design backup and manufacturing assistance from licensor. Bidder’s license agreement shall continue to remain live at least TWO year after the ordering of the compressors. Necessary documents to establish the same shall be furnished in proposal.

(c) The licensor shall be in the business of manufacturing of centrifugal compressor as per API-617 Chapter-1 & 2 and shall have executed at least one order for centrifugal compressor packages as per API-617 Chapter-1 & 2, within the last ten years, reckoned from the bid due date.

(d) As a minimum, the Licensor, carries out the following activities:
   - Design / Application engineering
   - Approval of Sourcing of components
   - Approval of Quality Assurance Plans (QAP) identifying Hold, Check & Witness stages
   - Responsibility Matrix

(e) Licensor furnishes the detailed design & drawings for critical sections such as housings, supply & return arrangements & partitioning arrangements between lube & seal chamber along with buffer gas induction system, thrust balance system etc. Further detailed design calculations and drawings shall be vetted by the Licensor. Experienced personnel from Licensor shall be available during execution of the order.

(f) The bidder shall source duly mechanical run & performance tested bare compressor from the Licensor (whose experience is being considered) and source non critical components/auxiliaries himself

   OR

   The Bidder shall either source critical components (such as Shaft, Impellers and Diffusers, as applicable, complete rotor, rough machined casing including all pressure containing parts, Bearings etc.) from the Licensor or directly from the manufacturers supplying the same to the Licensor (a certificate to this effect shall be provided by the Collaborator (licensor)) and source non critical components / auxiliary components himself.

(g) Licensor shall furnish a written back up guarantee regarding design, mechanical integrity and performance of the machine equivalent to as if the machines were manufactured & supplied by the Licensor.

(h) Licensor shall furnish a “Corporate Guarantee” from an authorized signatory committing their continued support towards supply of spare parts and after-sales support to end-user for a period of minimum 10 years after the defect liability period.

6.1.5 In case of take-over of an OEM (Original Equipment Manufacturer) by the Bidder, the experience of erstwhile OEM meeting the BQC requirements specified in Clause 6.1.2 above, can also be considered as valid, provided the proposed plant of manufacturing remains the same.
6.1.6 In case the OEM (Original Equipment Manufacturer) does not quote directly as per his corporate policy, a supplier / trading house authorized by the manufacturer of the proposed OEM can also be considered as a bidder provided following requirements are met:

(a) An authorization letter from the OEM is furnished confirming the bidder’s status as their authorized supplier/ trading house. The authorization letter shall be valid up to the completion of execution of the order.

(b) One OEM can quote only through one supplier only and a supplier/ trading house shall offer product of one manufacturer only.

(c) The OEM shall meet all the requirements as specified in Clause 6.1.2 above.

(d) The OEM shall engineer, design, package, test, supply and supervise the erection & commissioning of the proposed equipment package & shall assume Single point responsibility for the same.

(e) The bid shall be rejected in case of change of proposed OEM after the bid due date.

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1Proven Track Record (PTR): The essence of PTR is to accept equipment (i.e. Centrifugal Compressor) which is not prototype and is field proven for similar operating conditions.

2 Manufacture: “Manufacture” includes any process:
   i. Incidental or ancillary to the completion of a manufactured product.
   ii. Which is specified in relation to any goods in Central Excise Tariff Act (CETA) as amounting to the manufacture.

6.2 FINANCIAL:

6.2.1 Annual Turnover:

The average Annual Financial Turnover of the bidder in last 3 (three) financial years as per the audited annual financial results up to the due date for submission of bids should not be less than the value as mentioned in Table no. ‘A’ below.

**Table No. A**

<table>
<thead>
<tr>
<th>AVERAGE ANNUAL TURNOVER</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIAN BIDDER</td>
</tr>
<tr>
<td>INR 234.00 Million</td>
</tr>
</tbody>
</table>

Notes:

(i) In case a bidder is having wholly owned subsidiaries but only a single consolidated annual report is prepared and audited which includes the financial details of their wholly owned subsidiaries, consolidated audited annual report shall be considered for establishing the financial criteria subject to statutory auditor/ chartered accountant of the bidder certifying that separate annual report of bidder (without the financial data of subsidiaries) is not prepared and audited.

(ii) Further, in case a bidder is a subsidiary company and separate annual report of the bidder is not published, but only a consolidated annual report of the Parent Company is available, consolidated audited annual report shall be considered for establishing the financial criteria subject to statutory auditor/ chartered accountant of the bidder certifying that separate annual report of bidder is not prepared and audited.

(iii) In case the financial year closing date is within 9 months of bid due date and audited annual report of immediate preceding financial year is not available, Bidder has the option to submit the financial details of the three previous years immediately prior to the last financial year. Otherwise, it is compulsory to submit the financial details of the immediate three preceding financial years.

Example, In case, audited annual report of immediate preceding financial year (year ending 31st March) is not available and where bid closing date is up to 31st December, the financial details of the three previous years immediately prior to the last financial year may be submitted. However, in case the bid closing date is after 31st December, it is compulsory to submit the financial details of the immediate three preceding financial years only.

(iv) In case of Foreign Bidders, if the Annual Turnover is in currency other than USD, the same shall be converted into equivalent USD considering the conversion factor indicated in Bidder’s Audited
Financial Report. In case the same is not indicated, the conversion rate of USD as on last date of Bidder’s financial year shall be considered.

(v) In case of a foreign subsidiary company who does not publish its financial results but has only a consolidated annual report, then the consolidated annual report shall be considered for evaluation provided the statutory auditor/chartered accountant certifies that separate annual report of the bidder (without the financial data of subsidiaries) is not prepared and audited and as per the laws of the country of incorporation of the subsidiary company, the parent company is obligated to financially support the subsidiary, in case of the subsidiary’s inability to discharge its obligations.

6.2.2 Net Worth:
Bidder’s Net Worth as per latest audited financial statement shall be positive. The calculation of networth shall be as per attached Annexure-A to this IFB.

6.2.3 Working Capital:
The bidder shall submit proof of having arrangements with their banker(s) for working capital requirement in the form of free line of credit for minimum value (s) indicated in Table no. ‘B’ below, as per attached Annexure-B to this IFB.

<table>
<thead>
<tr>
<th>Table No. B</th>
</tr>
</thead>
<tbody>
<tr>
<td>MINIMUM WORKING CAPITAL</td>
</tr>
<tr>
<td>INDIAN BIDDER</td>
</tr>
<tr>
<td>INR 58.50 MILLION</td>
</tr>
</tbody>
</table>

Notes: The bidder shall furnish the original declaration letter from the bank for availability of line of credit. Also currency for seeking the amount of line of credit from the bank shall be in the currency as per the IFB/ Bidding Document requirement.

