



**GAIL (INDIA) LIMITED & its CGD JVs AND GAIL GAS LIMITED & its JVs**  
**Invite**

**Expression of Interest**  
**(EOI)**

*From*  
**ENTREPRENEURS / SOLE PROPRIETORSHIPS / PARTNERSHIPS /**  
**LIMITED LIABILITY PARTNERSHIPS / COMPANIES/ COOPERATIVE SOCIETIES /**  
**TECHNOLOGY PROVIDERS**

*For*  
**SUPPLY OF COMPRESSED BIO GAS (CBG)**

*Under*  
**SATAT**  
**(Sustainable Alternative towards Affordable Transportation)**

| S No. | Name of CGD Company                  | Website  |
|-------|--------------------------------------|--|
| 1     | GAIL (India) Limited                 | <a href="http://www.gailonline.com">www.gailonline.com</a>               |
| 2     | GAIL Gas Limited                     | <a href="http://www.gailgas.com">www.gailgas.com</a>                     |
| 3     | Aavantika Gas Limited                | <a href="http://www.aglonline.net">www.aglonline.net</a>                 |
| 4     | Bhagyanagar Gas Limited              | <a href="http://www.bglgas.com">www.bglgas.com</a>                       |
| 5     | Central UP Gas Limited               | <a href="http://www.cugl.co.in">www.cugl.co.in</a>                       |
| 6     | Green Gas Limited                    | <a href="http://www.gglonline.net">www.gglonline.net</a>                 |
| 7     | Mahanagar Gas Limited                | <a href="http://www.mahanagargas.com">www.mahanagargas.com</a>           |
| 8     | Maharashtra Natural Gas Limited      | <a href="http://www.mngl.in">www.mngl.in</a>                             |
| 9     | Tripura Natural Gas Company Limited  | <a href="http://www.tngclonline.com">www.tngclonline.com</a>             |
| 10    | Vadodara Gas Limited                 | <a href="http://www.vgl.co.in">www.vgl.co.in</a>                         |
| 11    | Godavari Gas Private Limited         | <a href="http://www.godavarigas.in">www.godavarigas.in</a>               |
| 12    | Rajasthan State Gas Limited          | <a href="http://www.rsgl.rajasthan.gov.in">www.rsgl.rajasthan.gov.in</a> |
| 13    | Haridwar Natural Gas Private Limited | <a href="http://www.hngpl.in">www.hngpl.in</a>                           |
| 14    | Goa Natural Gas Private Limited      | <a href="http://www.goanaturalgas.com">www.goanaturalgas.com</a>         |

EOI No: GAIL\_CBG20

EOI FOR SUPPLY OF COMPRESSED BIO GAS (CBG) TO CGD COMPANIES



**(Press Release)**

**NOTICE INVITING EXPRESSION OF INTEREST (EOI)**

**Ref.: GAIL\_CBG20**

**Date: 01/10/2019**

**SUPPLY OF COMPRESSED BIO GAS (CBG) TO GAIL (India) Limited & its CGD JVs and GAIL GAS Limited & its JVs**

1. GAIL (INDIA) LIMITED is the largest Natural Gas Transmission and Marketing Company in India. Further, GAIL along with its CGD JVs / Subsidiaries and its JVs are engaged in development of City Gas Distribution (CGD) business to supply Gas to various sectors i.e. Compressed Natural Gas (CNG) for transport sector and Piped Natural Gas (PNG) for domestic, commercial and industrial sector in various cities of India. The names of companies involved in the CGD business are as follows;

- i. GAIL (INDIA) LIMITED
- ii. GAIL GAS LIMITED
- iii. Aavantika Gas Limited
- iv. Bhagyanagar Gas Limited
- v. Central UP Gas Limited
- vi. Green Gas Limited
- vii. Mahanagar Gas Limited
- viii. Maharashtra Natural Gas Limited
- ix. Tripura Natural Gas Company Limited
- x. Vadodara Gas Limited
- xi. Godavari Gas Private Limited
- xii. Rajasthan State Gas Limited
- xiii. Haridwar Natural Gas Private Limited
- xiv. Goa Natural Gas Private Limited

EOI No: GAIL\_CBG20

EOI FOR SUPPLY OF COMPRESSED BIO GAS (CBG) TO CGD COMPANIES

Above companies shall be referred as **CGD Companies** subsequently in this EOI.

2. CGD Companies, invite online offers through Expression of Interest (EOI) from **Entrepreneurs / Sole Proprietorships / Partnerships / Limited Liability Partnerships / Companies/ Cooperative Societies / Technology Providers** (herein after called **APPLICANT**), for supply of Compressed Bio Gas (CBG), from Plants processing biomass / waste and providing the produced Compressed Bio Gas (CBG) to various Retail Outlets of CGD Companies across the country.
3. The purpose of inviting this EOI is to encourage the APPLICANT to set up Biomass / Waste to CBG Plants and further utilising the existing potential of CBG in India.
4. Finalization of APPLICANTS as mentioned in this EOI Document is an ongoing process.

