



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)

- 1)** INDIAN OIL CORPORATION LIMITED (IOCL), BHARAT PETROLEUM CORPORATION LIMITED (BPCL), HINDUSTAN PETROLEUM CORPORATION LIMITED (HPCL), Public Sector Enterprises, collectively known as OMCs Ethanol Procurement Group (OEPG) , intend to shortlist and enter into long term bipartite agreement with upcoming dedicated ethanol plants in ethanol deficit states to procure Denatured Anhydrous Ethanol, meeting IS 15464:2004 specifications as detailed in **Annexure-I**, for their requirement of blending ethanol with Petrol at various Depots/ Terminals/Installations/Retail outlets/ any other destination of IOCL/ BPCL/ HPCL in these states. IOCL, BPCL & HPCL shall be referred as OMCs-Oil Marketing Companies in this EOI document. Dedicated Ethanol Plants (DEP) will only produce ethanol complying with specifications as per IS 15464:2004 for blending with Petrol and all of the quantity produced in this plant would be supplied to OMCs/ group of Oil Marketing Companies only for Ethanol Blended Petrol (EBP) Programme.
- 2)** Those project proponents , including PSUs (other than IOCL, BPCL & HPCL), herein after referred to as "bidder", who desire to set up or are in the process of setting up dedicated ethanol plants may apply through this EOI. Dedicated ethanol plants which have commenced supplies prior to the date of EOI are not eligible to apply through this EOI.
- 3)** Central Procurement Organization (Marketing),Bharat Petroleum Corporation Limited, on behalf of OMCs, invites expression of interest to short list bidders who are desiring to set up or are in the process of setting up dedicated ethanol plants to manufacture Denatured Anhydrous Ethanol conforming to specification IS 15464:2004. Ethanol is to be supplied through Tank Truck on delivered basis to the OMC's Company Depots/ Terminals/Retail Outlets/any other destination. The estimated ethanol requirement of OMCs in the deficit states for which OMCs intend to enter into Long Term Bipartite Agreement are indicated in the **Table - 1** below:



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)

Table-1

State/Union Territory(UT)	Estimated Ethanol Quantity (Cr Litre/ESY*)
Tamil Nadu & UT of Puducherry	97.00
Kerala	55.00
Rajasthan	54.00
Gujarat and UT of Dadra & Nagar Haveli and Daman and Diu	54.50
Telangana	9.00
Madhya Pradesh	10.00
West Bengal	35.00
Haryana	19.00
Jharkhand	18.00
Bihar	14.00
UTs of Jammu and Kashmir & Ladakh	11.00
Karnataka	18.00
Punjab & UT of Chandigarh	6.00
Himachal Pradesh	3.50
Maharashtra	2.00
Goa	7.00
Uttarakhand	7.50
Delhi NCT	33.00
Assam	10.00
Meghalaya	4.00
Manipur	2.50
Tripura	2.00
Arunachal Pradesh	2.00
Nagaland	1.50
Mizoram	1.00
Sikkim	1.00
TOTAL	477.50

*ESY=Ethanol Supply Year (from 1st December of a year to 30th November of the next year)



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)

Long term Bipartite Agreement (BPA) shall be entered with the bidders, for the estimated quantity in each state as indicated above, as per ranking of the qualified bidders.

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.

Denatured Anhydrous Ethanol as per IS 15464:2004 should be manufactured indigenously. Directorate General of Foreign Trade (DGFT), Ministry of Commerce and Industry, Govt. of India has issued notification no. 27/2015-2020 dated 21.08.2018, placing ethyl alcohol and other spirits, denatured, of any strength under EXIM Code 2207 20 00, in restricted category for imports and has allowed imports only for non-fuel purpose. Accordingly, Denatured Anhydrous Ethanol supplied to OMCs under EBP Program has to be produced from indigenous sources only and no imported alcohol / ethanol or ethanol manufactured from imported feedstock is to be supplied to OMCs under the EBP Program. Any conduct of the supplier amounting to violation of the same will be totally unacceptable and if found, supplier shall be liable for strictest possible action including Holiday listing from EBP Program for all future supplies of Ethanol to OMCs .To this effect, bidders need to agree to an online declaration as per **Annexure A.**

4) If the bidder is setting up more than one plant and submitting application under this EOI, he has to submit separate application for each such plant.

5) Qualification and evaluation Criteria

Following will be the eligibility conditions and evaluation criteria for the bidder.