6.3 DOCUMENTS & DATA REQUIRED WITH BID:
6.3.1 For Technical Criteria:
Bidder shall submit the following documents to establish that the bidder meets the Qualification requirements as per clause no. 6.1 above of this document:

a) Duly completed Bidder Proven Track Record Pro-forma as enclosed with the bid document, together with all back-up documents specified therein, duly authenticated as required.

b) Documentary evidence like copies of Purchase Order and Inspection release note (IRN), towards meeting PTR requirements (as per 6.1.2 above), based on which qualification is sought.

c) Bidder shall also furnish certificate from Owner/PMC towards operation for a minimum period of one (1) year. Alternatively, Certificate issued by CEO or CFO or Company Secretary of Bidder is also acceptable. In such a case, bidder shall submit certificate/undertaking from CEO or CFO or Company Secretary of the bidder on their letter head indicating “The referenced Model of the proposed item/s has been in operation for a minimum period of one year as on bid due date.”

d) General Reference List for the proposed equipment.

e) Latest Product Catalogs of the manufacturer for the proposed equipment.

f) In case qualification is sought as per Clause 6.1.3, bidder shall also submit the following in addition to above Clause 6.3.1 (a) to (e):
   - Copy of scope/activity matrix between the bidder and Principal as per Clause 6.1.3 above.
   - Documents for establishing the bidder as a subsidiary of the Principal (bidder may submit the audited annual report of parent company specifying the relationship OR a letter from their Statutory Auditor/ CEO/CFO/ Company Secretary clearly mentioning that relationship (subsidary or another owned subsidiary of the Foreign Principal between them OR any other authentic document (like MOA/ AOA, wherein the relationship can be established).
   - Corporate Guarantee of the Principal (in the format provided in Bidding document)
   - Compliance statement on bidder’s letter head for extended guarantee period of 12 months, over and above guarantee period specified in RFQ/ GPC.
   - Compliance statement on bidder’s letter head to furnish additional Performance Bank Guarantee for an amount equivalent to 5% of Order value.

   g) In case qualification is sought as per Clause 6.1.4, bidder shall also submit the following in addition to above Clause 6.3.1 (a) to (e):
      - Documents for establishing the bidder as a licensee of the Licensor as per requirement of Clause 6.1.4 including documents like copy of live technical license agreement, it’s validity etc.
      - Back-up guarantee of the Licensor.
      - Corporate Guarantee of the Licensor.
h) In case qualification is sought as per Clause 6.1.5, bidder shall also submit documents to establish the take-over of OEM by the bidder, duly signed by the CEO or CFO or Company Secretary of the Bidder in addition to above Clause 6.3.1 (a) to (e).

i) In case qualification is sought as per Clause 6.1.6, bidder shall also submit a letter duly signed by CEO or CFO or Company Secretary of the OEM as per requirement of Clause 6.1.6 in addition to above Clause 6.3.1 (a) to (e).

6.3.2 For Financial Criteria:
Bidder shall furnish the following documentary evidence along with the Bid to establish Bidder’s conformance to Financial Criteria mentioned in Clause No. 6.2 above:
- Complete Audited Annual Report/ Financial Statements of the preceding 3 (Three) financial years (including Balance sheet, Profit and Loss Accounts statements, all notes and schedules and Auditor’s report etc.) and
- Original Letter from Banker(s) for working capital requirement.

6.3.3 REQUIREMENT OF AUTHENTICATION AND SUBMISSION OF DOCUMENTS:

6.3.4 Authentication:

i. Submission of authentic documents is the prime responsibility of the bidder. Wherever BPCL/EIL has concern or apprehensions regarding the authenticity/correctness of any document, BPCL/EIL reserve the right to get the documents cross-verified from the document issuing authority.

ii. All documents furnished by the bidder in support of meeting the Technical and Financial Criteria (6.1 & 6.2 above) of BQC shall be:
   a) Duly certified by Statutory Auditor of the Bidder or a practicing Chartered Accountant (not being an employee or a Director and not having any interest in the Bidder’s company) where audited accounts are not mandatory as per law,
   OR
   b) Duly notarized by any notary public in the Bidder’s country or certified true copies duly signed, dated and stamped by an official authorized for this purpose in Indian embassy/high commission in Bidder’s country.
   OR
   c) Bidder shall submit self-certified documents from any one out of CEO or CFO or Company Secretary of the Bidder (Limited company only) along with Self-Certification as per Annexure – C attached with IFB. This option shall not be applicable to Proprietorship/Partnership firms.

iii. With regard to financial documents, in case Bidder submits bound original printed booklet of complete published and audited annual financial statements including balance sheet, profit & loss accounts and all other schedules for the preceding three financial years, the same shall be considered without any certification as mentioned above.

However, in case the bidder submits either a photo copy of audited financial statement or a translated copy of the published financial statements, the same shall be certified as per 6.3.4 (ii) above.

6.3.5 Submission of Documents

i. All documents furnished by the bidder in support of meeting the Technical and Financial criteria (6.1 & 6.2 above) of BQC as per IFB shall be Digitally Signed authenticated copies and submitted in e-tendering website along with their offer.

   In case of submission of digitally signed authenticated copies of documents for meeting BQC, bidder shall not be required to submit the original authenticated documents in physical form to BPCL subject to confirmation by bidder on Annexure-D attached with IFB.

ii. In case bidder is not able to submit the authenticated documents through e-tendering website as per the requirement of bidding document, bidder shall submit the hard copy of authenticated copies of documents for meeting BQC, as above in a separate section/booklet within 07 (Seven) calendar days of unpriced-bid opening at the address mentioned below. This section/booklet shall be titled as “Documentation against Bidder Qualification Criteria (Technical and Financial)” with proper index and page numbering.
The address for submission of above documents including Earnest Money Deposit, Integrity Pact, Power of Attorney is given at Clause no. 8.5 below.

iii. Similar to BQC documents, Power of Attorney and other authenticated documents like proof of being MSEs for availing preference under Public Procurement Policy-2012 for MSEs can be submitted Digitally Signed as per the requirement specified in the Bidding Document.

6.3.6 Failure to meet the above Qualification Criteria will render the Bid to be summarily rejected. Therefore, the bidder shall in his own interest furnish complete documentary evidence in the first instance itself along with their bids, in support of their fulfilling the Qualification Criteria as given above.

6.3.7 In the event of submission of any document/ certificate by the Bidder in a language other than English, the English translation of the same duly authenticated by Chamber of Commerce of Bidder’s country shall be submitted by the Bidder. Metric measurement system shall be applied.

7.0 PRE-BID CONFERENCE / MEETING
7.1 Pre-bid Conference / Meeting shall be held at Engineers India Ltd., R&D Complex, Tower-1, 3rd Floor, Sector-16 (On N.H.-8), Gurugram-122 001, Haryana, India as per the date mentioned in Cl. 4.0 (c) above. Bidders or their authorized representatives are requested to attend the Pre-Bid Meeting so that their queries, if any, related to the Bidding document and Scope of Work can be addressed during the meeting.

7.2 The bidders are requested to send queries/clarifications, if any, by e-mail to reach EIL at least two days before the pre-bid meeting. The bidder shall send consolidated pre-bid queries. Pre-bid queries in sent in piece meal basis may not be entertained. The clarifications to queries shall be provided during the pre-bid meeting.

