



INVITATION FOR BIDS (IFB)  
FOR  
MECHANICAL WORKS  
FOR LUBE MODERNIZATION & BOTTOM UPGRADATION (LMBU)  
PROJECT  
OF  
HPCL, MUMBAI REFINERY, INDIA  
BIDDING DOCUMENT NO.: AKG/C068-000-MR-T-3001/1010  
(DOMESTIC COMPETITIVE BIDDING)



**1.0 INTRODUCTION:**

1.1. Hindustan Petroleum Corporation Limited (HPCL) Mumbai Refinery was established in 1954. HPCL Mumbai Refinery (MR) is currently operating at a capacity of 9.5 MMTPA, post MREP Phase- I project completion. The refinery is equipped for production of the Lube oil Base Stock (LOBS) along with conventional petroleum products like LPG, Naphtha, Kerosene, MS, ATF, Diesel, Bitumen, etc.

Mumbai Refinery is planning to expand its LOBS production capacity by implementing a new Lube Modernization & Bottom Upgradation project (LMBU). The LMBU project shall consists the following:

- 1.1.1. IHCD (Integrated Hydrocracker with a Catalytic De-waxing section) unit having design capacity of 550 KTPA. Licensor for Integrated hydrocracker catalytic dewaxing unit (IHCD) unit is Chevron Lummus Global (CLG).
- 1.1.2. SDA (Solvent Deasphalting) unit in order to upgrade the low value Vacuum residue to DAO (FCC feed) and Pitch (along with flux to make Bitumen) having design capacity of 850KTPA. Licensor for Solvent Deasphalting (SDA) unit is Kellogg Brown and Root (KBR).
- 1.1.3. Amine Regeneration Unit (ARU) to cater to the amine requirement of IHCD.
- 1.1.4. Sour Water Stripper (SWS) Unit for treatment of sour water generated from IHCD and SDA.
- 1.1.5. Utilities and Offsites (U&O) for Feed/Products routing and storage & utilities requirement.
- 1.2. HPCL has appointed Engineers India Limited (EIL) as the Project Management Consultant (PMC) services for their Lube Modernization & Bottom Upgradation (LMBU) project. EIL shall be the PMC for IHCD & SDA unit and Engineering Procurement and Construction Management (EPCM) for ARU, SWS and balance of plant (Utilities & offsites).
- 1.3. EIL on behalf of HPCL, invites e-Bids for [Subject Work](#) under a single stage two part bid system (collectively referred to as "Bidding Process") from the competent Bidders with sound technical, commercial and financial capabilities meeting the Qualification Criteria as stated in Clause No. **5.0** below.

**2.0 BRIEF SCOPE OF WORK:**

The detailed Scope of Work is defined in the Technical Section of the Bidding Document.

**3.0 TIME SCHEDULE FOR COMPLETION:**

The Time Schedule for completion of this Work shall be 18 Months from the date of issue of Letter of Acceptance (LOA).

4.0 SALIENT FEATURES OF BIDDING DOCUMENT:

S. NO.	SALIENT FEATURES		DETAILS				
a)	Site Visit	:	<p>At <b>1000 Hrs. IST on 16.04.2026</b> at Hindustan Petroleum Corporation Limited (HPCL), Mumbai Refinery, PO Box No.18820, BD Patil Marg, Old Corridor Road, Mahul, Mumbai-400074, India.</p> <p><u>Contact Details:</u></p> <table border="1" data-bbox="756 521 1406 1133"> <thead> <tr> <th data-bbox="756 521 1078 589">HPCL</th> <th data-bbox="1078 521 1406 589">EIL</th> </tr> </thead> <tbody> <tr> <td data-bbox="756 589 1078 1133"> <p>HPCL Mumbai Refinery,</p> <p>Mr. Sumit Bansal- Chief Manager</p> <p><a href="mailto:sumitbansal@hpcl.in">sumitbansal@hpcl.in</a></p> <p>+91-22- 22038249</p> <p>Mr A. Gowri Sankararao- DGM</p> <p><a href="mailto:agsankararao@hpcl.in">agsankararao@hpcl.in</a></p> <p>022-22038970</p> </td> <td data-bbox="1078 589 1406 1133"> <p>Mr. Biswanath Gauda, DGM, (Projects)</p> <p><a href="mailto:biswanath.gauda@eil.co.in">biswanath.gauda@eil.co.in</a></p> <p>Phone: 0124-289 2421</p> </td> </tr> </tbody> </table>	HPCL	EIL	<p>HPCL Mumbai Refinery,</p> <p>Mr. Sumit Bansal- Chief Manager</p> <p><a href="mailto:sumitbansal@hpcl.in">sumitbansal@hpcl.in</a></p> <p>+91-22- 22038249</p> <p>Mr A. Gowri Sankararao- DGM</p> <p><a href="mailto:agsankararao@hpcl.in">agsankararao@hpcl.in</a></p> <p>022-22038970</p>	<p>Mr. Biswanath Gauda, DGM, (Projects)</p> <p><a href="mailto:biswanath.gauda@eil.co.in">biswanath.gauda@eil.co.in</a></p> <p>Phone: 0124-289 2421</p>
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b)	Bidding Document & subsequent Addendum/ Corrigendum (if any) available on Website for viewing & downloading	:	<p>The Detailed IFB along with Qualification Criteria, Integrity Pact and Bidding Document both Commercial Part and Technical Part can be viewed/ downloaded from the e-tendering website: <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a> .</p> <p>The details for accessing the tender shall also be available on EIL website <a href="http://tenders.eil.co.in">http://tenders.eil.co.in</a>. &amp; on HPCL website <a href="http://www.hindustanpetroleum.com">www.hindustanpetroleum.com</a></p>				
c)	Period during which Bidding document can be viewed & downloaded from Website	:	Refer <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a>				
d)	Last date of Receipt of Bidder's Queries for Pre-Bid Conference	:	<p>For last date for submission of queries, refer <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a></p> <p>Queries to be submitted on e-tendering website: <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a></p> <p>Bidder to note that queries submitted through any other mode shall not be considered by EIL/HPCL.</p>				