**Other details for this EOI**

|                                  |   |
|----------------------------------|---|
| EOI Download                     | EOI may be downloaded from any of the Website provided in below table   |
| EOI Cost                         | NIL   |
| EOI Validity                     | <b>31.03.2020</b>   |
| EOI Evaluation                   | On monthly basis  |
| Submission of Signed Stamped EOI | The completely filled, signed stamped EOI to be submitted to the concerned CGD company in whose GA the applicant desires to sell CBG along with copy to <a href="mailto:cbg@gail.co.in">cbg@gail.co.in</a> . Refer below <b>TABLE A</b> for email |

**TABLE A**

| S No. | Name of CGD Company                 | Website  | Email ID for submission of EOI   |
|-------|-------------------------------------|--|--|
| 1     | GAIL (India) Limited                | <a href="http://www.gailonline.com">www.gailonline.com</a>     | <a href="mailto:kk04676@gail.co.in">kk04676@gail.co.in</a>                     |
| 2     | GAIL Gas Limited                    | <a href="http://www.gailgas.com">www.gailgas.com</a>           | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |
| 3     | Aavantika Gas Limited               | <a href="http://www.aglonline.net">www.aglonline.net</a>       | <a href="mailto:sandeep@aglonline.net">sandeep@aglonline.net</a>               |
| 4     | Bhagyanagar Gas Limited             | <a href="http://www.bglgas.com">www.bglgas.com</a>             | <a href="mailto:mkurakula@hpcl.in">mkurakula@hpcl.in</a>                       |
| 5     | Central UP Gas Limited              | <a href="http://www.cugl.co.in">www.cugl.co.in</a>             | <a href="mailto:navinsingh@cugl.co.in">navinsingh@cugl.co.in</a>               |
| 6     | Green Gas Limited                   | <a href="http://www.gglonline.net">www.gglonline.net</a>       | <a href="mailto:r.rini@gglonline.net">r.rini@gglonline.net</a>                 |
| 7     | Mahanagar Gas Limited               | <a href="http://www.mahanagargas.com">www.mahanagargas.com</a> | <a href="mailto:ebuy@mahanagargas.com">ebuy@mahanagargas.com</a>               |
| 8     | Maharashtra Natural Gas Limited     | <a href="http://www.mngl.in">www.mngl.in</a>                   | <a href="mailto:info@mngl.in">info@mngl.in</a>                                 |
| 9     | Tripura Natural Gas Company Limited | <a href="http://www.tngclonline.com">www.tngclonline.com</a>   | <a href="mailto:bananidebbarman@gail.co.in">bananidebbarman@gail.co.in</a>     |
| 10    | Vadodara Gas Limited                | <a href="http://www.vgl.co.in">www.vgl.co.in</a>               | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |
| 11    | Godavari Gas Private                | <a href="http://www.godavarigas.in">www.godavarigas.in</a>     | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |

EOI No: GAIL\_CBG20

EOI FOR SUPPLY OF COMPRESSED BIO GAS (CBG) TO CGD COMPANIES

|    |                                      |  |  |
|----|--------------------------------------|--|--|
|    | Limited                              |  |  |
| 12 | Rajasthan State Gas Limited          | <a href="http://www.rsgl.rajasthan.gov.in">www.rsgl.rajasthan.gov.in</a> | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |
| 13 | Haridwar Natural Gas Private Limited | <a href="http://www.hngpl.in">www.hngpl.in</a>                           | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |
| 14 | Goa Natural Gas Private Limited      | <a href="http://www.goanaturalgas.com">www.goanaturalgas.com</a>         | <a href="mailto:marketing_gailgas@gail.co.in">marketing_gailgas@gail.co.in</a> |

5. **Queries:** Applicants to note that any queries related with EOI of the concerned CGD Company are to be submitted online only at Email ID provided in **TABLE A** with CC to [cbg@gail.co.in](mailto:cbg@gail.co.in). Queries/clarifications received in any other form are liable to be unanswered. A written reply from the concerned CGD Company will be given on the same ID.
6. For details of complete EOI, interested parties may visit Website of GAIL & its CGD JVs and GAIL GAS Limited & its JVs as mentioned above in **Table A**.
7. CGD Companies can **withdraw or amend** the EOI based on government directives / their business requirement. All revisions, clarifications, corrigenda, addenda, time extensions etc. to the EOI will be hosted on above websites.

## 8. Submission of EOI

The EOI complete in all respect for any of **CGD Companies** should be filled, signed, stamped and submitted through e-mail at Email ID of the respective CGD Company as mentioned in **TABLE A** for which the applicant desires to apply with CC to [cbg@gail.co.in](mailto:cbg@gail.co.in) before due date and time. No physical EOI shall be accepted.

**APPLICANTS may apply to a specific CGD Company for a particular Plant. If EOIs are submitted to more than one CGD companies for the same Plant, the EOI for the Plant is liable to be rejected by all CGD Companies.**

9. The selection/empanelment of the APPLICANT shall be made individually by the respective CGD Company, based on marking system as detailed in the EOI document and APPLICANT shall be informed accordingly.

## I. INTRODUCTION

1. Waste / Bio-mass sources like agricultural residue, cattle dung, sugarcane press mud, municipal solid waste and sewage treatment plant waste, etc. produce bio-gas through the process of anaerobic decomposition. The bio-gas is purified to remove hydrogen sulphide (H<sub>2</sub>S), carbon dioxide (CO<sub>2</sub>), water vapour and compressed as Compressed Bio Gas (CBG), which has methane (CH<sub>4</sub>) content of more than 90%. CBG has calorific value and other properties similar to CNG and hence can be utilized as green renewable automotive fuel. Thus it can replace CNG in automotive, industrial and commercial areas, given the abundance biomass availability within the country.

