

CORRIGENDUM-1

DUE DATE EXTENSION

Last Date for Submission of EOI is further extended up to 24.11.2021. The revised schedule is as follows:

- a. Period: 24.09.2021(From 10:00 Hrs) to 24.11.2021(Up to 17:00 Hrs).
- b. Last Date for Submission of EOI: 24.11.2021 (Up to 17:00 Hrs).

**EXPRESSION OF INTEREST FOR CNG MOBILE REFUELING UNIT ON OWN
AND OPERATE MODEL**

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Ref.: GAIL CGD/Noida/CNG/MRU/202021/02

Date: 20.09.2021

GAIL (India) Limited invites offers through Expression of Interest (EOI) from interested parties (“Applicant”) for submitting their proposal for:

- 1. Deploying CNG Mobile Refueling Unit (MRU) on Own and Operate Model in Geographical Areas of Varanasi (Uttar Pradesh), Patna (Bihar), Ranchi & East Singhbhum (Jharkhand)**
- 2. MRU on Boat for CNG Boat Filling in Varanasi (UP)**

EOI Details:

2. EOI is limited to application from Registered Companies, Partnership Firms, Proprietorship Firms, Registered Societies and Individuals only.
3. EOI Schedule shall be as under:
 - a. Period: 24.09.2021(From 10:00 Hrs) to 25.10.2021(Up to 17:00 Hrs).
 - b. Last Date for Submission of EOI: 25.10.2021 (Up to 17:00 Hrs).
 - c. GAIL reserves the right to extend the EOI period and due date for submission, mentioned above.
4. EOI can be downloaded from the website www.gailonline.com within the above-mentioned period.
5. Any amendment, clarification, corrigendum w.r.t. EOI will be hosted on www.gailonline.com.
 - a. Applicants should regularly visit this website to keep themselves updated. Any query related to EOI may be submitted online only at Email ID gailcgd@gail.co.in. Queries/clarifications received in any other form are liable to be unanswered. A written reply from the GAIL will be suitably given.
6. The completely filled & signed EOI, along with requisite documents, is to be submitted by Applicant to “Executive Director(CGD), GAIL India Limited 8th Floor, Jubilee Tower, B-35 & 36, Sector-1 Noida (Uttar Pradesh)”.
7. EOI, complete in all respect, shall be opened and evaluated by GAIL and the Applicant shall be informed according on time-to-time basis.
8. GAIL will not be responsible for any cost or expenses incurred by the Applicant in connection with preparation or delivery of EOI.
9. This Notice inviting EOI confirms neither the right nor an expectation on any party to participate in the proposed EOI. GAIL reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.
10. The laws of Union of India shall govern all matters concerning the EOI. Any issue arising related to this EOI or the selection process shall be adjudged by the Courts in New Delhi, India alone.

In case of any query, may please contact the following executives;

1. Sh. Vinay Patni, GM (CGD), Mobile no: 9811901803, Email: VP04799@gail.co.in
2. Sh. Ranveer Singh GM(CGD), Mobile no: 8859000830, Email: ranveersingh@GAIL.CO.IN
3. Sh. Sushil Kumar, DGM(CGD), Mobile no : 09871004983, Email: sushil@gail.co.in

EXPRESSION OF INTEREST FOR CNG MOBILE REFUELING UNIT

A. INTRODUCTION & SCOPE OF WORK

- 1.1 GAIL is implementing Six (6) CGD Projects under Pradhan Mantri Urja Ganga pipeline at Varanasi, Patna, Ranchi , East Singhbhum (Jamshedpur), Khorda (Bhubaneshwar) and Cuttack. These GAs were authorized under Section 42 of PNGRB Act 2006. These projects are at various stage of implementation and work is being executed to meet the target as per Minimum Work Program (MWP). GAIL is also Operating CNG stations in the Geographical Areas (GA) of Varanasi (Uttar Pradesh) Bhubaneshwar & Cuttack (Orissa), Patna (Bihar), Ranchi and Jamshedpur (Jharkhand).
- 1.2 GAIL is interested to expand the reach of CNG to the doorstep of customers. CNG Mobile Refueling Unit (MRU) is the one of the possible & prospective solution for providing CNG filling service to the customers at their doorstep/works. It is envisaged to provide this service through Interested Parties willing to work in the field of CNG Retailing. Interested party needs to own/lease the MRU and operate it within the boundaries of authorized GAs of GAIL India Limited. Intended GAs for this EOI are as per following locations:

Geographical Area	Details	Proposed No. of MRU Deployment
Varanasi	MRU on LCV/HCV	02
Varanasi	MRU on Boat	01
Patna	MRU on LCV/HCV	02
Ranchi	MRU on LCV/HCV	02
East Singhbhum	MRU on LCV/HCV	01

B. MRU on LCV/HCV to consist of following items:

- (i) PESO approved CNG Cylinder Cascades (preferably Type-III or Type-IV) of minimum 4500 WL capacity.
- (ii) Provision for dispensing CNG at 200 bar to the Automobiles/Vehicles at all the times.
- (iii) Dispensing arrangement.
- (iv) Average flow rate of 100 SCM/H over the range of 250 bar to 50 bar cascade pressure.
- (v) It should be mounted on LCV/HCV for mobile operations of MRU.

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

C. MRU on Boat:

- (i) PESO approved CNG Cylinder Cascades (preferably Type-III or Type-IV) of minimum 3000 WL capacity.

- (ii) Provision for dispensing CNG to the Boats.
- (iii) Dispensing arrangement.
- (iv) It should be mounted on Boat for mobile operations of MRU.

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

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

D. SCOPE OF ACTIVITIES:

- a. GAIL shall be supplying CNG to the MRU, through its own Company Owned Company Operated CNG station or through filling facility of other entity tied up by GAIL. Sourcing of CNG shall be done only from GAIL and GAIL reserves the right to verify the CNG quality being dispensed through MRU at any point of time.
- b. Ownership of CNG shall be transferred to MRU at Mother Station at the flow meter at filling point of MRU of GAIL.
- c. Ownership of MRU shall be of the successful applicant including capital investment on account of all the equipment, accessories, installation, commissioning, transportation and day to day operation. All expenses against same shall be borne by the successful applicant including Insurance of CNG stock in MRU.
- d. It will be the responsibility of the successful applicant to obtain all the applicable statutory approvals such as PESO, concerned Central Government Authorities/ State Government Authorities /District Administration or any other approval depending on the area of operation and subsequent statutory compliances including tax compliances, if any. For MRU Boat Permissions / clearance from Inland Waterways Authority of India (IWAI) and other concerned authorities have to be taken by the applicant.
- e. It shall be responsibility of the successful applicant for regular Operation & maintenance of MRU including arrangement of spare parts, cost of fuel etc. and to ensure safe operations at all the times. Any loss towards transmission, compression & dispensing shall be on the account of the successful applicant.
- f. Land, power supply, LCV/ HCV /Boat transportation and other utilities/facilities requirement shall be the responsibility of the successful applicant.
- g. Successful applicant shall be responsible for finding markets/customers for sale of CNG from its MRU. In case of more than one number of MRU, GAIL reserves the right to specify the area of operations of each MRU.
- h. GAIL shall be suitably indemnified by MRU supplier from any loss/damage caused during the operation of MRU. An Indemnity Bond shall be executed accordingly.
- i. Applicant shall start the CNG sale from MRU within Nine (09) months from the date of issuance of LOI. If the supply from MRU is not started within Nine (09) months from the date of issue of LOI, the applicant shall submit a request for time extension One month before

due date, explaining the reasons for delay. GAIL shall evaluate the time extension request and further time extension may be granted based on the merit of the case or issued LOI shall be withdrawn at the sole discretion of GAIL.

E. CONTRACT PERIOD

The Agreement shall remain valid for an initial period of 5 Years from the date of issuance of LOI by GAIL, with a provision of further extensions in 2 years with mutual consent.

