

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/2020-21/01

Date: 01.01.2021

GAIL (India) Limited invites offers through Expression of Interest (EOI) from interested parties (“Applicant”) for submitting their proposal for Deploying One CNG Mobile Refueling Unit (MRU) on Own and Operate Model at Geographical Areas of Varanasi (Uttar Pradesh) and Patna (Bihar).

EOI Details:

1. EOI is limited to application from Registered Companies, Partnership Firms, Proprietorship Firms, Registered Societies and Individuals only.
2. EOI Schedule shall be as under:
 - a. **Period: 01.01.2021(From 10:00 Hrs) to 31.01.2021(Up to 17:00 Hrs). b) Last Date for Submission of EOI: 31.01.2021 (Up to 17:00 Hrs).**
 - b. GAIL reserves the right to extend the EOI period and due date for submission, mentioned above.
3. EOI can be downloaded from the website www.gailonline.com within the above-mentioned period.
 - a. Any amendment, clarification, corrigendum w.r.t. EOI will be hosted on www.gailonline.com.
 - b. 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.
4. The completely filled & signed EOI, along with requisite documents, is to be submitted by the Applicant to “Executive Director (CGD), GAIL India Limited 8th Floor, Jubilee Tower, B-35 & 36, Sector-1 Noida (Uttar Pradesh)”.
5. EOI, complete in all respect, shall be opened and evaluated by GAIL and the Applicant shall be informed according on time to time basis.
6. GAIL will not be responsible for any cost or expenses incurred by the Applicant in connection with preparation or delivery of EOI.
7. This Notice inviting EOI neither confirms 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.
8. 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.

Expression of Interest for CNG Mobile Refueling Unit

INTRODUCTION & SCOPE OF WORK

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).
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 **Varanasi (Uttar Pradesh) and Patna (Bihar)**.
3. **MRU should 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 SCMH over the range of 250 bar to 50 bar cascade pressure.
 - v. It should be mounted on LCV/MCV/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.

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

A. SCOPE OF ACTIVITIES:

- a. GAIL shall be supplying CNG to the MRU, on advance payment basis, 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 of GAIL at all times till CNG dispensation to the transport vehicles and GAIL shall be paying the commission to the successful applicant party on per unit CNG filled / transferred to MRU at Mother Station 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.
- 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/MCV/HCV 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 from any loss/damage caused by MRU during the operation of MRU. An Indemnity Bond shall be executed accordingly.

B. COMMISSION CHARGES IN RS./KG:

- a. Supplier has to quote the commission charges in Rs. /Kg. (excluding taxes and duties) for providing one no. of CNG MRU on own & operate model basis applicable for 5 years' period. Payment for CNG sales through MRU shall be based on weighted average rates quoted:

Slab	Per day CNG sales in kg
Slab 1	From 0 to 1000 kg
Slab 2	From 1001 to 2000 kg
Slab 3	Equal to or More than 2001 kg (Flat Rate)

Note : The quantity handed over by GAIL to the Applicant at the Mother Station will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be. For these quantities, weighted average per KG commission charges would be paid for the slab applicable to the total quantity loaded on that given day.

C. Sale of CNG:

- a. Applicant shall confine to sale of CNG supplied by GAIL only. Applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of GAIL. Applicant shall not set-up it's MRU within 2 km road distance of existing CNG station of GAIL. Applicant shall have to inform GAIL the location of its MRU in advance prior to every change in location.
- b. Applicant shall not during the currency of this Agreement sell or be in any way connected to selling CNG products of any other CNG Company or producer without the previous consent in writing of GAIL.

- c. Applicant shall not make supplies of CNG products of GAIL to any dealer/agent/distributor appointed by any of the other CNG Company.
- d. Applicant shall not sell GAIL's products at higher/lower rates / prices than those declared / fixed by GAIL from time to time.