2. Ministry of Petroleum & Natural Gas has already announced the National Policy on Bio-Fuels 2018, which emphasizes on promotion of advanced Bio-fuels including CBG in the country.
3. To create a steady supply chain for CBG and entrepreneurship opportunities, CBG Plants shall mainly be set up by independent entrepreneurs. CGD Company shall off-take CBG produced from such Plants.
4. CGD entities propose to procure CBG from existing, upcoming & planned Compressed Bio Gas (CBG) Plants in India.
5. The general terms for the APPLICANT shall be on the following lines:–
  - a) APPLICANT shall be responsible for planning, preparation, engineering and execution of the project, including storage of raw material, operation and maintenance of the plant, maintaining final product output quantity and quality, managing the by-products and wastes from the plant as per existing central / state norms and providing performance guarantee for the project at their own cost.
  - b) Setting-up and commissioning of the CBG Plant and its continuous operation is the complete responsibility of the APPLICANT including arranging the entire land and finance.
  - c) Compressed Bio Gas (CBG) to be supplied shall meet **IS 16087:2016** specifications of BIS (detailed below) and any other further revisions in the said specifications.

| <b>IS 16087 : 2016 Standard</b> |   |                      |
|---------------------------------|---|----------------------|
| <b>S No.</b>                    | <b>Characteristic</b>   | <b>Requirement</b>   |
| 1                               | Methane percentage (CH <sub>4</sub> ), minimum  | 90.0 %               |
| 2                               | Only Carbon Dioxide percentage (CO <sub>2</sub> ), maximum  | 4%                   |
| 3                               | Carbon Dioxide (CO <sub>2</sub> )+ Nitrogen (N <sub>2</sub> )+ Oxygen (O <sub>2</sub> ) percentage, maximum | 10%                  |
| 4                               | Oxygen (O <sub>2</sub> ) percentage, maximum  | 0.5%                 |
| 5                               | Total sulphur (including H <sub>2</sub> S) mg/m <sup>3</sup> , maximum                                      | 20 mg/m <sup>3</sup> |
| 6                               | Moisture mg/m <sup>3</sup> , maximum  | 5 mg/m <sup>3</sup>  |

Also as per the **IS 16087:2016** specifications, the following shall also be met

- i. CBG shall be free from liquids over the entire range of temperature and pressure encountered in storage and dispensing system.
- ii. The CBG shall be free from particulate matter such as dirt, dust, etc.
- iii. CBG delivered shall be odorized similar to a level found in local distribution (ref. IS 15319)
- d) The CBG is to be compressed at 250 Bar and supplied through Cascades to the CGD Company Retail Outlets as per the location provided by the CGD company in its GA.
- e) The off-take of CBG by the respective CGD Company shall be as per the demand in the market and it is expected that from the initial phase to the subsequent off-take upto designed capacity of the Plant, the supply shall be increasing gradually over a period of time.
- f) The minimum designed capacity of a single CBG Plant shall be **2.0 Tonnes** per Day (TPD) of CBG.

#### 6. Qualification criteria

- a) The APPLICANT should be of minimum 21 years of age (in case of individual APPLICANT).
- b) The APPLICANT shall be of Indian nationality AND/OR a company registered in India AND/OR Non-Resident Indians/Persons of Indian Origin AND/OR a Multi-National Company having its registered office in India / Overseas Corporate Bodies having its registered office in India.
- c) The Applicant may be a JV, SPV or a Consortium, in such cases Experience and financials of the lead partner shall be considered for evaluation.
- d) The APPLICANT shall follow all the statutory norms as prescribed from time to time by Government of India or local government/government bodies for setting-up and its operation & maintenance of the CBG Plants.
- e) Evaluation of the EOIs shall be carried out of a total of 100 marks allocated as per table hereunder. The prospective APPLICANT has to score minimum of 35 marks to qualify.

| <b>S. No.</b> | <b>Qualification Criteria</b>   | <b>Marks</b>        | <b>Document Required</b>   |
|---------------|---|---------------------|--|
| <b>(i)</b>    | <b>Number of Years' Experience of the Firm in any sector as on one day prior to EOI submission date</b>   | <b>Max 15 marks</b> | APPLICANT to submit relevant documents on registration of Company  |
| a)            | More than or equal to 5 years   | 15                  |  |
| b)            | More than or equal to 2 years, but less than 5 years  | 10                  |  |
| c)            | Less than 2 years   | 5                   |  |
| <b>(ii)</b>   | <b>Past Experience in preceding 10 years of project execution including supply, installation, commissioning of Facilities to produce biogas or past experience in any other project work in energy/healthcare/social welfare/infrastructure/power/biomass/transport. As on one day prior to EOI submission date</b> | <b>Max 25 marks</b> | APPLICANT to submit relevant Work Orders/ Completion Certificate / any other document in support of execution of the Plant |
| a)            | Minimum 1 project with investment between INR 5 – INR 10 crore each   | 25                  |  |
| b)            | Minimum 1 project with investment between INR 2 – INR 5 crore each  | 15                  |  |
| c)            | Minimum 1 project with investment between INR 1 – INR 2 crore each  | 10                  |  |
| d)            | Minimum 1 project with investment of upto INR 1 crore   | 5                   |  |
| <b>(iii)</b>  | <b>Turnover (Average of last 3 Financial years i.e. 2015-16, 2016-17 &amp; 2017-18 as per audited balance sheet)</b>  | <b>Max 30 marks</b> | Annual reports containing audited balance sheets and profit & loss accounts statement                                      |
| a)            | More than or equal to INR 5 crore   | 30                  |  |
| b)            | More than or equal to INR 3 crore, but less than INR 5 crore  | 20                  |  |
| c)            | More than or equal to INR 1 crore, but less than INR 3 crore  | 10                  |  |
| d)            | Less than INR 1 crore   | 5                   |  |
| <b>(iv)</b>   | <b>Technical competencies &amp; tie-ups</b>   | <b>Max 30 marks</b> | APPLICANT to submit relevant technical documents including documents proving in-house technology / technology tie-ups      |
| a)            | Possessing in-house technical know-how / Tie up with technology provider on digester  | 10                  |  |
| b)            | Possessing in-house technical know-how / Tie up with technology provider on purification system   | 10                  |  |
| c)            | Possessing in-house technical know-how / Tie up with technology provider on compressor  | 10                  |  |

**f) Documentary evidence****i. Experience of the Firm:**

- Date of incorporation of the firm as per certificate of incorporation will be considered.
- In case of sole proprietorship or any other case where certificate of incorporation is not available, GST registration or date of issuance of any other Government license will be considered.
- In case of absence of any of the above documents, date of issuance of PAN card of the sole proprietor along with declaration of establishment of the proprietorship will be considered.