7.3 Non-attendance of the pre-bid meeting shall not be a cause of disqualification of the bidder.

8.0 SUBMISSION & OPENING OF BIDS
8.1 Bids are required to be submitted through Government e-procurement portal https://eprocure.gov.in/eprocure/app only, on or before the Bid submission date and time. Bidders are required to register themselves at Government e-procurement portal https://eprocure.gov.in/eprocure/app. No registration fee would be charged from the bidders.

8.2 Manual Bids / Offers shall not be permitted. The Offers submitted through e-tendering system shall only be considered for evaluation and ordering. Fax/e-mail/Physical Bids shall be rejected.

8.3 Bidders to refer Instruction to Bidders for E-Tendering mentioned in the Bidding Document.

8.4 Techno-commercial part of the Bids shall be opened at 1400 Hrs. (IST) on due date for opening of bids. Time and date of opening of Price Bids shall be notified to the qualified and acceptable bidders at a later date.

Bidders may view the Bid opening statement through Government e-procurement portal https://eprocure.gov.in/eprocure/app after conclusion of Bid Opening by Owner /EIL or may witness the bid opening in EIL Office, Gurugram.

8.5 Earnest Money Deposit, Integrity Pact, Power of Attorney, BQC documents, MSE Certificate and any other document as required to be submitted in original shall be submitted in sealed envelopes to the below mentioned address within 7 calendar days from the date of opening of unpriced bids. Scanned copy of the same to be uploaded on e-procurement Portal:

Kind Attention: Mr. Biswajit Mandal-DGM (SCM2-C&P),
3rd Floor, Tower-1,
Engineers India Limited,
Sector-16 (On NH-8), Gurugram
Haryana-122001

9.0 GENERAL
9.1 Validity of bid shall be 4 (Four) months from the final due date of opening of Techno-commercial (Un-priced) Bids.

9.2 For detailed specifications, terms and conditions and other details, refer complete Bidding Document.

9.3 Evaluation/ Ordering shall be done Itemwise, as defined in Material Requisition.

9.4 BPCL/EIL reserves the right to carry out capacity & capability assessment of the bidder using in-house information and past performance.

9.5 The bidders who are on Holiday/Negative list of OWNER or EIL or MOP & NG or other oil PSE on due date of submission of bid/ during the process of evaluation of the bids, the offers of such bidders shall not be considered for bid opening/evaluation/Award. If the bidding document were issued
inadvertently downloaded from website, offers submitted by such bidders shall also be not considered for bid opening/evaluation/Award. In this regard, bidder shall submit an undertaking as per the format provided elsewhere in the bidding document.

9.6 A job executed by a bidder for its own plant/projects cannot be considered as experience for the purpose of meeting requirement of BQC of the tender. However, jobs executed for Subsidiary/Fellow subsidiary/Holding company will be considered as experience for the purpose of meeting BQC subject to submission of tax paid invoice(s) duly certified by Statutory auditor of the Bidder towards payments of statutory tax in support of the job executed for Subsidiary/Fellow subsidiary/Holding company. Such bidders shall submit these documents in addition to the documents specified in the bidding documents to meet BQC.

9.7 BPCL/EIL will not be responsible or liable for cost incurred in preparation & submission of bids, regardless of the conduct or outcome of the bidding process.

9.8 BPCL/EIL reserves the right to disqualify any bidder during the tendering process by evaluating their current financial conditions and performance in jobs under execution by them for IREP/other jobs under EIL and earlier jobs executed for other BPCL Projects or for any other Public Sector Undertaking.

9.9 In case any Bidder is found to be involved in cartel formation, his Bid will not be considered for evaluation / placement of order. Such Bidder will also be debarred from bidding in future.

9.10 Canvassing in any form by the Bidder or by any other agency on their behalf may lead to disqualification of their Bid.

9.11 Unsolicited clarifications to the offer and / or change in the prices during the validity period would render the bid liable for rejection.

9.12 Bidder shall not be under liquidation, court receivership or similar proceeding. Bidder shall submit self-certificate in this regard.

9.13 Integrity Pact, duly signed & stamped on each page, shall be submitted with Techno-commercial bid, failing which the bid may not be considered for further evaluation.

9.14 Bids on Consortium or unincorporated Joint-Venture basis shall not be accepted.

9.15 OWNER/EIL reserves the right to reject any or all the bids received or annul the bidding process at any time without assigning any reason whatsoever.

9.16 Owner reserves its right to allow Public Sector Enterprises (Central/State), purchase preference as admissible/applicable from time to time under the existing Indian Govt. policy and MSE bidders shall be allowed purchase preference as per Public Procurement Policy, 2012. Bidders are also allowed to avail the purchase preference linked with attaining the stipulated Local content as per provision mentioned in Bidding Document.

9.17 Clarifications if any, can be obtained (on working days, between 09:00 HRS to 16:00 HRS IST) through: Telephone Nos.: +91-124-3802354/3802450 E-mail: biswajit.mandal@eil.co.in, singh.sk@eil.co.in, deepak.malik@eil.co.in

Queries / Clarifications relating to the CPP portal / online bid submission process can be obtained from the 24 X 7 CPP Portal helpdesk at Contact No. 1800-3070-2232 or Mobile Nos.+91-7503193242/91-7878007972/91-7878007973 and E-mail: support.nic@eil.co.in

Dy. General Manager (C&P, SCM-2)
Engineers India Limited, Gurugram
Networth means paid up share capital, Share Application Money pending allotment and reserves

- less accumulated losses and deferred expenditure to the extent not written off.

- Reserves to be considered for the purpose of networth shall be all reserves created out of the profits and securities premium account but shall not include reserves created out of revaluation of assets, write back of depreciation and amalgamation.

*Share Application Money pending allotment will be considered only in respect of share to be allotted.

Accordingly, the definition of Networth shall be as follows:

<table>
<thead>
<tr>
<th>Paid up share capital</th>
<th>XXXX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Add: Share Application Money pending allotment</td>
<td>XX</td>
</tr>
<tr>
<td>Add: Reserves (As defined Above)</td>
<td>XX</td>
</tr>
<tr>
<td>Less: Accumulated Losses</td>
<td>XX</td>
</tr>
<tr>
<td>Less: Deferred Revenue Expenditure to the extent not written off</td>
<td>XX</td>
</tr>
</tbody>
</table>

Networth | XXXX |
Annexure-B to IFB

(To be issued by Bank on Letterhead)

Date--------

Bidder Address

[Our Ref : - ..............................................]


Ref. : .............................. (Account Number)

We refer to your letter dated ......................... on the above subject and confirm the following:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount in INR/ USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanctioned Line of Credit</td>
<td></td>
</tr>
<tr>
<td>Utilized Line of Credit</td>
<td></td>
</tr>
<tr>
<td>Unutilized Line of Credit</td>
<td></td>
</tr>
<tr>
<td>Cash/Bank Balance and Fixed Deposit</td>
<td></td>
</tr>
</tbody>
</table>

In case of award to M/s. ......................(Name of Bidder), we agree to provide the line of credit to meet the working capital requirement for the job upto INR/USD ................... for the job, .................(Name of the job).