- i)** The bidder should be a domestic entity
- ii) Mandatory eligibility condition:**

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



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)

Documents required:

1. 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.

If the bidder is a proprietary firm then Land should be either in the name of the Proprietor or in the name of the Firm

If the bidder is a partnership firm (including LLP) then Land should be in the name of the firm or any of the partners. If the land is in the name of the partner, the partner should give an affidavit for the use of land by the partnership firm supported by registered partnership deed.

If the bidder is a registered company then Land should be in the name of the Company.

If the bidder is a registered cooperative society then Land should be in the name of the Cooperative Society or any of its members. If the land is in the name of the member, the member should give an affidavit for the use of land by the society supported by membership certificate.

2. Approval of competent Authority authorized by the state government to withdraw water for the requirement of the proposed Ethanol plant issued in favour of the bidder

If the bidder is a proprietary firm then approval should be either in the name of the Proprietor or in the name of the Firm

If the bidder is a partnership firm including LLP then approval should be in the name of the firm or any of the partners. If the approval is in the name of the partner, the partner should give an affidavit for the use of water by the partnership firm supported by registered partnership deed.



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)

If the bidder is a registered company then approval should be in the name of the Company.

If the bidder is a cooperative society then approval should be in the name of the Cooperative Society or any of its members. If the approval is in the name of the member, the member should give an affidavit for the use of water by the society supported by membership certificate.

3. 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.
4. Bidders who do not meet the mandatory requirements as per clause 5.ii).1,2 & 3 above will not be considered for further evaluation. However, they can submit fresh applications in subsequent EOI(s), if any.

ii) Necessary details for evaluation: Bidder needs to submit the following necessary details online:

Name of the project proponent / bidder	State/UT/Geographical area in which dedicated ethanol plant is proposed	Design Capacity## of the plant to be setup (KL/Day)-A	No. of operating days per ESY#-B

NOTES:

#The No. of operating days per ESY shall be minimum 100 days



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)

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

- The annual design capacity of the plant will be calculated as **Design Capacity of the plant to be setup (KL/Day)-(A) X No. of operating days per ESY-(B)**
- If the bidder is setting up more than one plant and submitting application under this EOI, he has to submit separate application for each such plant
- **The bidder needs to apply for the state in which upcoming plant is proposed .**

The bidders who are proposing to set up dedicated ethanol plants outside Delhi NCT but lying within 250 KMs of Delhi NCT(OMC supply locations in Delhi NCT as per lat-long given in annexure-II to be used as reference) may also apply for Delhi NCT through a separate application. Screen shot of google map showing motorable distance of proposed plant from Delhi NCT (OMC supply locations in Delhi as per lat-long given in annexure-II to be used as reference)

iii) Marking system and Documents required 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.

(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



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)

/ banks, Loan sanction letter from any scheduled bank / financial institutions may be submitted for assessing capability to arrange finance.

For Turnover purpose, the credential of Parent/Group companies will also be considered. Documentary proof should be submitted to establish that the Bidder is a subsidiary or Group company. Group companies can either be Parent company, direct subsidiaries & indirect subsidiaries.

If the bidder submits both "audited balance sheet and Profit and Loss account Statement for last 3 years" as well as Loan sanction letter from any scheduled bank/financial institution then higher of the average annual turnover or loan amount sanctioned will be considered for evaluation & marking

In case bidder submits multiple applications supported by the same audited balance sheet and Profit and Loss account Statement for last 3 years, the average annual turnover for award of marks for each application will be considered as under:

Average annual turnover considered for each application = average annual turnover for last 3 years / no. of applications submitted.

If audited balance sheet and Profit and Loss account Statement is submitted for less than 03(Three) years, then total turnover will be divided by 03(Three) to calculate the average annual turnover.

(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



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)

- (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
- (j) Proximity of the proposed plant from OMC Depot deficit in ethanol supply within the state

OMC Depot deficit in ethanol supply is defined as a depot which does not have adequate supply from plants within 250 Km radius.

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 state-wise list of such OMC depots deficit in ethanol supply with their lat-long is provided in **Annexure II**. 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.