The name of the APPLICANT should exactly match the name as per certificate of incorporation and / or any other applicable documents.

**ii. Past Experience:**

- Copy of Work Order / Purchase Order / LOIs issued to the firm will be considered.
- In case the APPLICANT has set up their own Plant, value of Fixed Assets as per the Balance Sheet of the Firm duly certified by CA will be considered. For verification, the balance sheet of the year / subsequent year on which the Plant was set up shall be undertaken.
- In certain cases, where it can be established that the work has been done and / or the APPLICANT has set up their own Plant but the value could not be ascertained, marks will be awarded as per the criteria 'Minimum 1 project with investment of up to INR 1 Crore'.

- iii. **Turnover:** The sale from core business of the firm submitting EOI will be considered for turnover. Income from incentives, tax benefits, deductions, etc. shall not be considered in turnover. The relevant profit & loss / income and expenditure statement duly certified shall have to accompany EOI submissions.

**iv. Technical competencies & tie-ups :**

- In case of technical tie-ups, the following will be considered during evaluation
  - MoU with technical partner / service provider
  - Letter / E-mail of confirmation on technology-tie-ups
  - In case of compressor, as the same is sold as a single unit, market survey & quotations.
  - MoU with consultant facilitating technology for the Plants.
  - MoU stating that technology for the entire Plant / production of CBG shall be considered as technical tie-ups for digester, purification system & compressor, even if it is not mentioned separately.
- For APPLICANT possessing in-house technical know-how, the following will be considered during evaluation



- Self-declaration stating possession of technical know-how / mentioned in the EOI application of the same. Details on technical know-how shall also be reflected in "Details on Technology to be used" item of the EOI application.
- If the Party has their own Plant producing CBG and declared in the application, the same shall be considered for the clause Possessing in-house technical know-how.
- Patent letter, if any, shall also be considered.

g) **Evaluation of the EOI application documents**

The SATAT scheme is to be implemented in a rapid manner with 5000 plants targeted by 2023. As per the EOI, a number of documents like registration certificate, work experience proof, financial statements, and technology certification are to be provided by the Applicant as proof of documentary evidence on the above parameters. All documents submitted by the Applicant shall be considered as authentic during the evaluation process and evaluation shall be conducted based on the documents submitted to the specified e-mails & no further investigation or physical examination of the claims made through submitted documents by the applicant shall be carried out.

But in case at a later stage, it is found that any of the information furnished in the documents submitted are not authentic/genuine, the application shall be rejected. If LOI has been issued, the same shall also stand cancelled.

7. **Risks**

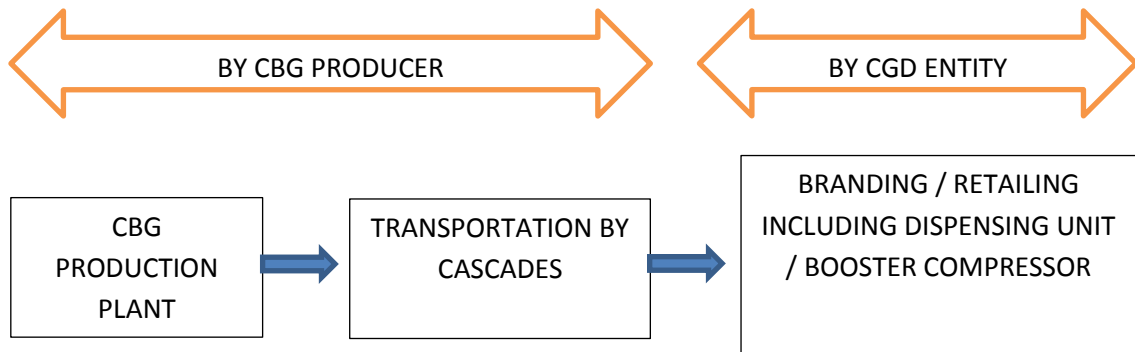
The APPLICANT should be well aware of the various risks involved in the setting up the CBG Plant and its marketing and should conduct independent due diligence before committing to any investment decision. CGD Company shall not be responsible for any of their business decisions or any future losses arising due to any unforeseen circumstances.

8. The prospective APPLICANTS shall clearly specify Plant-wise the name of the concerned CGD Company and their respective GA through which they choose to market the CBG. The details of GAs of the CGD entities are given in **Annexure III**.

9. **Business Model for supply of CBG**

Producer(s) / Seller(s) (Party/Entrepreneur) shall deliver CBG, at CGD Company's **existing or new Retail Outlet / Stand-alone Selling Point** through Cascades. The equipment for dispensing CBG at CGD Company *existing or new Retail Outlet / Stand-alone Selling Point* shall be installed and maintained by CGD Company & the CBG nozzles shall be manned and operated by CGD Company or its authorised service agent/ dealer/ representative. The outlet flange of the Cascade / Inlet Flange of Compressor / agreed point at the Retail Outlet shall be the Point of Sale for CBG. The cascade to

remain connected to the compressor at retail outlet till the dispensation from the cascade is operationally feasible.



