

EOI No.: BGL/CNG/MRU/01

EOI for operating owned or leased Mobile CNG Refueling Unit (MRU) in Hyderabad.



Bhagyanagar Gas Limited

invites

Expression of Interest (EOI)

From

SINGLE ENTITY, CONSORTIUM, PARTNERSHIP FIRM & COMPANIES

For

“Operating owned/leased CNG Mobile Refueling Unit on Own and Operate Model.”

Under

BGL CNG Project Activities

In

Hyderabad

BGL

EOI No.: BGL/CNG/MRU/01

EOI for operating owned or leased Mobile CNG Refueling Unit (MRU) in Hyderabad.



NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Ref.: BGL/CNG/MRU/01

Date: 14.10.2020

Operating owned/leased CNG Mobile Refueling Unit on Own and Operate Model.

1. BGL invites offers through Expression of Interest (EOI) from SINGLE ENTITY, CONSORTIUM, PARTNERSHIP FIRM, COMPANIES (herein after called APPLICANT) for Submitting their proposal for CNG Mobile Refueling Unit on Own and Operate Model.
2. The purpose of EOI is to encourage the APPLICANT to operate the CNG Mobile Refueling unit (MRU) in the city of Hyderabad.
3. Finalization of the Application is as mentioned in the EOI is an ongoing process.
4. Schedule of release of EOI is as per below table:

EOI Ref No.	Start date	End date
BGL/CNG/MRU/01	14-10-2020	13-11-2020

BGL reserves the right to extend the EOI period and due date for submission, mentioned above

Major details of the EOI:

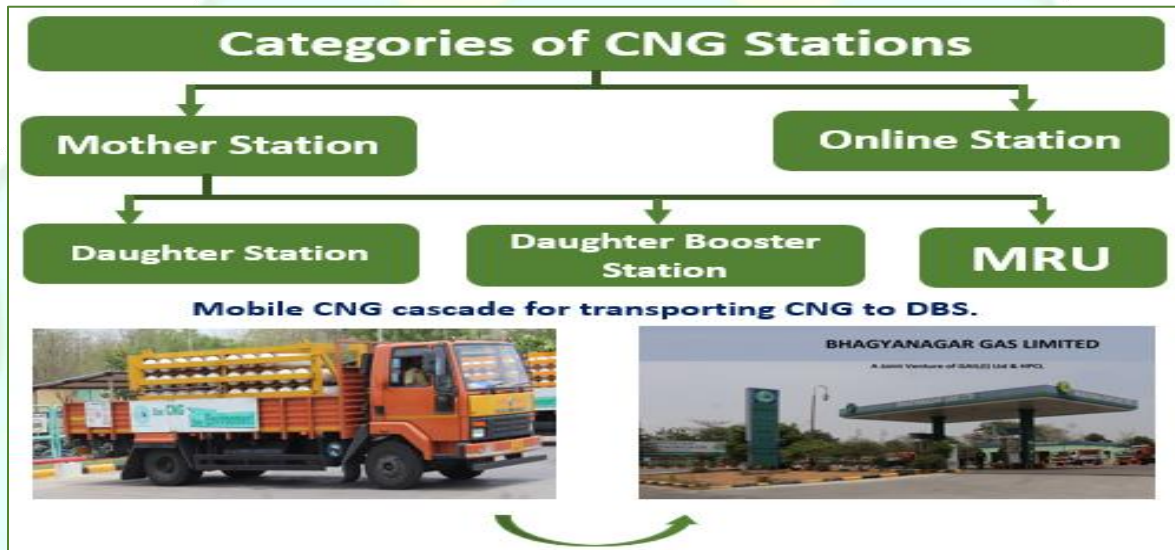
EOI Download	EOI can be downloaded from www.bglgas.com from the date of notification.
Last date and time of Submission of EOI	13-11-2020
EOI opening date	As this is an ongoing process, BGL shall open the submitted EOI periodically and inform the APPLICANT accordingly.
EOI Cost	
Submission of EOI	The completely filled, signed and stamped EOI to be submitted at 2 nd floor, Parishram Bhavan, Basheerbagh, Hyderabad-500004