F. COMMISSION CHARGES IN RS./KG:

COMMISSION CHARGES IN Rs. /KG FOR MRU ON LCV/ HCV:

- a. Applicant has to quote the lump sum commission charges in Rs. /Kg. (excluding taxes and duties) for providing CNG MRU on own & operate model basis applicable for entire period of contract.
- b. Note: The quantity handed over at GAIL station to the Applicant will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be.

COMMISSION CHARGES IN Rs. /KG FOR MRU ON BOAT:

- a. Applicant has to quote the lump sum commission charges in Rs. /Kg. (excluding taxes and duties) for providing CNG Boat MRU on own & operate model basis applicable for entire period of contract.
- b. Note: The quantity handed over at GAIL Station to the Applicant will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be.

G. OTHER TERMS & CONDITIONS:

- a. Successful applicant has to utilize its MRU on LCV/HCV for dispensing CNG to Transport Vehicles ONLY within the authorized Geographical Area of GAIL. Successful applicant shall not place its MRU within 1 km Road distance of existing CNG station of GAIL. However, within 1 Km MRU location may be considered based on locational advantages and when suitable proper size land/plot not available. Successful applicant shall have to inform GAIL the location of its MRU in advance prior to every change in location. The successful applicant along with providing the access to GAIL shall install GPS in MRU.
- b. Successful applicant has to utilize its MRU on Boats for dispensing CNG to CNG Boats ONLY within the authorized Geographical Area of GAIL. The successful applicant along with providing the access to GAIL shall install GPS in MRU.
- c. Successful applicant shall submit bank guarantee of Rs.5 Lakh valid for one year, within 15 days of the issuance of LOI by GAIL. In case the applicant is not able to deploy the MRU within stipulated time, GAIL reserves the right to encash the Bank Guarantee. The Bank

Guarantee will be returned on the successful deployment of the MRU.

- d. On deployment of the MRU, successful applicant shall :
- i. Either keep deposited with the Seller an interest-free deposit equivalent to the Gas Price for one month's (31 days) **or**
 - ii. The applicant can also arrange to submit a Bank Guarantee from any of the Nationalized / Scheduled Banks in favour of GAIL (India) Limited' proforma ("Bank Guarantee" or "BG"). The value of BG shall cover a value of Gas for a period of three (3) Fortnights deposit **or**
 - iii. shall at all times during the contract term open and maintain (and pay for such opening and maintenance) an unconditional, standby, automatic revolving and irrevocable letter of credit, without recourse to the drawer and in favour of GAIL, with an Acceptable Bank, in the form acceptable to GAIL, to secure any payments as may be due and payable by the applicant to GAIL from time to time (the "Letter of Credit" or "LC"). The value of the Letter of Credit shall cover a value of Gas for a period of four (4) Fortnights.
 - iv. The Letter of Credit / Bank Guarantee shall be automatically replenished to its original amount (and not less than the original amount) once the amounts secured by the LC / BG reduces to less than 33% of the original amount. The LC / BG shall permit multiple and partial drawdowns; provided however that the Letter of Credit / Bank Guarantee shall, in a single instance at any given point of time, be drawable only up to an amount equal to 31 (thirty-one) Days' supply of Gas at applicable Price. The LC / BG shall be valid for one year and validity of LC / BG shall be renewed at least 31 Days before the expiry of the validity of the LC / BG.
 - v. All bank charges, interest or other payment to the Letter of Credit/ Bank Guarantee shall be borne by the applicant.

Presently value for Cash Deposit/ LC/BG for respective GA's works out (Rs. in Lakh rounded) as follows:

GA		Value Rs. in Lakh		
		Cash Deposit	LC Value	BG value
Varanasi	Vehicle MRU	15	30	22
	Boat MRU	8	15	11
Patna		20	38	29
Ranchi		11	22	16
Jamshedpur		11	22	16

- e. In case of any upward revision in the gas prices or sales volume from MRU, the Bank guarantee may be revised at the sole discretion of GAIL.
- f. The above security will be valid for the entire contract period. The bank guarantee/LC shall be released and discharged from all liabilities under the Bank Guarantee/LC unless a written claim or demand is issued to the bank on or before of the midnight of date of expiry of the claim period, which includes minimum three months from expiry of bank guarantee/ LC.

