

PRE BID MEETING

EXPRESSION OF INTEREST (EOI)

EXPRESSION OF INTEREST (EOI) FOR SIGNING LONG TERM BIPARTITE AGREEMENT WITH UPCOMING DEDICATED ETHANOL PLANTS IN ETHANOL DEFICIT STATES FOR SUPPLY OF DENATURED ANHYDROUS ETHANOL TO OIL MARKETING COMPANIES (OMCs)

REPLIES TO PRE-BID QUERIES BY OMCs SHALL SUPERCEDE THE RESPECTIVE CLAUSE / CONDITION IN THE EOI DOCUMENT / THIS PRE-BID MEETING PRESENTATION. BIDDERS TO TAKE NOTE OF THE SAME.

EOI No. 1000374174 dated 27th August 2021,
System ID 86966 published on <https://bpcleproc.in>

Over MS Team Meeting (through VC) on 03.09.2021



DENATURED ANHYDROUS ETHANOL BASED ON IS 15464:2004

QUANTITY REQUIREMENT (Crore Liters) : TABLE 1

State/UT	Estimated Ethanol Quantity (Cr Litre/ESY*)
Tamil Nadu & UT of Pondichery	97
Kerala	55
Rajasthan	54
Gujarat & UT of Dadra & Nagar Haveli and Daman & Diu	54.5
Telangana	42.1
Madhya Pradesh	42.8
Odisha	15.1
Andhra Pradesh	41.4
Chhattisgarh	20.6
West Bengal	35
Haryana	22.1
Jharkhand	18
Bihar	18.5
Uts of Jammu & Kashmir and Ladakh	11
Karnataka	18

DENATURED ANHYDROUS ETHANOL BASED ON IS 15464:2004

QUANTITY REQUIREMENT (Crore Liters) : TABLE 1

State/UT	Estimated Ethanol Quantity (Cr Litre/ESY*)
Punjab & UT of Chandigarh	9.6
Himachal Pradesh	7.7
Maharashtra	8.9
Goa	7
Uttarakhand	7.5
Delhi & NCR	33
Assam	15.7
Meghalaya	4
Manipur	2.5
Tripura	2
Arunachal Pradesh	2
Nagaland	1.5
Mizoram	1
Sikkim	1
TOTAL	648.5

Qualification and evaluation Criteria

Mandatory eligibility conditions:

- **Domestic entity.**
- Mandatory conditions includes **availability of land with the bidder and availability of water source for the plant at the time of application.**

Documents required:

- **Extract of 7/12 certified by Tehsildar or registered Sale Deed or Registered Lease Agreement for a minimum period of 10 years from date of EOI or land allotment letter from competent authority issued in favour of bidder.**
- Approval of competent Authority to **withdraw water for the requirement of the proposed Ethanol plant** issued in favour of the bidder.

Qualification and evaluation Criteria

- **Mandatory eligibility conditions - other points:**
- If a new dedicated ethanol plant is setup in the same premises where an existing distillery is operating (or is being set up as a new distillery) it should be clearly identifiable as a separate unit. **The processing units and storage area of ethanol have to be separate for the dedicated ethanol plant.** The non-production facilities, however, can be shared. Necessary certification of such plants by any of the following authorities i.e., factories department, PCB, IIP CSIR-Dehradun, NSI Kanpur and VSI Pune is required to be submitted.
- Bidders who do not meet the mandatory requirements as per above **will not be considered for further evaluation.** However, they can submit fresh applications in subsequent EOI(s), if any.

Other Documents Requirement for evaluation:

Documents which need to be submitted on the basis of which evaluation and marking will be carried out are listed below:

a. Type of Feedstock used for ethanol production

Copy of Environmental clearance OR Industrial Entrepreneurship Memorandum OR Application approval from respective state industry department showing feedstock to be used. In case the document does not give the name of the feedstock i.e. corn or maize / rice / combination of corn or maize & rice / damaged food grains/ molasses / sugar etc., the bidder requires to submit a notarized affidavit as per **Annexure B** clearly mentioning the name of feedstock.