S. NO.	SALIENT FEATURES		DETAILS
e)	Pre-Bid Conference (Date, Time and Venue)	:	Refer <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a> . through Virtual mode by following link-  <a href="#">Meeting Link</a>
f)	Last Date and time of submission of e-Bids on e-Tendering website  (Bid Submission End date/Bid Submission Due Date/Bid Due Date)	:	Refer <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a>
g)	e-Tendering website for Submission of e- Bid	:	Central Public Procurement Portal (CPPP) website: <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a>
h)	Online Opening of Techno-commercial (Unpriced) e-Bids	:	Refer <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a>
i)	Contact Persons	:	a) Mr. Abhishek Kr. Singh, AGM (SCM) E-mail: <a href="mailto:abhishek.singh@eil.co.in">abhishek.singh@eil.co.in</a> Tel. No.: +91-11- 26762830 b) Mr. Vivek Dixit, AGM (SCM) E-mail: <a href="mailto:vivek.dixit@eil.co.in">vivek.dixit@eil.co.in</a> Tel. No.: +91-11- 26762828 c) Mr. Amit Kumar Gupta, GM (SCM) E-mail: <a href="mailto:amitkr.gupta@eil.co.in">amitkr.gupta@eil.co.in</a> Tel. No.: +91-11- 26762890
j)	Cost of Bidding document	:	Not Applicable
k)	Earnest Money Deposit (EMD) / Bid Security	:	<b>INR 111.02 Lakhs</b>  <b>Bidder to also refer Clause No. 12.0 of Instructions to Bidder (ITB)</b>
l)	Opening of Priced Bids	:	On the date & time to be intimated later on to the qualified and acceptable bidders.
m)	Reverse Auction (RA)	:	Not Applicable
n)	Bid Validity	:	Offer shall be valid for 120 days from the bid due date / extended bid due date.
o)	Communication address for submission of documents, in hard copy	:	Mr. Amit Kr. Gupta, GM (SCM-C&P)

S. NO.	SALIENT FEATURES	DETAILS
		Engineers India Ltd, EI Bhawan, 1, Bhikaji Cama Place, New Delhi-110066 (Bidding Document No. _____)

- 4.1 If any of the dates indicated at **Sl. No. 4.0 e) & h)** above happens to be a declared holiday/closed day in EIL-New Delhi, the next working day shall be considered.
- 4.2 All Amendments/Addendums/Corrigendum, time extension, clarifications, etc. shall be uploaded in the above mentioned e-tendering website only and shall not be published in Newspapers. Bidders should regularly visit the above website to keep themselves updated and submit their Bid based on the latest information/instructions hosted in e-tendering website.
- 4.3 Bidder shall submit all their requests for extension of Bid submission date (if unavoidable) and/or any queries prior to and/or during the pre-bid meeting. Owner/EIL may at its sole discretion extend Bid submission due date on such written requests.
- 4.4 However, request for extension of Bid submission date received from any bidder with less than Seven working days prior to bid submission due date shall generally be ignored, since there will not be adequate time for proper communication with the Owner and Bidders.