5. Queries: Applicant to note that any queries related with the EOI to be submitted online only at email id subhashis@bglgas.com. Queries/clarifications received in any other form are liable to be unanswered. A written reply from the concerned BGL employee will be given on the same id.
6. All revisions, clarifications, corrigenda, addenda, time extensions etc., to the EOI will be hosted on BGL website. Applicants to regularly visit the website to keep themselves updated.
7. **Submission of EOI:**

The EOI complete in all respect should be filled, signed, stamped and submitted to the above-mentioned address.

I. INTRODUCTION:

1. Bhagyanagar Gas Limited is a Joint Venture of Gail (India) Ltd. & HPCL is into the business of City Gas Distribution in authorized Geographical areas:
 - i. Hyderabad
 - ii. Vijayawada &
 - iii. Kakinada.
2. A typical schematic of the types of CNG stations is as under:



3. BGL is interested to expand the reach of CNG for the convenience of the customers. CNG Mobile Refueling Unit (MRU) is the solution for providing CNG filling service to the customers at their doorstep/works.
4. MRU can supply NG with ease to areas unconnected with pipeline, rural areas as well as dense urban areas wherein land availability is constrained.
5. It is envisaged to provide this service through entrepreneurs willing to work in the field of CNG retailing. Interested party needs to own/lease the MRU and operate it in BGL authorized areas or any other areas as directed by BGL.
6. MRU should consist of following items:
 - a. Peso approved CNG Cylinder Cascades (preferable Type-III or Type-IV) of approx. minimum 4500 WL capacity.
 - b. Booster compressor as per business requirement.
 - c. Provision for dispensing CNG at minimum 200 bar to the vehicles at all the times.
 - d. 2 arms dispensing arrangement.
 - e. Average flow rate of 100 SCMH over the range of 250 bar to 10 bar cascade pressure.
 - f. It should be mounted on HCV for mobile operations of MRU.
 - g. GPS Tracker.