- g. GAIL shall raise fortnightly invoice for the quantity sold (ex-GAIL mother station), applicant shall make payment against the invoice within 3 working days. In case applicant fails to pay GAIL the invoiced amount within 3 working days for the gas supplied in previous fortnight, no gas will be made available for sale in the next fortnight and the bank guarantee will be encashed along with applicable interest @ SBI base rate + 6.25 % to recover the dues.
- h. Bank Guarantee submitted is liable to be encashed in case of any violation of the Terms & Conditions of the Agreement at the discretion of GAIL.
- i. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU jointly by GAIL or its representative and the applicant.
- j. Successful applicant shall be dispensing CNG with proper branding of GAIL India Limited in MRU, which will be shared by GAIL at the time of deployment.
- k. Provisions of Acts, Rules & Regulations:
 - i. Applicant shall observe and comply with the provisions of Petroleum Act, 1934, Explosives Act, 1884, Weights & Measures Act, 1976, etc., and all rules and regulations made thereunder.
 - ii. Applicant shall be solely responsible for any breach or contravention by its servants or agents of any laws, rules, regulation or byelaws passed or made by the Central and/or State Government and/or Municipal local and/or other Authorities as may be applicable from time.
 - iii. Applicant shall indemnify and save harmless GAIL, from all losses, damages, claims, suits or actions which may arise out of or result from any injury to any person or property from violation of any statutory enactments, rules or regulations or other written orders or other laws or caused by or resulting from non-observance by you of the provisions of this Agreement.

H. ELIGIBILITY CRITERIA

- 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. The Applicant is not put on 'Holiday' by GAIL or Public Sector Project Management Consultant (like EIL, MECON only due to "poor performance" or "corrupt and fraudulent practices") or banned/blacklisted by Government department / Public Sector on due date of submission of bid. Further, neither applicant nor their allied agency/(ies) are on banning list of GAIL or the Ministry of Petroleum and Natural Gas.
- c. **Technical Criteria:** Applicant must be:
 - i. Either Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India
 - Or

ii. having at least ONE (1) year on-ground practical experience in the field of CNG / BioCNG /other transportation fuel (HSD / Petrol / Auto LPG / LCNG) / Hydrocarbon Stations forecourt management.

Or

iii. 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.

c. Financial Criteria:

i. Net Worth of the applicant should be positive as per the last audited financial statement. 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 any Indian scheduled Bank or a branch of an International bank situated in India and registered with Reserve Bank of India as scheduled foreign bank However, other than the Nationalized Indian Banks, the banks whose Credit Worthiness is furnished must be a commercial banks having net worth in excess of Rs. 100 crores and a declaration to this effect should be made by such commercial bank separately on a letter head. Applicant shall be required to submit a letter ensuring Credit / Credit worthiness along with EOI proposal.

I. FINANCIAL QUOTE

Applicant has to quote the Commission Charges in Rs./Kg (excluding taxes & duties) of CNG sales applicable for 5 years in a separate sealed envelope. There will be no escalation on the quoted rates during this period due to any reason what so ever.

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 GAIL website as acknowledgement of stipulated terms and conditions of EOI.
- ii. EOI Application as per enclosed Format (attached as **Annexure-I**).
- iii. Documents to be submitted by 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.
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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.
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iv. 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
- That the applicant undertakes to indemnify GAIL from any loss/damage caused by MRU during the operation of MRU

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

- a. Copies of PO/Experience Certificate against proof of being manufacturer /supplier/ Operator of CNG Mobile Refueling Unit in India
or
- b. 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/ transportation fuel (HSD/Petrol/Auto LPG/ LCNG) / Hydrocarbon Stations forecourt management.
or
- c. 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.
- d. Net-worth statement in the form of affidavit and duly certified by Chartered Accountant alongwith copy of audited Annual Financial Statement including auditor's report [balance sheet and profit & Loss Account Statement, notes, schedules etc.] of last Financial Year.
- e. letter ensuring Credit / Credit worthiness of at least Rs. 2.0 Crores from any Indian scheduled Bank or a branch of an International bank situated in India and registered with Reserve Bank of India as scheduled foreign bank However, other than the Nationalized Indian Banks, the banks whose Credit Worthiness is furnished must be a commercial banks having net worth in excess of Rs. 100 crores and a declaration to this effect should be made by such commercial bank separately on a letter head..
- f. Separate sealed envelope containing the Financial Quote: Applicant has to quote the Commission Charges in Rs./Kg (excluding taxes & duties) of CNG sales APPLICABLE FOR 5 YEARS as per **Annexure - II**