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)

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

Marking system as shown in the table below shall be used for shortlisting the bidders

Marking Scheme for Evaluation				
Marking as per Feedstock				
A	Name of Feed Stock	Marks to be awarded	Maximum Marks	Document required
1	Corn/Maize	20		Copy of Environmental clearance OR Industrial Entrepreneurship Memorandum OR Application approval from respective state industry department showing type of feedstock to be used. In case the document does not give the name of 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
2	Corn/ Maize & Rice combination	15		
3	Rice	10		
4	Any other feedstock or combination there of	5		



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)

Maximum marks		20		
Marking as per Financial Capability				
B	Financial Capability	Marks to be awarded	Maximum Marks	Document required
1	Average annual turnover for last 3 years, or Capability to arrange Finance for establishment of plant			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. For Turnover purpose, the credential of Parent/Group companies can also be considered. Documentary proof should be submitted to establish that the Bidder is a subsidiary or Group company. Group companies can either be Parent company, direct subsidiaries & indirect subsidiaries.
A	More than or equal to INR 18 crore	10		
B	More than or equal to INR 16 crore, but less than INR 18 crore.	9		
C	More than or equal to INR 14 crore, but less than INR 16 crore.	8		
D	Less than INR 14 crore.	7		
Maximum marks			10	
Marking as per Design Capacity of the plant				
C	Design capacity offered (KL per annum)	Marks to be awarded	Maximum Marks	Document required
1	165000 (KL per annum) and above	10		Acknowledged copy of application to IEM / PCB / factory license / any other statutory or govt. dept.
2	99000 (KL per annum) & above and below 165000 (KL per annum)	8		
3	below 99000 (KL per annum)	6		
Maximum Marks			10	
Note: Design capacity in KL per annum has been considered on the basis of 330 days plant operation per annum				
Preparedness Indicator - Marking as per Stage of Commissioning of Ethanol plants (Indicative)				
D	Indicative Mile stone	Marks	Total	Document required



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)

1	Environmental clearance	5		Letter of Environmental Clearance / exemption document from competent authority if the project is exempted from EC
2	Consent to Establish (CTE)	5		Certified copy of CTE from State Pollution Control Board / exemption document from competent authority if the project is exempted from CTE
3	Assured power availability from Electricity board /Captive power plant	5		Copy of sanction letter from electricity board/ Documentary proof for putting up captive power plant for running the plant
4	Use of non-coal/non-oil/other renewable energy source for captive power	5		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
6	PESO Storage license	5		Certified copy of storage license (From XV) issued by Petroleum & Explosives Safety Organization (PESO) for storage of ethanol.
7	Factory License	5		Copy of Factory License
8	Proximity of the proposed plant from OMC Depot deficit in ethanol supply with in the state a. Plant within 250 KM of OMC depot deficit in ethanol supply in the state b. Beyond 250 KM of OMC depot deficit in ethanol supply in the state Note : OMC Depot deficit in ethanol supply is defined as a depot which does not have adequate supply from	20 Nil		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 state-wise list of such OMC depots deficit in ethanol supply with their lat-long is provided in Annexure II. The bidder must mention the lat-long of proposed plant and OMC plant.



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)

	plants within 250 Km radius. The state-wise list of such OMC depots deficit in ethanol supply with their lat-long is provided in Annexure II .			
9	Necessary clearances obtained and 20% physical progress achieved in construction at the site.	10		Necessary certification from TPIA in the format as per Annexure VI to be submitted
	Maximum marks		60	
TOTAL	Maximum total marks		100	

Note:

1. Minimum score for applicant to qualify post evaluation is 35 / 100.
2. Land and water availability are mandatory conditions for achieving eligibility and therefore not covered under the marking scheme.

iv) 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) Since the state-wise quantities of ethanol given in the table 1 for deficit states are an estimate, 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
- (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.



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)

- (ix) OMCs reserve the right to sign long term bipartite agreement for quantity lower than applied for in this EOI to ensure better availability as in such case plants can be set up for a higher capacity than the agreement quantity. The extra capacity may be covered by OMCs through normal registration and procurement process.
- (x) The OMCs will not be liable for any action against the bidders for any other liabilities. Bidders are fully responsible for setting up and operating their plants.

6) GENERAL INSTRUCTIONS FOR SUBMITTING EXPRESSION OF INTEREST ON BPCL'S E TENDERING PLATFORM are enclosed as Annexure-III.