Yours Faithfully,

For and on behalf of
[Bank]
SELF-CERTIFICATION

I, _____________________ S/o/D/o of _________________________________, working as CEO/CFO/Company Secretary (indicate, as applicable) of the Company _________________________________ having its registered office at ___________________________________________________________ certify that all the details including documents pertaining to Bidder Qualification Criteria signed by undersigned vide our offer reference ___________________ against your Enquiry document ________________________________, are true, authentic, genuine and exact copy of its original.

It is certified that none of the documents are false/forged or fabricated. All the documents submitted have been made having full knowledge of (i) the provisions of the Indian laws in respect of offences including, but not limited to those pertaining to criminal breach of trust, cheating and fraud and (ii) provisions of bidding conditions which entitle the Owner/EIL to initiate action in the event of such declaration turning out to be a misrepresentation or false representation.

I further certify that further documents, if any, required to be submitted by our company, shall be submitted under my knowledge and those documents shall also be true, authentic, genuine, exact copy of its original and shall not be false/forged or fabricated.

DECLARATION

I, _____________________ S/o/D/o of _________________________________, working as CEO/CFO/Company Secretary (indicate, as applicable) of the Company _________________________________ having its registered office at ___________________________________________________________ with reference to our bid _________________________________, declare that in case, at a later date, any of the documents submitted in our bid referred above is found to be false/forged or fabricated, I, shall be held responsible for the same and EIL/Owner has every right to take action against me and my company, as deemed fit as per provisions of the bidding documents including EIL/Owner’s right to put our company on Holiday/Black list for future business with EIL/Owner.

Specimen Signature of authorized representative

Signature

Name & Designation (CEO or CFO or Company Secretary)
COMPLIANCE TO AUTHENTICATION REQUIREMENT

We hereby confirm that all authenticated documents submitting for meeting Bidder’s qualification criteria are certified as per the authentication requirement defined in Bidding Document.

Signature of Bidder: ____________________________________

Name of Bidder: ______________________________________

Company Seal: ________________________________________
**BIDDER PROVEN TRACK RECORD PROFORMA**

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  
**CLIENT:** M/s BPCL, KOCHI  
**DOCUMENT NO.:** B034-0MR-80-43-BR-5210  
**BIDDER:**

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>PARAMETER</th>
<th>INFORMATION ON CURRENT OFFERING</th>
<th>INFORMATION ON REFERENCED EXISTING INSTALLATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.0</td>
<td>Basic Parameters to meet requirements of Technical BQC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.1</td>
<td>Whether the bidder is manufacturer of the offered Centrifugal Compressor (As per API-617, Chapter – 1 &amp; 2) (Yes/No)</td>
<td>(If yes, go to 2.0)</td>
<td></td>
</tr>
<tr>
<td>1.2</td>
<td>Whether the bidder is a 51% owned Indian Subsidiary of a Foreign Principal and the qualification criteria, is met by the foreign principal? (Yes/No)</td>
<td>(If yes, go to 3.0)</td>
<td></td>
</tr>
<tr>
<td>1.3</td>
<td>Whether the bidder is an Indian manufacturer and is having a valid technology license agreement with a Global Technical License Provider (Licensor) and the qualification criteria, is met by the Licensor? (Yes/No)</td>
<td>(If yes, go to 4.0)</td>
<td></td>
</tr>
<tr>
<td>1.4</td>
<td>Whether the bidder has taken over an OEM (Original Equipment Manufacturer) and the qualification criteria, is met by the OEM? (Yes/No)</td>
<td>(If yes, go to 5.0)</td>
<td></td>
</tr>
<tr>
<td>1.5</td>
<td>Whether the bidder is a supplier / trading house authorized by the OEM (provided the proposed OEM does not quote directly as per his corporate policy) and the qualification criteria, is met by the OEM? (Yes/No)</td>
<td>(If yes, go to 6.0)</td>
<td></td>
</tr>
</tbody>
</table>

**2.0** In case, the bidder is the manufacturer of the offered Centrifugal Compressor Package (as per Sl. No.1.1 above), bidder has to confirm the following:

| 2.1 | Whether the Bidder is the single point responsibility vendor (SPRV) for Centrifugal Compressor Package required for the job? (Yes/No) |
| 2.2 | Whether the Bidder have engineered, designed, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) at least ONE (1) VFD fed Electric Motor driven- Compressor (As per API-617 Chapter-1 & 2), which is from the same model/ frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am3/hr) & polytrophic head (80% or higher) as offered. As a minimum, this package shall have completed minimum ONE (1) Year of operation at site as on the date of bid due date. (Yes / No) |

Note: The TEN (10) year time period mentioned above shall be reckoned from the date of bid due date.

Further to authenticate the above statements, the details of offered Centrifugal Compressor package shall be furnished as under:

- Compressor Manufacturer
- Model / Frame Size
- Type of Electric Motor Driver (Fixed Speed / VFD):-
- Compressor BKW & Driver Rating (KW):-
- Process Gas & H2 mol % :-

Place:  
Date:  

[Signature of Authorized Signatory]*  
Name:  
Designation:  
Seal:  

*: Note-15  
Page 1 of 16
### BIDDER PROVEN TRACK RECORD PROFORMA

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  
**CLIENT:** M/s BPCL, KOCHI  
**BIDDER:**

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>PARAMETER</th>
<th>INFORMATION ON CURRENT OFFERING</th>
<th>INFORMATION ON REFERENCED EXISTING INSTALLATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>REF.-1</td>
<td>REF.-2</td>
</tr>
</tbody>
</table>

| Rated flow (Am³/hr) |              |                                 |                                               |
| Polytrophic Head (m) |              |                                 |                                               |
| Number of Units Supplied |            |                                 |                                               |
| Manufacturing plant from where the Centrifugal Compressor is packaged, designed, engineered, manufactured, packaged, tested and supplied. | | | |
| Date of Letter of Award / Order |          |                                 |                                               |
| Date of Delivery of Complete Centrifugal Compressor Package |          |                                 |                                               |
| Has the above Centrifugal compressor package, completed ONE Year of satisfactory operation at site, as on bid due date? | Yes / No | | |

**Purchaser’s Name and Address:**

**Name (Company / Organization):**

**Name of the Contact Person:**

**Address including Telephone No. / Fax No. / E-mail ID:**

Are duly endorsed supporting documents as specified in RFQ / IFB furnished? (Yes / No)

**In case, the offered compressor model/ frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/ frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.**

**Details of One past order (with 80% or higher driver rating) / two past orders (with 50% or higher driver rating) for meeting the requirements of 2.3 above by the bidder:**

<table>
<thead>
<tr>
<th>Compressor Manufacturer</th>
<th>Model/Frame Size</th>
<th>Type of Electric Motor Driver (Fixed Speed / VFD)</th>
<th>Driver Rating (kW)</th>
<th>Number of Units Supplied</th>
</tr>
</thead>
</table>

[Signature of Authorized Signatory]*  
Name:  
Designation:  
Seal:  

*: Note-15
**BIDDER PROVEN TRACK RECORD PROFORMA**

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034

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**Sr. No.** | **PARAMETER** | **INFORMATION ON CURRENT OFFERING** | **INFORMATION ON REFERENCED EXISTING INSTALLATIONS**
--- | --- | --- | ---