**5.0 BIDDER'S QUALIFICATION CRITERIA (BQC):**

Bids may be submitted by:

- a) Sole bidder: a single person (Sole Proprietorship) or entity;
- b) A newly formed incorporated joint venture (JV) which has not completed 3 financial years from the date of commencement of business till last day of the month previous to the one in which bids are invited;
- c) Subsidiaries / Affiliates of Indian or foreign companies.

Bidder to meet the minimum qualification criteria as outlined below:

**5.1 BIDDER'S QUALIFICATION CRITERIA (BQC)- TECHNICAL**

- 5.1.1 Bidder shall have experience of having successfully carried out and completed "Similar Works" during the last 7 years ending last day of the month previous to the one in which bids are invited (i.e. enquiry published on e-tendering portal), which experience should be of value any one of the following:

a) One "Similar Works" of value not less than (INR)	Or	Or
	b) Two "Similar Works" each of value not less than (INR)	c) Three "Similar Works" each of value not less than (INR)
14,162.51 Lakhs	8,851.57 Lakhs	7,081.26 Lakhs

“Similar Works” shall mean “Mechanical Works involving fabrication & erection of Piping and Equipment erection in “Process Unit in Hydrocarbon / Fertilizer Sector” or “Process Unit in combination with any other utilities / offsite facilities within the same complex in Hydrocarbon / Fertilizer Sector”.

**Notes:**

- (i) If the Past Reference submitted by Bidder includes equipment Supply component more than 30% of Completed value, the equipment Supply portion of Past experience shall not be considered for above criteria.

If the Past Reference submitted by Bidder includes equipment Supply component less than 30% of Completed value, the Completed value of Past experience shall be considered for above criteria.

Bidder shall be required to submit declaration with respect to component of equipment supply portion along with relevant documents in support of Bidders declaration for assessment of supply component.

- (ii) The works carried out by Bidder for Mounded Bullets, Spheres, Storage Tanks, Cross Country Pipeline Laying Works, shall not be considered as relevant experience to meet the above criteria under Mechanical Works.
- (iii) The value of Insulation & painting work, if part of work order, shall be considered as part of Mechanical Work for evaluating the BQC.
- (iv) For the purpose of qualification, above Similar Works shall be considered for Contracts/Work Orders against which awarded work is completed on or before last day of the month previous to the one in which bids are invited. Wherever, Commissioning / Commissioning assistance is involved, Mechanical Completion shall be considered as completion of Contract.
- (v) For arriving at the executed value(s) of “Similar Works”, the value of work executed shall be brought to current costing level by enhancing the actual value of work at simple rate of seven percent per annum, calculated from the date of completion of Contract to the date of un-priced bid opening.
- (vi) The respective values mentioned above shall be relaxed by 15% for Micro and Small Enterprises (MSEs) bidders.
- (vii) Currency Conversion Factor for Order Value for Orders / Contracts submitted towards qualification criteria:

Order value(s) [including Change Order (if any)] in multiple currencies shall be converted to equivalent INR at the exchange rate of SBI bill selling rate as on the date of award of such order for main Order and date of award of change order for Change Order (if any), submitted by bidder for qualification.

In case, the SBI Bill Selling rate is not available as on the date of conversion as specified above for respective cases, the currency conversion rate shall be taken from the Internet, such as:

<https://www.xe.com/currencyconverter>, <https://www.oanda.com/currency/converter>, <https://economictimes.indiatimes.com/markets/forex/currency-converter>

**5.2 DOCUMENTS TO BE SUBMITTED BY THE BIDDER FOR MEETING BQC**

- i) Work order.

- ii) Completion Certificate by Owner / End User / PMC indicating the executed value and date of completion of the contract. Bidder may also submit duly certified Final / RA bill / Certificate issued by Owner / End User / PMC etc., if completion certificate does not contain details to substantiate BQC requirements.
- iii) Other documents, as applicable, required for fulfilment of the various provisions of the BQC/IFB.
- iv) Bidder claiming to be a Micro or Small Enterprises (MSEs) for the purpose of availing relaxation in Bidder Qualification Criteria as per IFB shall submit Udyam Registration Certificate.
- v) Document required for bid submitted by newly formed and incorporated joint venture:
  - Certificate of incorporation issued by Registrar of Companies (ROC) to establish date of commencement of Business.
  - Undertaking as per Annexure-2A by constituent member/promoter who fulfills each Bidder Qualification Criteria
- vi) Document required for Subsidiaries / Affiliates of Indian or foreign companies:
  - Certificate of registration of Indian Subsidiary/ Affiliate issued by Registrar of Companies (ROC).
  - Parent Company Guarantee as per Annexure-2B.