### Pricing Framework of CBG

**(To be retailed through CGD Company / Fixed till 31.12.2021 / The price will be reviewed subsequently)**

| Item   | Unit   | Price        |
|--|--------|--------------|
| Basic Price of CBG meeting IS 16087 : 2016 standard, compressed at <b>250</b> bar and delivered at CGD Company Retail Outlet in cascades | Rs./kg | 46.00        |
| GST as per actual (presently 5%)   | Rs./kg | 2.30         |
| <b>Total supply price (incl. GST) to be paid to party</b>  | Rs./kg | <b>48.30</b> |

10. Finalization of APPLICANTS as mentioned in this EOI Document is an ongoing process as mentioned in the Notice Inviting Tender, which may be further extended depending on the decision of CGD Company. CGD Company reserves the right to discontinue the process at any point of time without assigning any reasons. All applications received shall be evaluated periodically against the qualification criteria mentioned in this EOI Document. On evaluation, if applicant is found to have submitted incomplete or ambiguous documents in support of any qualification criteria, a techno-commercial query may be sent to the applicant seeking clarification / required documents in support of the qualification criteria.

## **II. GENERAL**

1. This document comprises three sections namely, Notice Inviting EOI, Format for submission of EOI (attached as **Annexure-I** including a Cover Letter & its **Annexure-A**)

2. The APPLICANT shall also furnish self-certification of being not under liquidation, court receivership or similar proceeding in support of their fulfilling the eligibility criteria. The same to be provided for all the partners, wherever applicable. A format for the same is attached as **Annexure II**.
3. CGD Company will not be responsible for any cost or expenses incurred by the APPLICANT in connection with preparation or delivery of EOI.
4. Procedure **for Evaluation of EOI, issuance of LOI, acceptance of LOI and signing of Commercial Agreement :**
  - i. On receipt of EOI, CGD shall evaluate EOI based on the details submitted by APPLICANT. In case of incomplete information / documents, CGD Company shall inform the APPLICANT to furnish the required information / documents within stipulated time. CGD company reserves the right to reject the EOI incase required information / documents are not submitted within 01 month of the request.
  - ii. Based on qualification criteria, CGD Company shall reject EOI or shall issue LOI along with Draft Commercial Agreement & BG Format to the APPLICANT. LOI issued by CGD companies is legally non-binding till submission of Bank Guarantee.
  - iii. On receipt of LOI APPLICANT shall carry out the following:
    - a. APPLICANT shall carry out detailed project feasibility, market survey, feedstock analysis, land identification, technology finalization, off-take mechanism, plant capacity along with quantity ramp up plan, project execution schedule, constitution of the firm (like JV, SPV etc.) and other study / analysis required for setting of CBG plant.
    - b. The land location, off-take mechanism, project execution schedule, commencement date, plant capacity and production ramp up schedule shall be finalised in consultation with CGD Company.

*CGD Company will not be responsible for any cost or expenses incurred by the APPLICANT, for carrying out above activities.*
    - c. The CGD Company may also evaluate, if required, other feasible options like CBG injection into CGD MDPE pipeline network, provisions of Cascade and/or CBG compressors by CGD, providing infrastructure services of MDPE pipeline on chargeable basis, CBG supply into gas storage facilities created by CGD for sale to various types of customers in the clusters etc.
    - d. Mutual agreement may be arrived between concerned CGD and CBG entity considering various other feasible options after provisioning of various cost components in the CBG value chain, maintaining the overall intent of proposed pricing framework provided in the EOI.
    - e. APPLICANT shall finalise the Commercial Agreement with CGD Company.
    - f. The APPLICANT shall submit LOI acceptance along with signed Commercial Agreement to CGD Company within 03 months of LOI date. The CGD

- g. Company reserves the right to extend the time limit of 03 months for submission of LOI acceptance or terminate the LOI if not submitted within 03 months.
5. **Bank Guarantee (BG):** Within one month of acceptance of LOI, APPLICANT to submit a bank guarantee, to safeguard investment of CGD Company towards retailing of CBG. The BG shall be provided for minimum period of 03 years as per the format given by the CGD for following value
- a. For existing Plant producing CBG, a bank guarantee amount of Rs. 1 lakh per CBG Plant.
  - b. For other (planned /under construction) CBG Plants, a bank guarantee amount of Rs. 5 lakh per CBG Plant.
6. The APPLICANT is required to furnish all information and documents as called for in this EOI in English language. Any printed literature / documentary evidence submitted in another language, along with the EOI documents needs to be accompanied by an authentic English translation, in which case, for the purpose of interpretation of the document, the English version will govern.

### III. **SPECIAL TERMS AND CONDITIONS**

The following are indicative but not exhaustive terms and conditions for supply of CBG to CGD Company

- **Business model**
  - Specific business model, as mentioned in point 9, to be finalized.
  - CBG to be sold under brand name of CGD Company.
- **Quality Parameters**
  - Supply of CBG shall be as per IS 16087:2016 standards. Filtration unit, Drying unit and Online Gas Chromatograph / Gas Analyser shall be used to ensure CBG is compliant to IS 16087:2016 standards. CBG shall be compressed at 250 Bar pressure during delivery.
  - APPLICANT shall have a well-equipped laboratory, online Gas Chromatograph/ gas analyser and all relevant testing equipment.
  - All lab equipment maintained by the APPLICANT shall be duly certified periodically by a Government Approved Testing Laboratory.
  - Test reports certified by APPLICANT shall accompany each batch of supply.
  - CGD Company shall have right of independent sample testing, which shall be binding on all Parties.
- **Supply Conditions**

- The production of CBG shall be synchronized to market demand with increase in production gradually to meet market demand.
- The term of commercial agreement shall be 10 years. The same shall be extended on mutual consent.