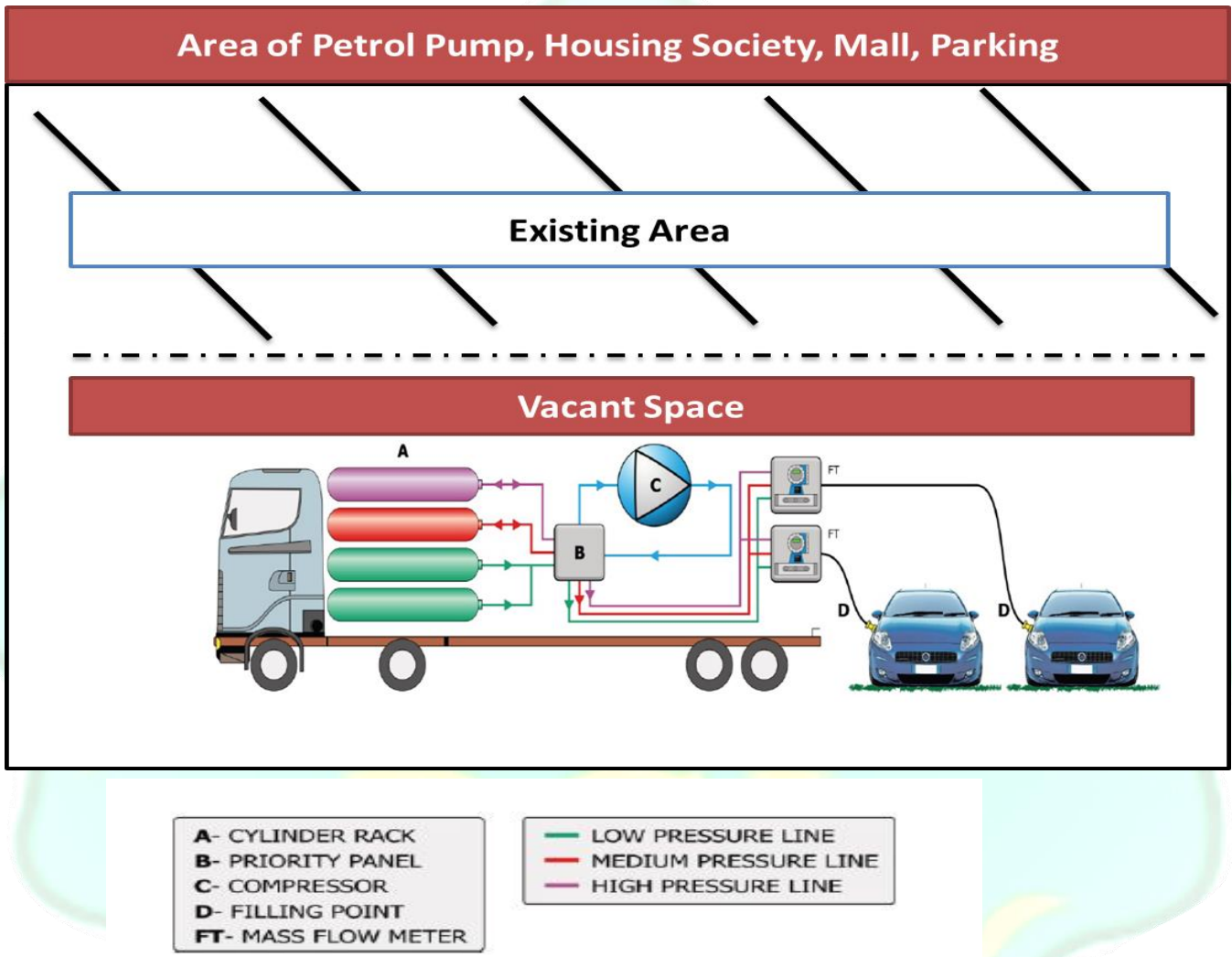
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Note: As the MRU technology is a new concept to the Indian CGD sector, the above is as per the best available understanding of Bhagyanagar Gas Limited.

The EOI proposal must be submitted by an applicant with the following clear understanding of the modus operandi.



Flow diagram is as follows:



II. SCOPE OF WORK:

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1. EOI is invited from the interested parties having experience in the field of CNG cascades, transportation/retail/storage of hydrocarbons or any other flammable material or Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit to submit their interest for operating their owned/leased CNG Mobile Refueling Unit on Own and Operate Model.
2. It will be the responsibility of the interested party to obtain all the applicable statutory approvals such as
 - i. PESO,
 - ii. District Administration or
 - iii. All other approvals depending on statutory requirements & the area of operation.
3. Ownership of MRU shall be of the interested party and the party shall be indemnifying BGL from any loss/damage caused by MRU or during the operation of MRU. An indemnity bond shall be executed accordingly.
4. It shall be responsibility of the party to ensure safe operations of MRU at all the times.
5. Party shall be responsible for finding customers for sale of gas from its MRU within the authorized/allocated areas by BGL.
6. Ownership of gas shall be of BGL and BGL shall be paying the commission to the party on sales.
7. Arrangement of power supply required for MRU shall be in the scope of the interested party.
8. The interested party has to clearly mention the relevant experience and submit the requisite proof.
9. The interested party should also submit its tentative business plan for gas sales from MRU.