### 5.3 FINANCIAL CRITERIA

#### 5.3.1 ANNUAL TURNOVER:

The average annual financial turnover as per the audited annual financial results during the last 3 financial years, should be at least INR 5,310.94 Lakhs.

Note:

- a. The value mentioned above shall be relaxed by 15% for Micro and Small Enterprises (MSEs) bidders.
- b. Calculation of Annual Turnover: Turnover shall be taken as Revenue from operation as stated in audited annual Financial Statement of the Bidder, excluding other Income.

#### 5.3.2 NET-WORTH CRITERIA:

The Net-worth of the Bidder should be positive as per the audited annual financial results of immediate preceding financial year. Bidder with negative net worth will not be considered barring PSUs approved by HPCL.

Note:

Calculation of Net-Worth: Net worth calculation: Net worth means paid up share capital, Share Application Money pending allotment\* and reserves# less accumulated losses and deferred expenditure to the extent not written off. Net worth shall be calculated using the following formula:

# Reserves to be considered for the purpose of net worth shall be all reserves created out of the profits and securities premium account but shall not include reserves created out of revaluation of assets, write back of depreciation and amalgamation.

\*Share Application Money pending allotment will be considered only in respect of share to be allotted.

Description		Values <in Currency>	Reference (Page no., Clause etc.)
Paid up Share capital (A)	:		
Add: Share Application Money pending allotment (B)	:		
Add: Reserves (As defined above) (C)	:		
Less: Accumulated Losses (D)	:		
Less: Deferred Revenue Expenditure to the extent not written off (E)	:		
<b>Net Worth (A+B+C-D-E)</b>	:		

### 5.3.3 WORKING CAPITAL:

Working Capital should be at least INR 1,180.21 Lakhs as per the audited annual financial results of immediate preceding financial year.

If the bidder's working capital is negative or inadequate, then the Indian Bidder shall submit a letter from any scheduled commercial bank in India (other than co-operative bank) having net worth not less than INR 100 crores (or equivalent in USD), confirming the availability of line of credit for working capital mentioned herein above.

In such a case, Bidder shall furnish a declaration from the bank for availability of unutilized fund-based line of credit for the required value as explained above in the format enclosed as [Annexure-1 to this IFB](#). The letter shall provide the status of Fund based Line of Credit as on any date between the date of Enquiry and final Bid Due Date.

#### Notes to Working Capital:

- a) Currency for seeking the amount of line of credit from the bank shall be as stipulated above.
- b) Declaration letter for the shortfall of working capital shall be from a single bank only. Letters from multiple banks will not be acceptable. However, banking syndicate will also be allowed wherein a group of banks can jointly underwrite and jointly lend money to the bidder. In case of banking syndicate also, declaration letter for meeting the working capital shall be from a single bank only.
- c) If any bidder is not meeting the working capital requirement from its audited Financial Statement, Bidder has the option to submit the line of Credit certificate from their banker along with the bid. After opening of bids, in case the bidder is not meeting the required working capital amount even from the line of credit certificate submitted alongwith the bid, no further opportunity shall be given to bidder to modify or replace the certificate by any subsequent certificate from the same bank or any other bank.

However, if the bank certificate submitted in the bid is carrying certain inaccuracies in the language of the certificate as per the format enclosed in the tender, bidder shall be asked to clarify or make corrections in the language of the bank letter. In case of such clarifications/corrections, the same shall be submitted as an amendment to the line of credit from the bank submitted in the bid. In no case alterations in the amount of line of Credit as already submitted in the bid shall be allowed.

- d) If any bidder is not meeting the working capital requirement as per its audited Financial Statement and also has not submitted the required line of credit certificate from bank in

the bid, the bidder shall be rejected and no opportunity to submit the certificate shall be provided to bidder.

e) Wherever bids are obtained through e-tendering, bidder shall be required to upload the copy of line of credit certificate along with the bid on the e-tendering portal itself, duly signed by a digital signature. The bidders shall not be required to submit the original of the line of credit certificate to EIL/Owner separately.

f) **CALCULATION OF WORKING CAPITAL:** Working Capital shall be Current Assets minus Current Liabilities.

**i. Where Current assets means asset when it satisfies any of the following criteria:**

- it is expected to be realised in, or is intended for sale or consumption in, the company's normal operating cycle\*;
- it is held primarily for the purpose of being traded;
- it is expected to be realised within twelve months after the reporting date; or
- it is cash or cash equivalent unless it is restricted from being exchanged or used to settle a liability for at least twelve months after the reporting date.