Other Documents Requirement for evaluation:

b. Financial Capability

- Bidders should submit audited balance sheet and Profit and Loss account Statement for last 3 years or if planning to get finance from financial institutions / banks, Loan sanction letter from any scheduled bank / financial institutions may be submitted for assessing capability to arrange finance.

c. Design Capacity of the plant

- Design capacity of the plant shall be as per acknowledged copy of application to IEM / PCB / factory license / any other statutory or govt. dept

d. Environmental clearance

- Certified copy of Letter of Environmental Clearance / exemption document from competent authority if the project is exempted from EC.

e. Consent to Establish (CTE)

- Certified copy of CTE from State Pollution Control Board / exemption document from competent authority if the project is exempted from CTE.

Other Documents Requirement for evaluation:

f. Assured power availability from Electricity board /Captive power plant

- Certified copy of sanction letter from electricity board/ Documentary proof for putting up captive power plant for running the plant.

g. Use of non-coal/non-oil/other renewable energy source for captive power

- Documentary proof like Detailed Feasibility Report (DFR), MOU with technology partner etc. to establish that non-coal/non-oil/renewable energy source is used for captive power generation.

h. PESO Storage license

- Certified copy of valid (as on the date of application) storage license (Form XV) issued by Petroleum & Explosives Safety Organization (PESO) for storage of ethanol.

i. Factory License

- Certified Copy of valid Factory License

Other Documents Requirement for evaluation:

j. Proximity of the proposed plant from OMC Depot deficit in ethanol supply within the state

- Screen shot of google map showing motorable distance of proposed plant from the nearest OMC depot(s) deficit in ethanol supply with in the state. The bidder must mention the lat-long of proposed plant and OMC plant.

k. Necessary clearances obtained and 20% physical progress achieved in construction at the site.

- Necessary certification from TPIA in the format as per **Annexure VI** to be submitted.

THIRD PARTY INSPECTION AGENCY:

- Third party Inspection Agency (TPIA) verification and certification will be required for all the documents submitted by the bidders. Hard copy of such documents need to be submitted along with original TPIA certificate/ verification with original TPIA Stamp. Alternatively, documents signed digitally by the TPIA agency uploaded while submitting bid are also acceptable.
- Bidders shall engage only those TPIAs, which are accredited under “NABCB accredited bodies as per requirement of ISO/IEC 17020 as Type A” in Quality Council of India’s (QCI’s) National Accreditation Board for Certification Bodies (NABCB) website as on the date of verification of documents (TPIAs must hold validity of accreditation). The details of TPIA can be sought from the website:
- http://nabcb.qci.org.in/accreditation/reg_bod_inspection_bodies.php

INSTRUCTIONS FOR FILLING TECHNICAL DETAILS:

Acceptance of online forms:

Bidders must accept all online forms, as under, in the technical bid section of the e-tender.

- EMD/ Bid Security Declaration
- General Purchase Conditions
- Integrity Pact (to be uploaded after due signatures)
- Declaration of Holiday listing by bidders
- Declaration for documents
- Affidavit
- Compliance of Restrictions for Countries which share Land Border with India

- Bidders also need to upload Application Form duly filled in & signed for individual plant.
- In case a bidder wishes to quote for multiple plants then bidder should have separate digital signature for each plant.
- All above documents duly verified by TPIA should be submitted by the bidders in the **tender box** before the due date of the EOI. However if the documents are TPIA verified & digitally signed by TPIA, then hard copy documents submission is not required.
- Marking system as given in document shall be used for shortlisting the bidders
- Minimum score for applicant to qualify post evaluation is 35 / 100.
- Land and water availability are mandatory conditions for achieving eligibility and therefore not covered under the marking scheme.