▪ **Supply Disruption**

- In the event supplies are not maintained for a continuous period or are intermittent, CGD Company shall be free to either suspend supplies or terminate the commercial agreement and obtain CBG / CNG from other sources at producer's risk & cost.

▪ **Approvals**

- Seller shall obtain all necessary statutory approvals for its Facility and Equipment.

▪ **Safety Procedures**

- Both parties shall follow all the applicable safety procedures.

**IV. INTEGRITY PACT**

APPLICANT shall also have to essentially sign an Integrity Pact (IP) as applicable for concerned CGD Company before entering into commercial agreement with the CGD Company.

**V. GRIEVANCE REDRESSAL MECHANISM**

Any dispute arising out of this EOI shall be resolved amicably through discussions in good faith with a view to expeditiously resolve such dispute. In the event the dispute persists, the Parties agree to resolve the dispute by conciliation in accordance with provisions of CGD Company, if applicable. In the event of non-resolution of dispute by Conciliation within a period of 60 days or non-applicability of CGD Company conciliation rule, the Parties agree to settle the dispute by arbitration in accordance with the Rules of SCOPE Forum of Conciliation and Arbitration (SFCA). The venue for arbitration shall be New Delhi and the language of arbitration shall be English. The award of arbitrator shall be final and binding on the Parties.

**VI. GOVERNING LAWS**

The laws of Union of India shall govern all matters concerning the EOI. Any issue arising related to the EOI or the selection process shall be adjudged by the courts in New Delhi, India alone.

|   |
|---|
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CGD Company reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.

**VII. IMPORTANT NOTE**

This advertisement does not constitute and will not be deemed to constitute any commitment on part of CGD Company to off-take CBG.

CGD Company has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.

Furthermore, this advertisement neither confirms the right nor an expectation on any party to participate in the proposed EOI.

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## ANNEXURE – I

### FORMAT FOR SUBMISSION OF EOI

(to be printed on the official stationery / letterhead of the APPLICANT)

**To,**  
**(Name & Address of respective CGD Company as applicable)**

**Dear Sir,**

**Subject:** Submission of Expression of Interest for “**Supply of Compressed Bio Gas (CBG) to CGD Companies**”.

With reference to your EOI inviting notice Ref. No: GAIL\_CBG0.... dated ..... and after examining the detailed documents, selection criteria and other details mentioned in the EOI document for “**Supply of Compressed Bio Gas (CBG) to CGD Companies**”, I/We hereby offer to submit my / our Expression of Interest.

1. All the schedules and documents necessary in this connection are enclosed hereto. All the documents/ photocopies of the documents have been self-attested by me/us and CGD Company is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged.
2. I/we, hereby also declare(s) that my/our organisation/firm is not debarred/ blacklisted by any Central/State Govt. department, agency, PSUs/ Institution/ Agencies/ Autonomous organization.
3. The information sought from me as per the EOI notice is enclosed in **Annexure-A** to this letter.

Yours Faithfully,

(Signature & Stamp of Authorised Signatory)

Designation:

Date:

Place:

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EOI FOR SUPPLY OF COMPRESSED BIO GAS (CBG) TO CGD COMPANIES

**Annexure – A**

| <b>Name of the Project</b>   | <b>Supply of Compressed Bio Gas (CBG) to CGD Company</b>   |                      |
|--|--|----------------------|
| <b>1.0 General Information</b>   |  |                      |
| Name of the APPLICANT submitting EOI   |  |                      |
| Nature or legal status of the APPLICANT  |  |                      |
| Structure of the APPLICANT   | Entrepreneurs / Sole Proprietorships / Partnerships / Limited Liability Partnerships / Companies/ Cooperative Societies / Technology Providers |                      |
| Name and address of associated companies to be involved in the project with relationship and role, if any                                    |  |                      |
| Details of Registration document of the APPLICANT<br><i>(provide details &amp; submit copy of the company / organisation's registration)</i> |  |                      |
| Registered Address of APPLICANT  |  |                      |
| Name, Designation and address of authorized Contact person:<br><br>Mobile Number<br>Landline number<br>Fax Number                            |  |                      |
| Email (of individual and common e-mail of APPLICANT, if available)   |  |                      |
| Name, Designation and address of authorized Signatory  |  |                      |
| PAN Details (copy to be attached)  |  |                      |
| GST Number (copy to be attached)   |  |                      |
| CIN Number (if applicable)   |  |                      |
| Turnover of the APPLICANT during last three financial years (Please enclose copy of audited Balance Sheet & Profit & Loss Statements)        | Year   | Turn Over (Rs Crore) |
|  | 2017-18  |                      |
|  | 2016-17  |                      |
|  | 2015-16  |                      |
| In case APPLICANT is a subsidiary  |  |                      |



