



GAIL (INDIA) LIMITED

**GAIL Complex, Vijaipur
Distt. Guna, Madhya Pradesh- 473112**

EXPRESS OF INTEREST FOR LEASING OF HOT TAPPING MACHINE AND THEIR ACCESSORIES ON LONG TERM BASIS

EOI DOCUMENT NO : GAIL/VJPR/PL/EOI/2018-19/01
EOI ISSUANCE DATE : 31.08.2018
LAST DATE FOR SUBMISSION OF EOI : 28.09.2018



GAIL (India) Limited

(A Govt. of India Undertaking-Maharatna Company)

Expression of Interest

GAIL (India) Limited invites Expression of Interest (EOI) from interested parties who have the necessary technical competence, experience and financial strength to operate and maintain all such infrastructure, “ **For Long Term Leasing of Hot Tapping Machines and Their Accessories** ” at GAIL Vijaipur Plant, District Guna, Madhya Pradesh. EOI Document No. GAIL/VJPR/PL/EOI/2018-19/01

Interested parties shall submit their EOIs latest by 28.09.2018. For further details and complete document, please visit the GAIL's website www.gailonline.com. All revisions, clarifications, corrigenda, addenda, extension of due date if any, will be hosted on GAIL's website only. Bidders shall regularly visit the above website to keep themselves updated.

Corporate Identification No. : L40200DL1984GOI018976

THINK DIGITAL, BE DIGITAL

“ Safety First ” for any Safety concerns of Gas Pipeline, Dial 15101 (Toll Free)

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A) BRIEF INTRODUCTION OF GAIL (India) Limited:

GAIL (India) Ltd is a Central Public Sector Undertaking (PSU) under the Ministry of Petroleum & Natural Gas (MoP &NG) Government of India. GAIL operates network of Natural Gas Pipelines covering more than 13000 Km with a capacity of above 206 MMSCMD & two LPG Pipelines covering 2040 Km with a capacity of 3.8 MTPA of LPG. Along the pipelines, there are booster/compressor stations. In addition, GAIL owns seven process plants across India for extraction of liquid hydrocarbons from natural gas.

To meet the emergent needs and to maintain the uninterrupted gas supply through the pipeline, GAIL is having hot tapping/ stoppling machines. The usage of these hot tapping / stoppling machines is occasional and further the availability of bigger diameter machines is very limited in India. Hence, GAIL now proposes to lease out all these hot tapping machines /stoppling machines on long term basis to the interested parties preferably engaged in oil & gas business.

B) DETAIL OF HOT TAPPING MACHINES AVAILABLE WITH GAIL

S. No	Machine description with Model number	Make	Range of hot tapping/ stoppling
1	T-1200 Hot tapping & stopple machine	M/s TDW	12” to 36”
2	T-2460 Hot tapping & stopple machine	M/s TDW	30” to 48”
3	IP-406 Hot tapping & stopple machine	M/s IPSCO	04” to 16”

C) REQUEST FOR EXPRESSION OF INTEREST:

GAIL (India) Limited invites Expression of Interest (EOI) in the prescribed Format as per **Annexure** enclosed, for long term leasing of Hot Tapping Machines & their accessories available with GAIL from interested companies (hereinafter referred to as "Applicants") who have the necessary technical competence, experience and financial strength to operate and maintain all such infrastructure, as described above and meet the eligibility criteria as outlined below.

D. Eligibility Criteria: The Applicant must fulfill the following minimum eligibility requirements

1. Technical Criteria:

Bidder shall have executed and completed the job of hot tapping / stoppling job of size not less than 24” on a hydrocarbon pipeline in the Preceding Seven (07) years (reckoned from EOI due date)

For evaluation of technical criteria, bidder shall submit the following certificates

- i) Copy of Work order / LOA & Completion Certificate [of the same work order] indicating brief description of the jobs, work order no., work order value, executed value and date of completion”.