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

- General Purchase Conditions, Special Purchase Conditions
- Integrity Pact, Declaration of Holiday listing by bidders
- Declaration for documents
- Affidavit cum Indemnity Bond
- Compliance of Restrictions for Countries which share Land Border with India

8) Agreement

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

Terms and conditions of the Long Term BPA (Refer clauses 9 to 15) are given here under which bidder may kindly note

9) Supply Condition:

Suppliers need to supply the complete production quantity to OMCs only, however with written permission of OMC, supplier can supply Ethanol to other private oil marketing companies.



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)

10) 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. The process is guided by the directions / advice issued by MOPNG / Govt. of India from time to time.
- Supplier will register himself with OMCs/ BPCL through a vendor registration process in order to participate in quantity bids. After successful registration, supplier will participate in quantity bids floated by OMCs for their location-wise requirement of ethanol.
- Quantity bids for the full requirement of the Ethanol Supply Year (ESY) shall be released at the beginning of ESY.
- The OMCs shall off-take and the Seller/ Supplier shall provide the quantities of Ethanol as agreed in the annual allocation plan.
- The responsibility of execution of allocations made as per Long term BPA in relation to procurement of ethanol and related activities will lie with the respective OMC to whom allocation has been made as per procurement process and the parties will keep each other indemnified in respect of any dispute arising between them or with any third party after the allocations have been done.
- All allocation and subsequent reallocation will be carried out at discretion of OMC.
- LOI will be issued by individual OMCs for the allocated quantity.
- Supplier will sign an Annual Contract Agreement with each OMC for the allocated quantity after submitting Security Deposit.
- Purchase Order (PO)/Indents will be placed by each OMC location giving day-wise delivery schedule.
- On receipt of ethanol at location as per specification & terms and conditions of contract, location will make Goods Receipt.
- Purchase Order (PO) will be issued by the OMC only after submission of signed purchase agreement along with bank guarantee by the supplier.

11) Quality of Ethanol:

The quality of Ethanol supplied by the Supplier shall be of automotive grade and in strict conformity to IS 15464:2004 or its latest version and to the "Specifications" as provided at **Annexure I**.



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)

Test reports/ quality certificates/ excise certificate duly certified by the competent authority, shall be accompanied with every Ethanol supply.

If the Ethanol offered is not as per Specifications ("Off-Spec"), the Buyer/ OMCs shall have the right to reject such Off-Spec Ethanol. The Buyer/ OMCs shall be further entitled to suspend all deliveries for such period as deemed fit and without prejudice to any of its rights.

12) Measurements

The Supplier will effect delivered supply through sealed calibrated tank-trucks (calibrated by statutory agencies and also complying to all statutory regulations) to Owner's (i.e. buyer/OMC) designated location/(s) as per Owner's delivery schedule and ensure desired quantity and quality at the time of delivery. The supplier will ensure that no malpractice with respect to Ethanol being carried takes place en-route.

The custody of material will transfer from Supplier to buyer's Delivery Location (subject to quantity & quality checks). The rules and procedures of OMC locations will be binding for Tank-Truck and Tank-Truck Crew sent by the Supplier.

The Buyer/ Buyer's representative will check sample from each compartment of the Tank-truck to ensure that same meets desired specification and thereafter take decision regarding acceptance/ rejection of the Truck Load. The decision of the Owner regarding acceptance/ rejection on quality ground will be binding on the Supplier.

The Buyer/ Buyer's representative will take dips of Tank-Trucks on receipt and perform other quantity checks (before & after decanting). In case of any observed shortages/ malpractices, may take any of following actions and Supplier will not object to the same:

- Return the Truck Load, if major shortages are observed
- Book the shortages as observed and deduct the amount from pending bills of the Supplier

If repeated/ major shortages are observed in Truck loads, Buyers will have the right to advise Supplier not to send any particular Truck, Transporter and/or Truck Crew and Supplier will have to abide by the same.



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)

13) Bank Guarantee:

The Seller/ Supplier has to provide an unconditional and irrevocable bank guarantee ("Bank Guarantee") for a sum of Rs. 2 (Two) lakh from a bank accepted by the Buyer/ OMCs and in such form and substance as accepted by the Buyer/ OMCs for the performance of its obligations under this Agreement i.e. supply of Ethanol. The Bank Guarantee shall remain valid until six (6) months after the expiry of the Term.

The Buyer/ OMCs shall have the right to enforce and encash the Bank Guarantee without any demur or protest by the Seller/ Supplier or its bank and without any notice to the Seller/ Supplier in the event of:

The Commercial Supply of Ethanol does not start within a maximum period of 3 years from the date of signing of this Agreement, due to any failure or non-performance of the Seller/ Supplier.