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|  |  |            |
|--|--|------------|
| company, indicate the role of parent company   |  |            |
| Has APPLICANT have ever been debarred or blacklisted? If so, please provide details.   |  |            |
| <b>2.0 Technology &amp; Experience Information</b>   |  |            |
| <b>2.1 Past Experience in preceding 10 years of project execution including supply, installation, commissioning of Facilities to produce biogas or past experience in any other project work in energy/ healthcare / social welfare/ infrastructure / power / biomass/ transport</b> | <i>Insert additional rows for additional projects<br/>Documentary evidence Work Orders/ Completion Certificate / any other document in support of execution of the Plant to be submitted alongside</i> |            |
| Name of Project  |  |            |
| Type of Project  |  |            |
| Location of Project Site   |  |            |
| Client Name  |  |            |
| Date of Award of Work Order/LOA or Date of initiation of Work  |  |            |
| Date of Commissioning  |  |            |
| Value of Work executed (INR in crore)  |  |            |
| <b>2.2 Technology available with APPLICANT</b>   | <i>APPLICANT to submit relevant technical documents including documents proving in-house technology</i>  |            |
| Digester   |  |            |
| Purification system  |  |            |
| Compressor   |  |            |
| <b>2.3 Technology tie-ups of APPLICANT</b>   | <i>APPLICANT to submit relevant technical documents including documents proving technology tie-ups like MOUs, Commercial Agreements, etc.</i>  |            |
| Digester   |  |            |
| Purification system  |  |            |
| Compressor   |  |            |
| <b>Total nos. of CBG plants owned / has provided technology/ services / license by the APPLICANT with capacity</b>   | Demo/Pilot   | Commercial |
|  |  |            |
| <b>Details of existing/planned individual Plants from which CBG is to be supplied to CGD Company</b>   |  |            |
| Name of plant  |  |            |
| Type of plant (demo / pilot / commercial)  |  |            |
| Type of ownership  | Own  | Others     |

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|   |  |                          |   |   |  |
|---|--|--------------------------|---|---|--|
|   | (only technology provided)   |                          |   |   |  |
| Plant Location<br>(Town/City, State, Country)   |  |                          |   |   |  |
| Operational, since (date of commissioning in DD/MM/YYYY format)   |  |                          |   |   |  |
| Plant Capacity  | Installed:<br>Operational:<br>Average working days per year:   |                          |   |   |  |
| Brief details on Technology deployed  |  |                          |   |   |  |
| Feedstock used  |  |                          |   |   |  |
| Annual Capacity:  |  |                          |   |   |  |
| <ul style="list-style-type: none"> <li>• Biomass/waste processed</li> <li>• CBG</li> <li>• Other by-products</li> </ul>   | .....(ton per day)<br>.....(ton per day)<br>.....(ton per day)   |                          |   |   |  |
| Total plant area (in Acre)  |  |                          |   |   |  |
| Min. Commercial Scale Plant Capacity  | .....MT/day of biomass processed   |                          |   |   |  |
| Details on Technology to be used  | <ul style="list-style-type: none"> <li>• Process Flow Diagram</li> <li>• Feedstock which may be used</li> <li>• Main products &amp; by-products</li> <li>• Utilization of by-products</li> <li>• Recycling of water</li> <li>• Effluent discharge yield and its treatment / Zero liquid discharge/ water reuse</li> <li>• Whether technology is flexible to scale up</li> <li>• Energy efficiency initiatives</li> <li>• Overall material balance ( @ 1 tonne of biomass processed)</li> </ul> Other significant information |                          |   |   |  |
| The prospective APPLICANTS shall clearly specify Plant-wise the name of the concerned CGD COMPANY through which they choose to market the CBG and CBG generation per Plant<br><br>However, the APPLICANTS can choose to apply to different CGD Company for marketing their CBG produced from different Plants | S.<br>N<br>.   | CBG<br>Plant<br>Location | <b>Name of<br/>CGD<br/>Company<br/>through<br/>which<br/>CBG to<br/>be<br/>retailed</b> | <b>Name of<br/>GA of<br/>CGD<br/>Compan<br/>y in<br/>which<br/>CBG to<br/>be<br/>retailed</b> | CBG<br>Quan<br>tity<br>(in<br>tonne<br>s per<br>day) |
|   | 1  |                          |   |   |  |

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|   |   |  |  |  |  |
|---|---|--|--|--|--|
| located at different locations.<br><br>(for more than 4 CBG Plants, additional lines should be added) | 2 |  |  |  |  |
|   | 3 |  |  |  |  |
|   | 4 |  |  |  |  |
|   |   |  |  |  |  |
| Authorized Signatory  |   |  |  |  |  |
| Designation   |   |  |  |  |  |
| Stamp   |   |  |  |  |  |
| Date  |   |  |  |  |  |
| Telephone/ email of authorized signatory  |   |  |  |  |  |

Note:

1. The APPLICANT must submit all relevant documentary evidence with reference to above.
2. **All the documents to be submitted by the APPLICANT should be self-attested.**
3. Please provide the description in details for clear understanding. Attach separate sheets, if required.

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**Annexure II**

**(On APPLICANTS letterhead)**

**AFFIDAVIT**

I \_\_\_\_\_, the \*Director / Proprietor / Partner / Authorized signatory of \_\_\_\_\_ (mention name of firm/company and its complete address) do here by solemnly affirm and declare as under:-

1. That our Firm / company i.e. \_\_\_\_\_ (mention name of \*firm/ company) is registered vide Registration No. \_\_\_\_\_ under the provisions of \_\_\_\_\_ (mention the name of the Act).
2. That our Firm / company i.e. \_\_\_\_\_ (mention name of \*firm/ company) has applied in response to the Expression of Interest for Supply of Compressed Bio Gas (CBG) to CGD Company across India.
3. That \_\_\_\_\_ (mention name of firm/company) is eligible to submit the aforesaid application as it not is under liquidation, court receivership or similar proceedings.
4. That all the information, documents and declarations submitted in/with our application are correct to the best of our knowledge and understanding.
5. That if any information, document or declaration submitted in/with our application, is found to be incorrect at a later date, we indemnify \_\_\_\_\_ (CGD Company name) against any loss due to this and \_\_\_\_\_ (CGD Company name) may take any action as deemed fit.