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

J. SELECTION PROCESS

- a. 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.
- b. Financial Quote against Lump-sum Commission Charges in Rs. /Kg (excluding taxes & duties) of CNG sales, applicable for 5 years' period is to be submitted in a separate sealed envelope.
- c. Selection of applicant(s) shall be based on the submitted EOI proposal and evaluation will be done based on Eligibility Criteria and LOWEST Quoted Commission Charges i.e. Applicant(s) meeting the eligibility criteria and quoting lowest commission charges shall be successful.
- d. GAIL intends to place LOI to Two applicants for each GA (except boat MRU and East Singhbhum GA), Lowest quoting applicant (L1) will be given the LOI for one 1 MRU , next lower (L2) will be given LOI for 2nd MRU subject to matching the L1 quoted commission charges for each GA. In case L2 applicant refuses to match the L1 rates, L3 applicant will be given chance to match the rate and so on. In case no applicant agree to match the L1 quoted rates, the LOI for second MRU will be issued to L1 applicant.
- e. In case of tie between two bidders at any level, bidder with higher net worth will be given preference.
- f. GAIL reserves the right to discontinue the EOI process at any point of time without assigning any reasons. Further, GAIL has the sole discretion to qualify or accept and reject the proposal without assigning any reason whatsoever.
- g. GAIL shall inform successful applicant (s) separately, regarding their selection along with the terms and conditions stipulated in Letter of Intent (LOI).
- h. 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.
- i. An applicant may quote for one or all location.

ANNEXURE – I

FORMAT FOR SUBMISSION OF EOI

Ref. : GAIL CGD/Noida/CNG/MRU/2021-22/01

Dated-----

To,
Executive Director(CGD), GAIL India Limited,
8th Floor, Jubilee Tower,
B-35 & 36, Sector-1
Noida (Uttar Pradesh)

**Subject: Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model” for
(name of GA) Boat / LCV-HCV**

Dear Sir,

1. With reference to the EOI **Ref.: GAIL CGD/Noida/CNG/MRU/2021-22/01 dated -----** and
2. 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.
3. 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 GAIL is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged.
4. The information sought from me as per the EOI notice is enclosed along with other mandatory details required in the EOI to this letter.
5. Our **Financial Quote** against Lump-sum Commission Charges in Rs. /Kg (excluding taxes & duties) of CNG sales, applicable for 5 years’ period is enclosed in a **separate sealed envelope**

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 -----

Expression of Interest for CNG Mobile Refueling Unit

ANNEXURE – II FINANCIAL QUOTATION (To be submitted in separate sealed envelope)

To,
Executive Director(CGD),
GAIL India Limited,
8th Floor, Jubilee Tower,
B-35 & 36, Sector-1
Noida (Uttar Pradesh)

Ref. : GAIL CGD/Noida/CNG/MRU/2021-22/01

Dated -----

Subject: Submission of Expression of Interest for “CNG Mobile Re fueling Unit on Own and Operate Model” – Financial Quotation

Lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) applicable for 5 years period for CNG sales through MRU.

S/N	Details	Applied for	Rate (Rs./ Kg)	Rate in words (Rupees per Kg)
1.	Varanasi	HCV-LCV MRU		
2.	Varanasi	Boat MRU		
3.	Patna	HCV-LCV MRU		
4.	Ranchi	HCV-LCV MRU		
5.	East Singhbhum	HCV-LCV MRU		

Yours Faithfully,

(Name, Designation, Signature & Stamp of Authorized Signatory)