All documents in support of Technical Criteria of Bid Evaluation Criteria (BEC) to be furnished by the bidders shall necessarily be duly certified/ attested by Chartered Engineer and notary public with legible stamp

2. Financial Criteria:

- i) Annual Turnover:** Bidder should have 'Minimum Annual Turnover' of Rs. 7.92 crores (Rupees Seven Crores and Ninety Two Lacs only) in any one of the preceding three [03] financial years.
- ii) Net Worth:** Bidder should have positive net worth for the preceding audited financial year.
- iii) Working Capital:** Bidder should have minimum working capital of Rs. 1.58 Crores (Rupees One Crore Fifty Eight lacs only) as per the preceding audited financial year.

For evaluation of financial criteria, bidder shall submit the following documents

- a) Details of Financial capability of bidder in prescribed format duly signed and stamped by a Chartered Accountant.
- b) Further, copy of audited annual financial statements (of preceding three financial years) shall be submitted with the bid duly certified / attested by Notary Public with legible stamp.

Please Note: There will be a pre-bid meeting at GAIL Vijaipur plant, Guna, Madhya Pradesh on 14th September, 2018 at 11.00 hrs for any clarifications/ resolution of doubts/queries. Applicants are requested to intimate their participation in advance by email to vijppipe@gail.co.in

E. BRIEF SCOPE OF WORK

- GAIL shall provide the hot tapping/ stoppling machines, as per list mentioned in this document, in good condition.
- GAIL shall make a long term contract with the applicant for leasing the hot tapping/ stoppling machines for a period of 05 years.
- All the machines shall be stored at designated place in GAIL. As per contract terms, applicant will mobilize the machines for use at other location. Transit insurance and E-way bill shall be in the scope of GAIL.
- After the award of job, maintenance of machines which includes periodic maintenance, pre and post job maintenance and the required spares/ consumables and etc., shall be in the scope of the applicant. Consumables/ spares used for the maintenance are to be genuine as per specifications/ data sheet mentioned in the equipment's manual.
- GAIL or its authorized representative may witness the pre and post job maintenance to ensure the integrity of equipments.
- Detailed Scope of Work, Schedule of Rates, Evaluation Methodology, Bid Evaluation Criteria etc. will be intimated during the subsequent tendering process.
- In case of emergency in GAIL, preference is to be given to GAIL. Mobilization & Demobilization charges from the site shall be paid by GAIL as per agreed rates. These rates shall be quoted in the tender and will not be considered for the evaluation.

However, detail scope of work shall be provided along with the tender document.

F. PRICING METHODOLOGIES

Prices shall be quoted during detail tendering. However, for information, the following pricing methodologies may be used for evaluation of bids.

Per Day Charges (Per machine): These charges are to be paid whenever the hot tapping machines are taken for an job. Bidder shall provide minimum commitment period for each machine for each year and quote the price per day per machine.

Evaluation of bids:

Overall Highest bid (Sum of 'Commitment period per machine per year x Rate per machine' for 05 years) for the entire contract period shall be considered for evaluation of bids.

However, Schedule of Rates shall be provided along with tender document.

G. GENERAL TERMS AND CONDITIONS:

Strict adherence to the formats wherever specified, is required. Non-adherence to formats and/or submission of incomplete information or conditional information may be grounds for declaring the EOI non-responsive. Each format has to be duly signed by the Applicant.

The responses to this EOI shall be valid for not less than six (6) months from last date of submission.

GAIL would shortlist Applicants on the basis of EOIs received. The short listing of the

applicants shall be completed within 45 days' of the opening of the EOIs and the successful applicants shall be informed. The short listed Applicants would be entitled to bid for long term leasing of Hot Tapping Machines infrastructure at GAIL Vijaipur plant (Guna, Madhya Pradesh). Applicants who are short listed after this EOI stage shall be under no obligation to participate in the Tender Document issued subsequently.

The Applicant should designate one person to represent it in its dealings with the GAIL. The person should be authorized to perform all tasks including, but not limited to providing information, responding to enquiries, etc.

The Applicant should submit a General Power of Attorney (GPA), authorizing the signatory of the Application to commit the Applicant to the response.

If the Applicant deliberately gives wrong information in its response to Expression of Interest, GAIL reserves the right to reject such EOI and/or cancel the award, if made.

Responses submitted by the Applicant will become the property of GAIL and GAIL will have no obligation to return the same to the Applicant.

The Applicant will be responsible for all the costs associated with the preparation of the response and participation in discussions. GAIL will not be responsible in any way for such costs, regardless of the conduct or outcome of this process.