III. OTHER TERMS & CONDITIONS:

1. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of BGL.
2. Successful applicant shall not set-up its MRU within 2 km Road distance of existing CNG station of BGL.
3. Successful applicant shall have to inform BGL the location of its MRU in advance prior to every change in location.
4. GPS shall be installed in MRU by the successful applicant along with providing the access to BGL.
5. Successful applicant has to sell CNG at the Retail Selling Price (RSP) determined by BGL for the GA.
6. Successful applicant shall deposit advance payment to BGL an amount equivalent to CNG required to be filled by BGL in its MRU for seven days [Amount of Advance Payment=CNG Quantity (Kg) X CNG Rate (Rs/Kg) X (Seven days)] CNG shall be supplied only up to advance amount deposited i.e. No CNG shall be supplied if deposited amount is utilized.

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7. Security Deposit of Rs. 5 Lakhs shall be deposited to BGL before commencement of operations against default with respect to agreed Terms & Conditions. Security Deposit submitted is liable to be forfeited in case of any violation of the Terms & Conditions of the Agreement at the discretion of BGL.
8. The party to deposit the amount of the CNG sold in the designated BGL account every three days. Any violation of the same results in the forfeiture of the advance payment available with BGL after due notice to the party. The party to replenish the forfeited amount within three business days to BGL account.
9. BGL shall pay the service charge of Rs. 7.15/Kg exclusive of all taxes of CNG sold on fortnightly basis.
10. The party to raise the service invoice in triplicate along with the required documents to BGL for the CNG sold on fortnightly basis. BGL shall process the payment within 15 days after the receipt of the invoice after due approval from the OIC.
11. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU.
12. The Agreement shall remain valid for an initial period of 3 Years with provision for extensions in 2 years block with mutual consent.
13. Successful applicant shall be dispensing CNG with proper branding of BGL in MRU.

IV. Qualification Criteria:

The following eligibility criterion shall be met by the Applicants who intend to participate in this EOI and only those applicants, who qualify the following eligibility criteria, need to submit the proposal:

a. General: Only Companies (Registered under Companies Act), Partnership Firms, Proprietorship Firms, Societies (Registered under Societies Registration Act) and Individuals can apply. Individual applicant must have passed Minimum 10th Standard or Equivalent (examination conducted by a Board/School).

b. Technical Criteria: Applicant must be:

1. Either Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India

Or

2. having at least ONE (1) year on-ground practical experience in the field of CNG Stations forecourt management.

Or

3. having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.

Note: Applicant has to clearly mention the relevant experience and submit the requisite documentary proof of meeting technical criteria.

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c. Financial Criteria:

i. Applicant must have Minimum Net-worth of Rs. 1 Crore as on 31st March of previous Financial Year. Applicant shall be required to submit Net-worth statement in the form of affidavit and duly certified by Chartered Accountant along with EOI proposal.

ii. Applicant must have Credit worthiness of at least Rs. 2.0 Crores from Scheduled Bank / Financial Institution. Applicant shall be required to submit a letter ensuring Credit / Credit worthiness of the applicant along with EOI proposal.

d. Following documents needs to be submitted along with EOI proposal in support of eligibility:

i. Self-attested copy of EOI (along with all amendments/addendums/corrigendum etc.) as downloaded from BGL website as acknowledgement of stipulated terms and conditions of EOI.

General Information of the Applicant-

Individuals	<ul style="list-style-type: none">o Copy of AADHAR & PAN cardso Self-Attested Copy of Certificate/Marksheet of passing 10th Std. issued by a Board / School conducting the examination or equivalent.o Contact Address, Phone/Mobile Number & Email ID for any communication.
Others	<ul style="list-style-type: none">o Partnership deed (for applicants under partnership)o Attested copy of Registration certificate / copy of Certificate of Incorporation of the entity from competent authority.o Authority letter & copy of Resolution specifying name of the authorized person for making application.o Contact Address, Phone/Mobile Number & Email ID for any communication.