D. OTHER TERMS & CONDITIONS:

- a. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of GAIL. Successful applicant shall not set-up its MRU within 2 km Road distance of existing CNG station of GAIL. Successful applicant shall have to inform GAIL the location of its MRU in advance prior to every change in location. GPS shall be installed in MRU by the successful applicant along with providing the access to GAIL.
- b. Successful applicant shall deposit bank guarantee of Rs. 18 Lakh as security against the gas sales. GAIL shall raise fortnightly invoice for the quantity sold (ex-GAIL mother station) , applicant shall make payment against the invoice within 3 days. In case applicant fails to pay GAIL the invoiced amount within 3 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 to recover the dues.
- c. 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.
- d. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU.
- e. The Agreement shall remain valid for an initial period of 5 Years with provision for extensions in 2 years block with mutual consent.
- b. Successful applicant shall be dispensing CNG with proper branding of GAIL India Limited in MRU.

E. Provisions of Acts, Rules & Regulations:

- a. 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.
- b. Applicant shall be solely responsible for any breach or contravention by Applicant, Applicant's servants or agents of any laws, rules, regulation or bye-laws passed or made by the Central and/or State Government and/or Municipal local and/or other Authorities as may be applicable from time.
- c. 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 of 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.

F. Eligibility 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:

- i. **Either** Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India
- ii. **Or** having at least ONE (1) year on-ground practical experience in the field of CNG/ other transportation fuel (HSD/Petrol/Auto LPG/ LCNG) / Hydrocarbon Stations forecourt management.
- iii. **Or** 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. 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. **Financial Quote:** Applicant has to quote the lump-sum 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.
- e. 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">○ Copy of AADHAR & PAN cards○ Self-Attested Copy of Certificate/Marksheet of passing 10th Std. issued by a Board / School conducting the examination or equivalent. Contact Address, Phone/Mobile Number & Email ID for any communication.
Others	<ul style="list-style-type: none">○ Partnership deed (for applicants under partnership)○ Attested copy of Registration certificate / copy of Certificate of Incorporation of the entity from competent authority. Authority letter & copy of Resolution specifying name of the authorized person for making application. Contact Address, Phone/Mobile Number & Email ID for any communication.

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.
- vi. Net-worth statement in the form of affidavit and duly certified by Chartered Accountant.
- vii. Credit letter from Scheduled Bank / Financial Institution ensuring Credit / Credit worthiness of the applicant along with EOI proposal.
- viii. **Separate sealed envelope containing the Financial Quote:** Applicant has to quote the Lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) of CNG

sales (SINGLE NUMBER IN Rs. /KG APPLICABLE FOR 5 YEARS TO BE QUOTED) as per **Annexure - II**

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

G. 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. Selection of applicant(s) shall be based on the EOI proposal submitted by the applicant and shall be evaluated on Eligibility Criteria and **LOWEST** Quoted Commission Charges i.e. Applicant(s) meeting the eligibility criteria and quoting lowest commission charges shall be successful. More than one applicant but matching the lowest quoted commission charges can be declared as successful.

For **evaluation** purpose total commission will be calculated as follows:

Total Commission (Rs. /kg) = {(1000 kg) * Slab 1 commission + (1000 kg) * Slab 2+(1000 kg) * Slab 3}/ 3000

- c. GAIL reserves the right to discontinue the process at any point of time without assigning any reasons. Further, GAIL has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.
- d. Successful applicant (s) shall be informed separately by GAIL regarding their selection along with the terms and conditions stipulated in Letter of Intent (LOI).
- e. 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.

ANNEXURE – I

FORMAT FOR SUBMISSION OF EOI

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/2020-21/01

Dated-----

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.: GAIL CGD/Noida/CNG/MRU/2020-21/01 dated -----** 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 GAIL 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.
4. 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/2020-21/01 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	Quoted Rate in Rs./kg		
		For Sales up to 1000 kg per day (Slab 1)	Sale from 1001 to 2000 kg per day(Slab 2)	For sales beyond 2000 kg per day(Slab 3)
1.	Varanasi			
2.	Patna			

Note : The quantity handed over by GAIL to the Applicant at the Mother Station will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be. For these quantities, weighted average per KG commission charges would be paid for the slab applicable to the total quantity loaded on that given day.

Yours Faithfully,

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

Expression of Interest for CNG Mobile Refueling Unit

**For Any Queries from prospective bidders please get in touch with
below Officers –**

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