Agreement is terminated upon breach by the Seller/ Supplier of any provision(s) of this Agreement.

14) TRANSPORTATION:

The Seller/ Supplier shall be responsible for transportation of Ethanol from the Ethanol Plant to the designated location(s) of the Buyer/ OMCs.

Transportation rate of Ethanol will be as per rates decided and declared by Buyer/ OMCs from time to time.

15) PAYMENT TERMS:

The Supplier shall sell Ethanol to the OMCs at Total Supply Price as applicable and OMCs shall pay the Supplier the same. Invoices shall provide details of all applicable taxes included in the invoice amount.

OMCs shall make payments to the Supplier Account / Escrow Account in Indian Rupees, under this Agreement, within twenty one (21) Business Days from the date of receipt of original invoice.

Currently, GST @ 5% is applicable on Ethanol which is used for blending in Petrol under the EBP Program. Reimbursement of tax will be given at the rate of prevailing tax as per Govt. norms.



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)

16) INTEGRITY PACT:

Bidders shall also have to essentially sign an Integrity Pact (IP) for participating in this EOI.

Proforma of Integrity Pact (IP) of IOCL, BPCL, HPCL has been uploaded as integrity pact (IP) form in technical bid form section. Bidder shall be 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. The salient points to be noted in regard to IP are:

- If the bidder has been disqualified from the EOI/ tender process prior to the award of the contract in accordance with the provisions of the Integrity Pact, BPCL/IOCL/HPCL shall be entitled to demand and recover from vendor, Price reduction amount by forfeiting the EMD/Performance Guarantee as per provisions of the Integrity Pact.
- If the contract has been terminated according to the provisions of the Integrity Pact, or if BPCL is entitled to terminate the contract according to the provisions of the Integrity pact, BPCL/IOCL/HPCL shall be entitled to demand and recover from vendor, Price reduction amount by forfeiting the Performance Guarantee amount as per provisions of the Integrity Pact.
- Bidders may raise disputes/complaints, if any, with the nominated Independent External Monitor whose name/ address/ contact numbers are as given below along with contact details of BPCL representatives.

NAME & ADDRESS OF BPCL REPRESENTATIVE

Name of Procuring Officer(PO)	Manoj K.	To be contacted for:
email ID	rajeshgehot@bharatpetroleum.in manojk@bharatpetroleum.in	Clarifications/ Details
Office Address	BPCL, Central Procurement Organization (Mktg), A-Installation,	Regarding this 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)

	Sewree-Fort Road, Sewree (E), Mumbai - 400015	
Contact Number	022-24176416; +919950100035 022-2417 6133; +918017523189	

Only in case of any complaints regarding the EOI/ EOI Conditions, please contact Independent External Monitors (IEM), details of them are given along with IP document.

IEM details of IOCL and HPCL will be provided in the Purchase Order. The responsibility of IEMs of BPCL will be from period starting from publishing of EOI to award of contract for IOCL, BPCL and HPCL and post award contract for BPCL only. The responsibility of IEMs of IOCL & HPCL will come in to effect only after placement of contracts by IOCL & HPCL.

17) HOLIDAY LISTING: Bidders who do not honour the Letter of Intent/ Fax of Award /Contract / Purchase order issued by OMCs may be put on Holiday List for a period of one year. Bidders on the blacklist/holiday list of BPCL/IOCL/HPCL or OIL PSE (Public Sector Enterprise) shall not be considered in this EOI.

18) ANTECEDENTS CERTIFICATE: Supplier/ Vendors shall engage only such TT (Tank Trucks) crew whose Antecedents has been verified and certificate issued by Police. This will be verified by locations for entry of Ethanol TT crew into OMC location.

19) For the Operational Safety of the location & Enroute Safety of the Tank Truck, supplier is required to provide all the Safety fittings, as per applicable Petroleum Rules implemented by the Government. If the TT are found without required safety fitting, it may not be decanted & returned to the supplier.

In case any discrepancy is observed in the vehicle and /Or its documents presented to OMC's during the currency of the contract, following penal action shall be taken.