Notarized Affidavit w.r.t. following undertakings:

- That the applicant has not been convicted for any criminal offence involving moral turpitude/ economic offences (other than freedom struggle)
- That the applicant is neither mentally unsound nor totally paralyzed
- That the applicant acknowledges the terms and conditions stipulated in EOI

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- That the applicant undertakes to indemnify BGL from any loss/damage caused by MRU during the operation of MRU

v. Requisite documentary proof w.r.t. meeting the Technical Eligibility Criteria –

- Copies of PO/Experience Certificate against proof of being manufacturer/supplier/ Operator of CNG Mobile Refueling Unit in India sales along with the application for EOI.
- Copy of Work Order & Experience Certificate, issued by client, of having at least ONE (1) year on-ground practical experience in the field of CNG Stations forecourt management.
- Copy of Work Order & Experience Certificate, issued by client, of having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.
- Net-worth statement in the form of affidavit and duly certified by Chartered Accountant.
- Credit letter from Scheduled Bank / Financial Institution ensuring Credit / Credit worthiness of the applicant along with EOI proposal.
- Copy of balance sheet for the FY 2019-20.

Note: All the documents attached should be self-attested.

V. Selection Process:

- All applications received shall be evaluated against the Eligibility Criteria mentioned in this EOI document. On evaluation, if required, a techno-commercial query may be sent to the applicant seeking clarification / required documents in support of the qualification criteria.
- Selection of applicant(s) shall be based on the EOI proposal submitted by the applicant and shall be evaluated on net worth and turnover of FY 2019-20. The party with the highest net worth and Turnover shall be given first preference.
- BGL reserves the right to discontinue the process at any point of time without assigning any reasons. Further, BGL has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.
- Successful applicant (s) shall be informed separately by BGL regarding their selection along with the terms and conditions stipulated in Letter of Intent (LOI).
- Detailed agreement shall be executed with the selected applicant after acceptance of LOI and submission of requisite documents, Affidavits, Indemnity Bond and Security Deposit etc.

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VI. GRIEVANCE REDRESSAL MECHANISM:

1. Any matter which is not stipulated herein as well as any disagreement between parties shall be amicably resolved by the Parties based on mutual discussions within the spirit of this EOI.
2. In the event of any dispute between the parties, arising out of or as a result of this agreement and the arrangement herein, which cannot be settled amicably between the parties, shall be finally settled by arbitration in accordance with the Arbitration and Conciliation Act, 1996, as amended or replaced from time to time. Each Party shall have the right to appoint one (1) arbitrator and the two (2) arbitrators so appointed shall choose a person to be the third arbitrator. The award of the arbitral tribunal shall be a reasoned award and shall be final and binding on the Parties. The seat of arbitration proceedings shall be Hyderabad, Telangana, India. The arbitration proceedings shall be conducted and the award shall be stated in English language.

VII. GOVERNING LAWS:

1. 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 Hyderabad, India alone
2. BGL reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.

VIII. IMPORTANT NOTE:

- BGL 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,
Shri Subhashis Bhattacharjee,
Bhagyanagar Gas Limited,
2nd Floor, Parishram Bhavan,
Basheerbagh, Hyderabad,
Telangana-500004

Subject: Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model”

Dear Sir,

1. With reference to the EOI Ref.: **BGL/CNG/MRU/01 dated. 14-10-2020** and after examining the detailed EOI document, selection process and other terms and conditions mentioned in the EOI document for “CNG Mobile Refueling Unit on Own and Operate Model”, I/We hereby offer to submit my / our Expression of Interest.
2. All documents necessary in this connection and as required in EOI are enclosed hereto. All the documents/ photocopies of the documents have been self-attested by me/us and BGL is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged.
3. The information sought from me as per the EOI notice is enclosed along with other mandatory details required in the EOI to this letter.

Yours Faithfully,

(Name, Designation, Signature & Stamp of
Authorized Signatory) **NAME OF APPLICANT**

CATEGORY OF APPLICANT
INDIVIDUAL/OTHERS (TO BE SPECIFIED)

CONTACT ADDRESS

**DETAILS OF REGISTRATION DOCUMENT/
INCORPORATION**

PHONE/MOBILE NO.

DATE

EMAIL ID

PLACE

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