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>REF.-1</th>
<th>REF.-2</th>
</tr>
</thead>
</table>

- Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 & 2) is executed and supplied
- Date of Letter of Award / Order
- Date of Delivery of Complete Centrifugal Compressor Package
- Purchaser's Name and Address:
  - Name (Company / Organization)
  - Name of the Contact Person
  - Address including Telephone No. / Fax No. / E-mail ID
- Are duly endorsed supporting documents as specified in RFQ / IFB furnished? *(Yes / No)*

3.0 **In case, the bidder is the 51% owned Indian Subsidiary of a Foreign principal (as per Sl. No.1.2 above), bidder has to confirm the following**

3.1 Whether the Bidder is the single point responsibility vendor (SPRV) for Centrifugal Compressor Package required for the job? *(Yes / No)*

3.2 Whether the Bidder’s Foreign Principal have engineered, designed, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) VFD fed Electric Motor driven- Compressor (As per API-617 Chapter-1 & 2), which is from the same model/ frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am3/hr) & polytrophic head (80% or higher) as offered.

As a minimum, this package shall have completed minimum ONE (1) Year of operation at site as on the *date of bid due date.* *(Yes / No)*

Note: The TEN (10) year time period mentioned above shall be reckoned from the *date of bid due date.*

Further to authenticate the above statements, the details of offered Centrifugal Compressor Package shall be furnished as under:

**Details for meeting requirements of Technical BQC by the Bidder’s Foreign Principal**

<table>
<thead>
<tr>
<th>Compressor Manufacturer</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Model/ Frame Size</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Type of Electric Motor Driver (Fixed Speed/VFD):-</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Compressor BKW &amp; Driver Rating (KW) :-</td>
<td></td>
</tr>
<tr>
<td>Process Gas &amp; H2 mol % :-</td>
<td></td>
</tr>
<tr>
<td>Rated flow (Am3/hr) :-</td>
<td></td>
</tr>
<tr>
<td>Polytrophic Head (m) :-</td>
<td></td>
</tr>
</tbody>
</table>

---

*:* Note-15

---

Place:  
Date:  

[Signature of Authorized Signatory]*

Name:  
Designation:  
Seal:  

---

Page 3 of 16
### BIDDER PROVEN TRACK RECORD PROFORMA

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  
**CLIENT:** M/s BPCL, KOCHI  
**BIDDER:**  

---

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>PARAMETER</th>
<th>INFORMATION ON CURRENT OFFERING</th>
<th>INFORMATION ON REFERENCED EXISTING INSTALLATIONS</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>REF.-1</td>
<td>REF.-2</td>
</tr>
</tbody>
</table>

- **Number of Units Supplied**
- **Manufacturing plant from where the Centrifugal Compressor is packaged, designed, engineered, manufactured, packaged, tested and supplied.**
- **Date of Letter of Award / Order**
- **Date of Delivery of Complete Centrifugal Compressor Package**
- **Has the complete Centrifugal compressor package completed ONE Year of satisfactory operation at site, as on bid due date?** *(Yes / No)*
- **Purchaser's Name and Address:**
- **Name (Company / Organization):**
- **Name of the Contact Person:**
- **Address including Telephone No. / Fax No. / E-mail ID:**
- **Are duly endorsed supporting documents as specified in RFQ / IFB furnished?** *(Yes / No)*

#### 3.3 In case, the offered compressor model/ frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/ frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied by the bidder's foreign principal from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.

**Details of One/Two Past Orders for meeting the requirements of 3.3 above by the bidder**

<table>
<thead>
<tr>
<th>Compressor Manufacturer</th>
<th>Model/Frame Size</th>
<th>Type of Electric Motor Driver <em>(Fixed Speed / VFD):</em></th>
<th>Driver Rating (KW)</th>
<th>Number of Units Supplied</th>
<th>Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 &amp; 2) is executed and supplied</th>
<th>Date of Letter of Award / Order</th>
</tr>
</thead>
</table>

---

*Place: [Signature of Authorized Signatory]*  
*Date:*  
*Name:*
*Designation:*
*Seal:*  

*: Note-15  
Page 4 of 16
<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>PARAMETER</th>
<th>INFORMATION ON CURRENT OFFERING</th>
<th>INFORMATION ON REFERENCED EXISTING INSTALLATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Date of Delivery of Complete Centrifugal Compressor Package</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Purchaser's Name and Address:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Name (Company / Organization)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Name of the Contact Person</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Address including Telephone No. / Fax No. / E-mail ID</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Are duly endorsed supporting documents as specified in RFQ / IFB furnished?</td>
<td>(Yes / No)</td>
<td></td>
</tr>
</tbody>
</table>

3.4 Whether the bidder is a 51% owned Indian subsidiary of the Foreign Principal for at least last one year, reckoned from the bid due date. **(Yes / No)**

3.5 Whether the bidder and the Foreign Principal have ensured that scope / activity matrix shall delineate according to the experience and capability of the Indian subsidiary **vis-à-vis** the company whose experience is being considered. **(Yes / No)**

3.7 Whether the bidder have executed and supplied minimum TWO (2) orders for Electric Motor driven- Centrifugal Compressor Packages (As per API-617 Chapter-1 & 2) (having at least 50% or higher driver rating (kW)), as offered in last TEN (10) years from bid due date. **(Yes / No)**

Details of Two Past Orders for meeting the above requirements by the 51% Indian subsidiary

- Compressor Manufacturer
- Model/ Frame Size
- Driver Rating (kW)
- Number of Units Supplied
- Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 & 2) is executed and supplied
- Date of Letter of Award / Order
- Date of Delivery of Complete Centrifugal Compressor Package
- Purchaser's Name and Address:
- Name (Company / Organization)
- Name of the Contact Person
- Address including Telephone No. / Fax No. / E-mail ID
- Are duly endorsed supporting documents as specified in RFQ / IFB furnished? **(Yes / No)**

3.8 a) Bidder to indicate the location of engineering facility
<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>PARAMETER</th>
<th>INFORMATION ON CURRENT OFFERING</th>
<th>INFORMATION ON REFERENCED EXISTING INSTALLATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>b)</td>
<td>Whether the Bidder have engineering facility, corresponding to matrix cited above as per 3.5 above, duly approved by the Foreign Principal.</td>
<td>(Yes/No)</td>
<td>REF.-1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>REF.-2</td>
</tr>
<tr>
<td>3.9</td>
<td>Whether the Bidder’s Foreign Principal will carry out the following activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Design / Application engineering</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Approval of Sourcing of components</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Approval of Quality Assurance Plans (QAP) identifying Hold, Check &amp; Witness stages (by Principal)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Responsibility Matrix</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.10</td>
<td>The bidder shall source duly mechanical run &amp; performance tested bare compressor from the Principal, whose experience is being considered and source non critical components/auxiliaries himself. -- OR --</td>
<td>(Yes/No)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Bidder shall source critical components (such as Shaft, Impellers and Diffusers, as applicable, complete rotor, rough machined casing including all pressure containing parts, Bearings etc.) from the Principal or directly from the manufacturers supplying the same to the Principal, whose experience is being considered (a certificate to this effect shall be provided by the Principal) and source non critical components / auxiliary components supplies himself. (inline with the scope matrix furnished.)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.11</td>
<td>Whether the Bidder have Manufacturing, Assembly and Testing facility for the proposed scope in India.</td>
<td>(Yes/No)</td>
<td></td>
</tr>
<tr>
<td>3.12</td>
<td>Whether the Bidder have an established service facility in India (either his own or an approved service provider) which must be approved by Foreign Principal.</td>
<td>(Yes/No)</td>
<td></td>
</tr>
<tr>
<td>4.0</td>
<td>In case, the bidder is having a valid technology license agreement with a Global Technical License Provider (as per Sl. No.1.3 above), bidder has to confirm the following:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.1</td>
<td>Whether the Bidder is the single point responsibility vendor (SPRV) for Centrifugal Compressor Package required for the job? (Yes/No)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Place: [Signature of Authorized Signatory]*
Date: Name: Designation: Seal:

*: Note-15
BIDDER PROVEN TRACK RECORD PROFORMA

PROJECT: MSBP
MR NO.: B034-0MR-KA-MR-5210
EIL JOB NO.: B034

PARAMETER | INFORMATION ON CURRENT OFFERING | INFORMATION ON REFERENCED EXISTING INSTALLATIONS
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<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Parameter</th>
<th>Ref.-1</th>
<th>Ref.-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.2</td>
<td>Whether the Global Technical License Provider (Licensor) have engineered, designed, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) VFD fed Electric Motor driven - Compressor (As per API-617 Chapter-1 &amp; 2), which is from the same model/ frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am3/hr) &amp; polytrophic head (80% or higher) as offered. As a minimum, this package shall have completed minimum ONE (1) Year of operation at site as on the date of bid due date. (Yes / No)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Further to authenticate the above statements, the details of offered Centrifugal Compressor Package shall be furnished as under:

**Details for meeting requirements of Technical BQC by the Licensor**

Compressor Manufacturer
Model/ Frame Size
Type of Electric Motor Driver (Fixed Speed/VFD):
Compressor BKW & Driver Rating (KW):
Process Gas & H2 mol %:
Rated flow (Am3/hr):
Polytrophic Head (m):
Number of Units Supplied
Manufacturing plant from where the Centrifugal Compressor is packaged, designed, engineered, manufactured, packaged, tested and supplied.
Date of Letter of Award / Order
Date of Delivery of Complete Centrifugal Compressor Package
Has the complete Centrifugal compressor package completed ONE Year of satisfactory operation at site, as on bid due date? (Yes / No)
Purchaser’s Name and Address:
Name (Company / Organization)
Name of the Contact Person
Address including Telephone No. / Fax No. / E-mail ID
Are duly endorsed supporting documents as specified in RFQ / IFB furnished? (Yes / No)

Place: [Signature of Authorized Signatory]*
Date: Name: Designation: Seal:

*: Note-15
4.3 In case, the offered compressor model/frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied by the bidder’s licensor from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.

Details of One/Two Past Orders for meeting the requirements of 4.3 above by the bidder

<table>
<thead>
<tr>
<th>Compressor Manufacturer</th>
<th>Model/Frame Size</th>
<th>Type of Electric Motor Driver (Fixed Speed/VFD):</th>
<th>Driver Rating (KW)</th>
<th>Number of Units Supplied</th>
<th>Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 &amp; 2) is executed and supplied</th>
<th>Date of Letter of Award / Order</th>
<th>Date of Delivery of Complete Centrifugal Compressor Package</th>
<th>Purchaser’s Name and Address:</th>
<th>Name (Company / Organization)</th>
<th>Name of the Contact Person</th>
<th>Address including Telephone No. / Fax No. / E-mail ID</th>
<th>Are duly endorsed supporting documents as specified in RFQ / IFB furnished? (Yes / No)</th>
</tr>
</thead>
</table>

4.4 Whether the Bidder have executed and supplied minimum TWO (2) orders for Electric Motor driven- Centrifugal Compressor Packages (As per API-617 Chapter-1 & 2) (having at least 50% or higher power rating (kW)), as offered in last TEN (10) years, from bid due date.

Details of Two Past Orders for meeting the above requirements by the bidder

| Compressor Manufacturer | Model/ Frame Size | |
|------------------------|------------------| |
### BIDDER PROVEN TRACK RECORD PROFORMA

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  

**DOCUMENT NO.:** B034-0MR-80-43-BR-5210  
**CLIENT:** M/s BPCL, KOCHI  
**BIDDER:**

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<tbody>
<tr>
<td></td>
<td></td>
<td>REF.-1</td>
</tr>
<tr>
<td>1</td>
<td>Driver Rating (KW)</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Number of Units Supplied</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 &amp; 2) is executed and supplied</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Date of Letter of Award / Order</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Date of Delivery of Complete Centrifugal Compressor Package</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Purchaser’s Name and Address:</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Name (Company / Organization)</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Name of the Contact Person</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Address including Telephone No. / Fax No. / E-mail ID</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Are duly endorsed supporting documents as specified in RFQ / IFB furnished?</td>
<td>(Yes / No)</td>
</tr>
</tbody>
</table>

**4.5 a)** Whether the bidder have a live technical license agreement to ensure appropriate design backup and manufacturing assistance from licensor.  
(Yes/No)

**4.5 b)** Whether the Bidder’s license agreement will continue to remain live at least TWO year after the ordering of the compressors.  
(Yes/No)

**4.6** Whether the licensor have executed at least one order for centrifugal compressor packages as per API-617 Chapter-1 & 2, within the last ten years, reckoned from the bid due date.  
(Yes/No)

### Details of Two Past Orders by Licensor for meeting the above requirements by the bidder

| Compressor Manufacturer | | |
| Model/ Frame Size | | |
| Driver Rating (KW) | | |
| Number of Units Supplied | | |
| Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 & 2) is executed and supplied | | |
| Date of Letter of Award / Order | | |
| Date of Delivery of Complete Centrifugal Compressor Package | | |
| Purchaser’s Name and Address: | | |
| Name (Company / Organization) | | |
| Name of the Contact Person | | |
| Address including Telephone No. / Fax No. / E-mail ID | | |