Further, the Applicants may also please note that:

- (i) Applicants shall mention the name of the contact person, phone no., email id, fax no. and complete address of the Applicant in the covering letter.
- (ii) Responses that are incomplete, which do not substantially meet the requirements prescribed in this EOI, are liable to be rejected by GAIL.
- (iii) Responses containing incomplete information in the specified formats would be liable for rejection.
- (iv) All pages of the responses submitted must be initialed by the authorized signatory on behalf of the Applicant.
- (v) Applicants, not furnishing additional information or clarifications sought within the stipulated time, may be liable for rejection.
- (vi) Applicants making any claim, which does not reflect the truth or is material misrepresentation of facts, then the EOI would be liable for rejection.
- (vii) GAIL reserves the right to reject all or any of the responses without assigning any reasons whatsoever.

Interested parties may inspect the available hot tapping machines & their accessories at **GAIL** on any working day during business hours with prior intimation to:

General Manager (Pipeline)
GAIL (India) Limited
GAIL Complex, Vijaipur
Distt. Guna, Madhya Pradesh- 473112
Landline No. +91 07544-274444, Extn: 4300
Email: vijppipe@gail.co.in

H) SUBMISSION OF EXPRESSION OF INTEREST:

IMPORTANT DATES

Date of Notification of EOI	31 August 2018
Date of Pre-bid conference at Vijaipur	1100 Hrs., 14 th September 2018
Last date for submission of EOI at Vijaipur	1400 Hrs., 28 th September 2018
Date of opening of EOI at Vijaipur	1500 Hrs., 28 th September 2018

Applicants should furnish their Expression of Interest in the prescribed application format as per **ANNEXURE** with all the necessary documents in a sealed envelope along with a covering letter duly signed by an authorized signatory. It should be ensured that all information pertaining to (I) Details of the Organization, (II) Financial Status, (III) Business / Activity proposed at the premises, and (IV) Facilities sought for leasing along with supporting documents are enclosed.

The EOI documents placed in a sealed envelope super scribed as below

“Expression of Interest for Leasing of Hot Tapping Machines & their accessories of GAIL (India) Limited at Vijaipur, Distt. Guna, Madhya Pradesh on Long term basis

is to be submitted on or before the specified date at the address as below:

**General Manager (P/L)
GAIL (India) Limited
GAIL Complex, Vijaipur
Distt. Guna, Madhya Pradesh- 473112
Landline No. +91 07544-274444, Extn: 4300
Email: vijppipe@gail.co.in**

The Name of the Applicant, contact address, phone, fax, e-mail must also be mentioned on the Cover.

The Applicant has the option of sending his response by Speed post, courier or submitting the EOI in person so as to reach the designated address by the time and date as stipulated above. Responses submitted by telex/telegram/fax/e-mail will not be considered under any circumstances. GAIL shall not be responsible for any delay in receipt of the EOIs. Any response received after the deadline for submission of the responses stipulated will not be opened.

No change or supplemental information to an EOI will be accepted after the scheduled time of submission. GAIL reserves the right to seek additional information from the Applicants, if found necessary, during the course of evaluation of the EOI.

If the envelope is not sealed and not marked as per the requirement, the GAIL will assume no responsibility for the EOI's misplacement or premature opening.

EOI should reach the address indicated by 1400 Hrs. on or before 28th September 2018.

Notes:

1. Though adequate care has been taken while preparing this document, the Applicant shall satisfy himself that document is complete in all respects.
2. Intimation of any discrepancy shall be given to this office immediately. If no intimation is received from any Applicant within ten (10) days from the date of issue of this document, it shall be considered that the issued document is complete in all respects.
3. While this Expression of Interest has been prepared in good faith, GAIL does not make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statements or omissions herein, or the accuracy, completeness or reliability of information contained herein, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this request, even if any loss or damage is caused by any act or omission on its part.
4. The details of facilities on offer for leasing envisaged by GAIL as given in the EOI document are indicative and are under finalization. GAIL reserves the right to change the terms and conditions of the offer.
5. Parties may Inspect the Hot Tapping Machines Infrastructure on any working day during business hours with prior intimation:

General Manager (Pipeline)
GAIL (India) Limited
GAIL Complex, Vijaipur
Distt. Guna, Madhya Pradesh- 473112

Landline No. +91 07544-274444, Extn: 4300

Email: vijsppipe@gail.co.in

**FORMAT OF APPLICATION FOR INDICATING
EXPRESSION OF INTEREST FOR LEASING OF
HOT TAPPING MACHINES & THEIR ACCESSORIES
OF GAIL (INDIA) LIMITED AT VIJAIPUR, DISTT.
GUNA, MADHYA PRADESH ON LONGTERM BASIS**

CHECKLIST OF DOCUMENTS ENCLOSED

SN	Document Name	No. of Pages

DETAILS OF THE ORGANIZATION

SN	PARTICULARS	DETAILS
	Name of the Organization	
	Type of Business (Proprietorship/ Partnership/ Private/ Public/ company/Cooperative Body/Joint Venture etc) with registration particulars.	
	Name of Proprietor/Partners/Directors	
	Structure of the Organization	
	Complete communication particulars of Corporate and Registered office.	
	Full communication details of contact person for one point contact along with Landline, Fax No., mobile number, email id, etc	
	Memorandum and Article and Association	

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FINANCIAL STATUS

SN	PARTICULARS	DETAILS
1	Annual turnover of last three financial years	
2	Financial position including Paid up Capital and Net worth duly certified	
3	Other recourses/ bank credit or Bank solvency certificate	
4	Equity holding ratio in case of JV, with its details	
5	IT returns for the last three financial years	
6	Audited balance sheet for the last 3 financial years	

FORMAT FOR CHARTERED ACCOUNTANT CERTIFICATE/ CERTIFIED PUBLIC ACCOUNTANT (CPA) FOR FINANCIAL CAPABILITY OF THE BIDDER

We have verified the Audited Financial Statements and other relevant records of M/s..... (Name of the bidder) and certify the following:

A. AUDITED ANNUAL TURNOVER* OF LAST 3 YEARS:

Year	Amount (Currency)
Year 1:	
Year 2:	
Year 3:	

B. NETWORTH* AS PER LAST AUDITED FINANCIAL STATEMENT:

Description	Year _____
	Amount (Currency)
1. Net Worth	

C. WORKING CAPITAL* AS PER LAST AUDITED FINANCIAL STATEMENT :

Description	Year _____
	Amount (Currency)
1. Current Assets	
2. Current Liabilities	
3. Working Capital (Current Assets-Current liabilities)	

****Refer Instructions***

Note: It is further certified that the above mentioned applicable figures are matching with the returns filed with Registrar of Companies (ROC) [Applicable only in case of Indian Companies]

Name of Audit Firm:

[Signature of Authorized Signatory]

Chartered Accountant/CPA

Name:

Date:

Designation:

Seal:

Membership No.:

Instructions:

1. The Separate Pro-forma shall be used for each member in case of JV/ Consortium.
2. The financial year would be the same as one normally followed by the bidder for its Annual Report.
3. The bidder shall provide the audited annual financial statements as required for this Tender document. Failure to do so would result in the Proposal being considered as non- responsive.
4. For the purpose of this Tender document:
 - (i) **Annual Turnover** shall be "Sale Value/ Operating Income"
 - (ii) **Working Capital** shall be "Current Assets less Current liabilities" and
 - (iii) **Net Worth** shall be Paid up share capital plus Free Reserves & Surplus less accumulated losses, deferred expenditure and miscellaneous expenditure not written off, if any.
5. **Above figures shall be calculated after considering the qualification, if any, made by the statutory auditor on the audited financial statements of the bidder including quantified financial implication.**
6. This certificate is to be submitted on the letter head of Chartered Accountant/CPA.

FORMAT FOR INDICATING ITEMS FOR WHICH EXPRESSION OF INTEREST MADE

A. We are interested in making offers for licensing of:

SN	Particulars	Please indicate Yes or No
1	leasing of Hot Tapping Machines infrastructure of GAIL (India) Limited at Vijaipur, Distt. Guna, Madhya Pradesh on long term basis	

B. Period of license / lease proposed (in years): 05 Years

C. In case the Applicant is interested in Joint Venture, a separate proposal may be submitted with proposed terms and condition