SELECTION OF BIDDER FOR SIGNING LONG TERM BIPARTITE AGREEMENT

- i. All bidders within one deficit state/UT as per table 1 will be categorized under one lot for evaluation.
- ii. Under each lot (For each deficit state/UT), all bidders who have scored 35 or more marks will be ranked in descending order of their marks obtained.
- iii. The estimated requirement as mentioned in table 1 will then be offered as offtake assurance to the bidder from the rank list till the deficit quantity is exhausted.
- iv. The bidders who are given offtake assurance as per (iii) above will be considered as short listed bidders with whom OMCs will sign Long term bipartite agreement for the offtake assurance quantity.
- v. List of bidders who are shortlisted under this EOI for signing long term bipartite agreement will be displayed on ethanolforindia.com portal.
- vi. OMCs reserve the right to increase / decrease the quantities for which they will enter into long term agreement and the decision of OMCs in this regard shall be final and binding.

SELECTION OF BIDDER FOR SIGNING LONG TERM BIPARTITE AGREEMENT

- vii. In case of two or more bidders ranked at the same level, OMCs reserve the right to distribute the requirement as offtake assurance amongst these bidders to facilitate setting up larger number of plants in order to cater to higher demand in future.
 - viii. In case adequate applications are not received from bidders proposing to set up dedicated ethanol plants in Delhi NCT, the bidders who are proposing to set up dedicated ethanol plants in a radius of 250 KMs of Delhi (OMC supply location in Delhi with lat-long) and have submitted applications in this EOI for consideration in Delhi & NCT may be considered.
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- A specimen copy of Long term Bipartite agreement (BPA) is attached as Annexure IV. This agreement may undergo change/ modification from time to time. The period of the Agreement will be 10 years from the date of signing
 - Tripartite Agreement (TPA) shall be signed with the bidders who have entered into long term Bipartite Agreement and desiring to have TPA for availing finances from the banks /financial institutions

PROCUREMENT PROCESS:

- Supplier after successful commissioning of Ethanol plant need to participate in prevailing ethanol procurement process which is the process followed by OMCs for procurement of ethanol.
- Supplier will register himself with OMCs/ BPCL through a vendor registration process in order to participate in quantity bids.
- The OMCs shall off-take and the Seller/ Supplier shall provide the quantities of Ethanol as agreed in the annual allocation plan.
- All allocation and subsequent reallocation will be carried out at discretion of OMC.
- Purchase Order (PO)/Indents will be placed by each OMC location giving day-wise delivery schedule.
- Purchase Order (PO) will be issued by the OMC only after submission of signed purchase agreement along with bank guarantee by the supplier.

INTEGRITY PACT:

- Proforma of Integrity Pact (IP) of IOCL, BPCL, HPCL uploaded as integrity pact (IP) form in technical bid form section of tender
- Bidder is required to download and print it such that it is legible.
- All pages of the printed copy of IP should be duly signed by the authorized signatory and stamped all the pages, with two witnesses name, address & signature and place & date.
- Thereafter, that copy should be scanned and uploaded by bidder along with other bid documents. This document is essential and binding.
- Bidders who have already been enrolled need not to submit IP document again.
- **Old IP document of earlier tenders will not be permitted**

Situations where the bids may be rejected:

- Bidders who have not dropped the documents with original stamp and signature of TPIA in a sealed envelope in the tender box before the due date.
- If the documents as mentioned in pre-requisites are not submitted at all.
- If the online bid is not received over e procurement system.

OMC Contact persons

OMC	Name	Email	phone number
IOCL	MR. SUDIPTO ROY	sudiptoroy@indianoil.in	7045951152
BPCL	MR. VINEET BHUTANI	bhutaniv@bharatpetroleum.in	9409305433
HPCL	MR. PANKAJ SHARMA	pankajsharma@hpcl.in	9833341092

Technical query : 9766900823 :Mr. Harshal

Other mail id & contact detail - support@bpcleproc.in; 7622000287

THANKS