**Place:** [Signature of Authorized Signatory]*  
**Date:**

***: Note-15**
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<td></td>
<td>Are duly endorsed supporting documents as specified in RFQ / IFB furnished? (Yes / No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.7</td>
<td>Whether the bidder and the licensor have ensured that responsibility matrix shall delineate according to the experience and capability of the Indian subsidiary vis-à-vis the company whose experience is being considered. (Yes/No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.8</td>
<td>Whether the Licensor will carries out the following activities:</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>- Design / Application engineering</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>- Approval of Sourcing of components</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Approval of Quality Assurance Plans (QAP) identifying Hold, Check &amp; Witness stages (Yes/No)</td>
<td></td>
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</tr>
<tr>
<td>4.9</td>
<td>Whether the Licensor will furnish the detailed design &amp; drawings for critical sections such as housings, supply &amp; return arrangements &amp; partitioning arrangements between lube &amp; seal chamber along with buffer gas induction system, thrust balance system etc. Further detailed design calculations and drawings shall be vetted by the Licensor. Experienced personnel from Licensor shall be available during execution of the order. (Yes/No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.10</td>
<td>The bidder shall source duly mechanical run &amp; performance tested bare compressor from the Licensor (whose experience is being considered) and source non critical components/auxiliaries himself OR The Bidder shall either source critical components (such as Shaft, Impellers and Diffusers, as applicable, complete rotor, rough machined casing including all pressure containing parts, Bearings etc.) from the Licensor or directly from the manufacturers supplying the same to the Licensor (a certificate to this effect shall be provided by the Collaborator (licensor)) and source non critical components / auxiliary components himself. (inline with the scope matrix furnished.) (Yes/No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.11</td>
<td>Whether Licensor will furnish a written back up guarantee regarding design, mechanical integrity and performance of the machine equivalent to as if the machines were manufactured &amp; supplied by the Licensor. (Yes/No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.0</td>
<td>In case, the bidder has taken over the OEM of Centrifugal Compressor (as per Sl. No.1.4 above), bidder has to confirm the followings:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Place: [Signature of Authorized Signatory]*
Date: Name:
Designation:
Seal:

*: Note-15
### BIDDER PROVEN TRACK RECORD PROFORMA

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  
**CLIENT:** M/s BPCL, KOCHI  
**BIDDER:**

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<tr>
<td>5.1</td>
<td>Whether the Bidder is the single point responsibility vendor (SPRV) for the complete VFD fed electric motor driven centrifugal compressor package (As per API-617, Chapter-1 &amp; 2).</td>
<td></td>
<td>(Yes/No)</td>
</tr>
<tr>
<td>5.2</td>
<td>Whether the OEM (Original Equipment Manufacturer) who has been taken over by Bidder have engineered, designed, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) VFD fed Electric Motor driven- Compressor (As per API-617 Chapter-1 &amp; 2), which is from the same model/frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am³/hr) &amp; polytrophic head (80% or higher) as offered. As a minimum, this package shall have completed ONE (1) Year of operation at site as on the bid due date.</td>
<td></td>
<td>(Yes/No)</td>
</tr>
</tbody>
</table>

Further to authenticate the above statements, the details of offered Centrifugal Compressor(SPP) package shall be furnished as under:

- Compressor Manufacturer
- Model/ Frame Size
- Type of Electric Motor Driver (Fixed Speed/VFD):-
- Compressor BKW & Driver Rating (KW):-
- Process Gas & H₂ mol %: -
- Rated flow (Am³/hr): -
- Polytrophic Head (m): -
- Number of Units Supplied
- Manufacturing plant from where the Centrifugal Compressor is packaged, designed, engineered, manufactured, packaged, tested and supplied.
- Date of Letter of Award / Order
- Date of Delivery of Complete Centrifugal Compressor Package
- Has the complete Centrifugal compressor package completed ONE Year of satisfactory operation at site, as on bid due date? (Yes / No)
- Purchaser’s Name and Address:
- Name (Company / Organization)
- Name of the Contact Person

Place:  
Date:  

[Signature of Authorized Signatory]*  
Name:  
Designation:  
Seal:

*: Note-15
### BIDDER PROVEN TRACK RECORD PROFORMA

**PROJECT:** MSBP  
**MR NO.:** B034-0MR-KA-MR-5210  
**EIL JOB NO.:** B034  
**ITEM:**

**DOCUMENT NO.:** B034-0MR-80-43-BR-5210  
**CLIENT:** M/s BPCL, KOCHI  
**BIDDER:**

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**Sr. No.** | **PARAMETER** | **INFORMATION ON CURRENT OFFERING** | **INFORMATION ON REFERENCED EXISTING INSTALLATIONS**  
--- | --- | --- | ---  
| | | REF.-1 | REF.-2  
| | | | |

1. Address including Telephone No. / Fax No. / E-mail ID  
2. Are duly endorsed supporting documents as specified in RFQ / IFB furnished? **(Yes / No)**

**5.3** In case, the offered compressor model/ frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/ frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied by the OEM from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.

**Details of One/Two Past Orders for meeting the requirements of 5.3 above by the bidder**

| Compressor Manufacturer | | | |
| Model/Frame Size | | | |
| Type of Electric Motor Driver (Fixed Speed/VFD):-- | | | |
| Driver Rating (KW) | | | |
| Number of Units Supplied | | | |
| Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 & 2) is executed and supplied | | | |
| Date of Letter of Award / Order | | | |
| Date of Delivery of Complete Centrifugal Compressor Package | | | |
| Purchaser's Name and Address: | | | |
| Name (Company / Organization) | | | |
| Name of the Contact Person | | | |
| Address including Telephone No. / Fax No. / E-mail ID | | | |
| Are duly endorsed supporting documents as specified in RFQ / IFB furnished? **(Yes / No)** | | | |

**6.0** In case, the equipment manufacturer doesn't quote directly as per his corporate policy, a supplier/trading house authorized by manufacturer of Proposed compressor manufacturer (as per Sr. No. 1.5 above) can be considered as bidder then bidder has to confirm the following:

1. Whether the equipment manufacturer is the single point responsibility vendor (SPRV) for the complete VFD fed electric motor driven centrifugal compressor package (As per API-617, Chapter-1 & 2). **(Yes/No)**

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Copyright: [Signature of Authorized Signatory]*  
**Name:**  
**Designation:**  
**Seal:**

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*: Note-15  
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<table>
<thead>
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</thead>
<tbody>
<tr>
<td>6.2</td>
<td>Whether equipment manufacturer has engineered, designed, packaged, tested, supplied and supervised the erection &amp; commissioning of proposed equipment package. (Yes/No)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.3</td>
<td>Whether the equipment manufacturer has engineered, designed, packaged, tested and supplied, in the last TEN (10) years, from the proposed manufacturing plant, at least ONE (1) VFD fed Electric Motor driven- Compressor (As per API-617 Chapter-1 &amp; 2), which is from the same model/ frame size and is similar in terms of driver power (80% or higher), Process Gas (Hydrogen, 80 mol% or higher), Rated flow (80% or higher in Am3/hr) &amp; polytrophic head (80% or higher) as offered. As a minimum, this package shall have completed ONE (1) Year of operation at site as on the bid due date. (Yes / No)</td>
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<td></td>
<td>Note: The TEN (10) year time period mentioned above shall be reckoned from bid due date.</td>
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<tr>
<td></td>
<td>Further to authenticate the above statements, the details of offered Centrifugal Compressor(SPP) package shall be furnished as under:</td>
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<tr>
<td></td>
<td>Compressor Manufacturer</td>
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<td></td>
<td>Model/ Frame Size</td>
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<td></td>
<td>Type of Electric Motor Driver (Fixed Speed/VFD):-</td>
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<td>Compressor BKW &amp; Driver Rating (KW) :-</td>
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<td>Process Gas &amp; H2 mol % :-</td>
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<td>Rated flow (Am3/hr) :-</td>
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<td>Polytrophic Head (m) :-</td>
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<td></td>
<td>Number of Units Supplied</td>
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<td></td>
<td>Manufacturing plant from where the Centrifugal Compressor is packaged, designed, engineered, manufactured, packaged, tested and supplied.</td>
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<td>Date of Letter of Award / Order</td>
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<tr>
<td></td>
<td>Date of Delivery of Complete Centrifugal Compressor Package</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Has the complete Centrifugal compressor package completed ONE Year of satisfactory operation at site, as on bid due date? (Yes / No)</td>
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<tr>
<td></td>
<td>Purchaser’s Name and Address:</td>
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<td>Name (Company / Organization)</td>
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<td></td>
<td>Place:</td>
<td>[Signature of Authorized Signatory]*</td>
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</table>