S. No.	Particular	Action
--------	------------	--------



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)

1.	Has indulged in malpractices such as wrong calibration, alteration of standard fitting etc. of the vehicle	1 year holiday listing of vehicle
2.	Has submitted fake, false or forged documents / certificates for vehicle	1 year holiday listing of vehicle

20) The quantities given in the EOI are only indicative. OMCs reserves the right to change the Quantity requirement for any of the location based on the prevailing situation during currency of the contract.

21) OUTSTANDING DUES TO OIL COMPANIES: All outstanding payments to OMCs with respect to past tenders/EOIs have to be settled by the vendor / recovered by OMCs from the amount payable or by encashing BG unless the matter is sub-judice.

22) The vendors who are on the holiday list of BPCL and/ or IOCL and/ or HPCL and/ or any other OIL PSE will not be considered.

23) The bidder is expected to examine all instructions, forms, attachments, terms and specifications in the EOI document. The entire EOI document together with all its attachments/amendments thereto, shall be considered to be read, understood and accepted by the bidder. Failure to furnish all information required in the EOI document or submission of a bid not substantially responsive to the EOI documents in every respect will be at risk of the bidder and may result in the rejection of the bid. The bidder scope of supplies as specified in the material requisition shall be in strict compliance with the scope detailed therein and in the bid document.

24) Grievance Redressal Mechanism: Bharat Petroleum Corporation Limited (BPCL) has developed a Grievance Redressal Mechanism to deal with references/ grievances, if any, that are received from bidders who participated / intends to participate in the EOI. The details of the same are available on our website www.bharatpetroleum.in

In the event of any dispute or difference relating to the interpretation and application of the provisions of commercial contract(s) between Central ` Public



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)

Sector Enterprises (CPSEs)/Port Trusts inter say and also between CPSEs and Government departments/organizations (excluding disputes concerning railways, income tax, customs and excise departments*), such dispute or difference shall be taken up by either party for its resolution through Administrative Mechanism for Resolution of CPSEs Dispute (AMRCD) as mentioned in DPEOM number four (1)/2013-DPE(GM)/FTS-1835, dated 22.05.2018.

*The exclusion will also include disputes concerning GST, State Level Sales Tax/VAT etc. though not mentioned explicitly.

25) QUERIES AND CLARIFICATIONS: Any query or clarification with regard to this EOI may please be referred to below address & phone nos. on any working day during office working hours:

Procurement Manager / GM Procurement
Central Procurement Organisation (Mktg)
Bharat Petroleum Corporation Ltd,
'A' Installation, Sewree Fort Road, Sewree (East),
Mumbai - 400 015.
Phone: 91-22-24176416/9950100035/22-24176133/8017523189/
Fax : 91-22-24117878
E Mail : rajeshgehlot@bharatpetroleum.in
manojk@bharatpetroleum.in;

26) GOVERNING LAWS: The laws of Union of India shall govern all matters concerning the EOI. The courts at Mumbai, India shall alone have the jurisdiction to adjudicate any issue arising related to the EOI or the selection process.

27) BPCL/IOCL/HPCL reserves the right to accept or reject, any or all bids received at its sole discretion without assigning any reason whatsoever.

28) It shall be understood that every endeavour has been made to avoid errors which can materially affect the basis of the EOI and the successful vendor shall take upon himself and provide for risk of any error which may subsequently be discovered and shall make no subsequent claim on account thereof.



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)

Any clarification on e-EOI/ training / uploading of document on e-procurement site, our service provider M/s ETL may be contacted on below numbers:

(i) M/s. ETL Help Desk No. : 079-68136871/861/854/0120-2474951/033-24293447 Email: support@bpcleproc.in

Mr. Harshal Sapkale: Contact No. : 022-2417-6419/ +91 - 6351896637,
E-mail: mumbai.support@eptl.in

Name : Sapkale Darshan, Contact No. : 022-2417-6233 / +91 7020200564
Email ID : mrsupport@eptl.in

Mr. Mohnish Gore : Email : mohnish.gore@eptl.in

(ii) Contact for any queries / clarifications on EOI technical specifications / commercial points and other terms and conditions of the EOI:-

Mr. Rajesh Gehlot, Procurement Manager, CPO (Mktg.),
CONTACT NO: 91-22-24176416, 9950100035
EMAIL: rajeshgehlot@bharatpetroleum.in

OR

Mr. Manoj K, General Manager, CPO (Mktg.)
CONTACT NO: 91-22-24176133, 8017523189
EMAIL: manojk@bharatpetroleum.in