**Place:**  
**Date:**

**(Sign. & Seal of Authorized Signatory)**

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**Annexure III**

| <b>List of Geographical Areas (GA) for which EOI is invited</b> |  |                       |                                 |
|---|--|-----------------------|---------------------------------|
| <b>S No.</b>  | <b>Name of GA</b>  | <b>State</b>          | <b>Name of CGD Company</b>      |
| 1   | Patna District   | Bihar                 | GAIL (India) Limited            |
| 2   | East Singhbhum District  | Jharkhand             | GAIL (India) Limited            |
| 3   | Ranchi District  | Jharkhand             | GAIL (India) Limited            |
| 4   | Khordha District   | Odisha                | GAIL (India) Limited            |
| 5   | Cuttack District   | Odisha                | GAIL (India) Limited            |
| 6   | Varanasi District  | Uttar Pradesh         | GAIL (India) Limited            |
| 7   | Ramanagara District  | Karnataka             | Maharashtra Natural Gas Limited |
| 8   | Valsad (Except areas already authorized), Dhule & Nashik Districts                             | Maharashtra & Gujarat | Maharashtra Natural Gas Limited |
| 9   | Sindhudurg District  | Maharashtra           | Maharashtra Natural Gas Limited |
| 10  | Pune City including Pimpri- Chiechwad & adjoining contiguous areas Hinjewadi, Chakan, Talegaon | Maharashtra           | Mahrashtra Natural Gas Limited  |
| 11  | Jhansi (part) District   | Uttar Pradesh         | Central UP Gas Limited          |
| 12  | Bareilly (part) District   | Uttar Pradesh         | Central UP Gas Limited          |
| 13  | Kanpur (part) District   | Uttar Pradesh         | Central UP Gas Limited          |
| 14  | Faizabad & Sultanpur Districts   | Uttar Pradesh         | Green Gas Limited               |
| 15  | Unnao (Except areas already authorized) District   | Uttar Pradesh         | Green Gas Limited               |
| 16  | Agra   | Uttar Pradesh         | Green Gas Limited               |

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|    |   |                |                                     |
|----|---|----------------|-------------------------------------|
| 17 | Lucknow   | Uttar Pradesh  | Green Gas Limited                   |
| 18 | Indore (including Ujjain City) (part) District          | Madhya Pradesh | Aavantika Gas Limited               |
| 19 | Gwalior (part) District                                 | Madhya Pradesh | Aavantika Gas Limited               |
| 20 | Kakinada  | Andhra Pradesh | Bhagyanagar Gas Limited             |
| 21 | Vijaywada   | Andhra Pradesh | Bhagyanagar Gas Limited             |
| 22 | Hyderabad   | Telangana      | Bhagyanagar Gas Limited             |
| 23 | Raigarh District (excluding areas already authorized)   | Maharashtra    | Mahanagar Gas Limited               |
| 24 | Mumbai & Greater Mumbai                                 | Maharashtra    | Mahanagar Gas Limited               |
| 25 | Thane Urban and adjoining municipalities                | Maharashtra    | Mahanagar Gas Limited               |
| 26 | Agartala  | Tripura        | Tripura Natural Gas Company Limited |
| 27 | Gomati District   | Tripura        | Tripura Natural Gas Company Limited |
| 28 | West Tripura (Except areas already authorized) District | Tripura        | Tripura Natural Gas Company Limited |
| 29 | Dehradun District                                       | Uttarakhand    | GAIL Gas Limited                    |
| 30 | Dewas (part) District                                   | Madhya Pradesh | GAIL Gas Limited                    |
| 31 | Sonipat (part) District                                 | Haryana        | GAIL Gas Limited                    |
| 32 | Meerut (part) District                                  | Uttar Pradesh  | GAIL Gas Limited                    |

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|    |  |                |   |
|----|--|----------------|---|
| 33 | Bengaluru Rural and Urban Districts                        | Karnataka      | GAIL Gas Limited  |
| 34 | Firozabad (Taj Trapezium Zone)                             | Uttar Pradesh  | GAIL Gas Limited  |
| 35 | Giridih & Dhanbad Districts                                | Jharkhand      | GAIL Gas Limited  |
| 36 | Dakshina Kannada District                                  | Karnataka      | GAIL Gas Limited  |
| 37 | Sundargarh & Jharsuguda Districts                          | Odisha         | GAIL Gas Limited  |
| 38 | Ganjam, Nayagarh & Puri Districts                          | Odisha         | GAIL Gas Limited  |
| 39 | East Godavari District (excluding area already authorized) | Andhra Pradesh | Godavari Gas Private Limited  |
| 40 | West Godavari District                                     | Andhra Pradesh | Godavari Gas Private Limited  |
| 41 | Kota (part) District                                       | Rajasthan      | Rajasthan State Gas Limited   |
| 42 | Haridwar District  | Uttarakhand    | Haridwar Natural Gas Private Limited  |
| 43 | North Goa District   | Goa            | Goa Natural Gas Private Limited   |
| 44 | Vadodara   | Gujarat        | Vadodara Gas Limited  |
| 45 | Seraikela-Kharsawan District                               | Jharkhand      | GAIL Gas Limited  |
| 46 | West Singhbhum District                                    | Jharkhand      | GAIL Gas Limited  |
| 47 | Raisen, Shajapur and Sehore Districts                      | Madhya Pradesh | GAIL Gas Limited  |
| 48 | Mirzapur, Chandauli and Sonbhadra Districts                | Uttar Pradesh  | GAIL Gas Limited  |
| 49 | Gwalior and Sheopur District                               | Madhya Pradesh | Rajasthan State Gas Limited   |
| 50 | Cachar, Hailakandi & Karimganj Districts                   | Assam          | Consortium of Assam Gas Company Limited, Oil India Limited and GAIL Gas Limited |
| 51 | Kamrup & Kamrup Metropolitan Districts                     | Assam          |   |