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**BIDDER PROVEN TRACK RECORD PROFORMA**

**PROJECT:** MSBP  
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6.4 In case, the offered compressor model/ frame size is not having a valid experience with VFD fed electric motor driver, the bidder must furnish at least ONE (1) additional past supply reference of centrifugal gas compressor package (with 80% or higher motor rating) or TWO additional past supply references of centrifugal gas compressor package (with 50% or higher motor rating) which may be from a different centrifugal compressor model/ frame size, equipped with a VFD fed electric motor which has been engineered, designed, packaged, tested and supplied by the OEM from the proposed manufacturing plant. As a minimum, these references shall have also completed ONE year of operation at site, as on bid due date.

**Details of One/Two Past Orders for meeting the requirements of 6.4 above by the bidder**

<table>
<thead>
<tr>
<th>Compressor Manufacturer</th>
<th>Model/Frame Size</th>
<th>Type of Electric Motor Driver (Fixed Speed/VFD):-</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Driver Rating (KW)</th>
<th>Number of Units Supplied</th>
</tr>
</thead>
<tbody>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Plant from where the Complete Centrifugal Compressor Package (API 617 - Chapter 1 &amp; 2) is executed and supplied</th>
<th>Date of Letter of Award / Order</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Date of Delivery of Complete Centrifugal Compressor Package</th>
<th>Purchaser's Name and Address:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Name (Company / Organization)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name of the Contact Person</th>
<th>Address including Telephone No. / Fax No. / E-mail ID</th>
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<tr>
<th>Are duly endorsed supporting documents as specified in RFQ / IFB furnished?</th>
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</tbody>
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Date:  
[Signature of Authorized Signatory]*  
Name:  
Designation:  
Seal:
**BIDDER PROVEN TRACK RECORD PROFORMA**

**DOCUMENT NO.**: B034-0MR-80-43-BR-5210  
**CLIENT**: M/s BPCL, KOCHI  
**BIDDER:**

**PROJECT**: MSBP  
**MR NO.**: B034-0MR-KA-MR-5210  
**EIL JOB NO.**: B034

**INSTRUCTIONS TO BIDDERS:**

1. Duly completed Bidder Proven Track Record Pro-forma as enclosed with the bid document, together with all back-up documents specified therein, duly authenticated as required.

2. Copies of Letter of Awards/ Order/ Work Orders and completion certificate (In case of Works/services) and/or IRN/Proof of Delivery (In case of supplies) to be enclosed. If necessary, additional documents such as approved technical documents/drawings shall also be submitted to establish bidder meeting qualification criteria.

3. Bidder shall also furnish certificate from Owner/PMC towards operation for a minimum period of one (1) year. Alternatively, Certificate issued by CEO or CFO or Company Secretary of Bidder is also acceptable. In such a case, bidder shall submit certificate/undertaking from CEO or CFO or Company Secretary of the bidder on their letter head indicating “The referenced Model of the proposed item/s has been in operation for a minimum period of one year as on bid due date.”

4. In case qualification is sought using foreign principal’s experience (as per Sr. No. 1.2 above), bidder shall also submit the following additional documents:
   - Copy of scope/activity matrix between the bidder and Principal.
   - Documents for establishing the bidder as a subsidiary of the Principal.
   - Corporate Guarantee of the Principal.

5. In case qualification is sought using licensor’s experience (as per Sr. No. 1.3 above), bidder shall also submit the following additional documents:
   - Documents for establishing the bidder as a licensee of the Licensor as per requirement of Clause 2.4 including documents like copy of live technical license agreement, it’s validity etc.
   - Back-up guarantee of the Licensor.
   - Corporate Guarantee of the Licensor.

6. In case of take-over of an OEM, the experience of erstwhile OEM meeting the BQC requirements specified in Sr.No. 5.0 above can also be considered as valid, provided the proposed plant of manufacturing remains the same. Bidder shall also submit documents to establish the take-over of OEM by the bidder, duly signed by the CEO or CFO or Company Secretary of the Bidder.

7. In case the equipment manufacturer does not quote directly as per his corporate policy, a supplier/trading house authorized by the manufacturer of the proposed compressor manufacturer can also be considered as a bidder (as in Sr. No.1.5) provided following requirements are met:
   a) An authorization letter from CEO or CFO or Company Secretary of the Compressor Manufacturer is furnished confirming the bidder’s status as their authorized supplier/trading house. The authorization letter shall be valid up to the completion of execution of the order.
   b) One equipment manufacturer can quote only through one supplier only and a supplier/trading house shall offer product of one manufacturer only.
   c) The bid shall be rejected in case of change of proposed equipment manufacturer after the bid due date.

Place:  
Date:  

[Signature of Authorized Signatory]*  
Name:  
Designation:  
Seal:  

*: Note-15  
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8. The Supply/Work/Services completed **beyond 10 years need not be indicated here.**
   *Note: - The TEN (10) years, time period mentioned above shall be reckoned as on bid due date.*

9. The list of Supply/Work/Services, not of similar nature shall not be indicated here. Failing to comply aforementioned instructions may lead to rejection of bid.

10. Since the information requested in this proforma shall be utilized to assess the Bidder's capability, it is in the interest of the Bidder to pick those cases out of total list of references which most closely match with the Bid requirement. The Bidder shall also ensure that all information asked for is furnished and the same is correct and complete in all respects. **Incomplete information could lead the bid being considered ineligible for further evaluation.**

11. Incorrect information furnished in this proforma shall render the bid/order liable for rejection at any stage of evaluation/ work execution, at the risk and cost of the bidder and the bidder shall be blacklisted.

12. For the referred installations, the bidder shall indicate the name of the User’s contact person (along with his address, telephone no., fax no., e-mail id etc.) who may be contacted by the Purchaser/his representative, if felt necessary.

13. The Bidder shall also furnish along with the bid his standard Reference list for the equipment/package.

14. Latest Product Catalogs of the manufacturer for the proposed equipment.

15. For certification by Charted Accountant/Statutory Auditor and other requirements, refer commercial part.

16. EIL/BPCL at their discretion reserves the right to inspect the vendor’s works to validate the credentials submitted by the vendor as part of the qualification documents.

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Signature Not Verified

Digitally signed by DEEPAK MALIK
Date: 2017.08.24 11:33:53 IST
Location: eProcure

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