**ii. Where Current Liabilities means liabilities when it satisfies any of the following criteria:**

- it is expected to be settled in the company's normal operating cycle\*;
- it is held primarily for the purpose of being traded;
- it is due to be settled within twelve months after the reporting date; or
- the company does not have an unconditional right to defer settlement of the liability for at least twelve months after the reporting date. Terms of a liability that could, at the option of the counterparty, result in its settlement by the issue of equity instruments do not affect its classification.

\*An operating cycle is the time between the acquisition of assets for processing and their realisation in cash or cash equivalents. Where the normal operating cycle cannot be identified, it is assumed to have a duration of twelve months.

**iii. Bidders such as Partnership/Proprietorship firms are required to submit the following details from their Statutory Auditor/Chartered accountant.**

**Table 1**

Sl. No. (1)	Particulars (2)	Value as on Balance sheet date (INR) (3)	Amount Receivable/ Due within 12 months from balance sheet date or as per above definition of current assets and current liabilities (4)
<b>A</b>	<b>Assets which are not classified as current assets</b> in the Balance sheet.		
	a. Loans and Advances	XXXXX	XXXXX
	b. Investments (Including Fixed Deposits)	XXXXX	XXXXX
	c. Other asset which are not classified as current assets	XXXXX	XXXXX
		<b>TOTAL (a+b+c) (X)</b>	<b>XXXXX</b>
<b>B</b>	<b>Liabilities which are not classified as current liabilities</b> in the Balance sheet.		
	a. Secured Loans	XXXXX	XXXXX
	b. Unsecured Loans	XXXXX	XXXXX
	c. Provisions	XXXXX	XXXXX
	d. Other Liabilities which are not classified as current Liabilities.	XXXXX	XXXXX
		<b>TOTAL (a+b+c+d) (Y)</b>	<b>XXXXX</b>

**Table 2****WORKING CAPITAL**

S.no.	Particulars	Amount
<b>A</b>	Current Assets as per Balance sheet	XXXXX
<b>B</b>	Add:- Amount as per (X) of Table 1.	XXXXX
<b>C</b>	<b>Total Current Assets (A+B)</b>	XXXXX
<b>D</b>	Current Liabilities as per Balance sheet	XXXXX
<b>E</b>	Add:- Amount as per (Y) of Table 1.	XXXXX
<b>F</b>	<b>Total Current Liabilities (D+E)</b>	XXXXX
	<b>Working Capital (C-F)</b>	XXXXX

5.3.4 Financial BQC parameters shall be calculated after giving effect to the impact of quantified and qualified Auditor's opinion (if any) given in the Statutory Auditor's Report.

**5.4 DOCUMENTS TOWARDS QUALIFICATION OF FINANCIAL CRITERIA:**

- a) Bidder shall submit complete audited annual financial statement along with auditor's reports, audited balance sheets and profit & loss accounts statement and all schedules of the preceding 3 (Three) financial years. In case complete set of audited annual financial

statements (auditor's reports, audited balance sheets and profit and loss account) for the immediate preceding financial year is not available for Bid closing date, the Bidder has an option to submit the audited financial statement of the three previous years immediately prior to the last financial year as per following provisions:

In case, the financial year closing date is within 9 months of bid due date and audited annual report of immediate preceding financial year is not available, bidder has the option to submit the financial details of the three previous years immediately prior to the last financial year. Otherwise, it is compulsory to submit the financial details of the immediate three preceding financial years.

Example, in case, audited annual report of immediate preceding financial year (year ending 31st March) is not available and where bid closing date is up to 31st December, the financial details of the three previous years immediately prior to the last financial year may be submitted. However, in case the bid closing date is after 31st December, it is compulsory to submit the financial details of the immediate three preceding financial years only.

- b) Any shortfall information/ document on Audited Annual Reports/ Financial Statements of the Company, audited and issued on or before the final bid due date may be sought through CQs but bidder shall not be allowed to submit the Financial Statements of the Company audited & issued after the final bid due date and time. Accordingly, Financial Statements of the Company audited & issued post final bid due date and time shall not be considered for evaluation.
- c) Submission of Consolidated Audited Financial Statement:

**Bidder is a Parent/Holding Company:** Where only consolidated Audited Financial Statements are prepared and audited, which includes the financial details of their wholly owned subsidiaries etc., consolidated audited financial statement shall be considered for establishing the financial criteria subject to Statutory Auditor/ CEO/ CFO/ Company Secretary or any member of the Board of Directors of the bidder, certifying that standalone Financial Statements of bidder (without the financial data of subsidiaries, etc.) is not separately prepared and audited.

**Bidder is a Subsidiary Company:** In case a Bidder is a Subsidiary Company and separate Financial Statements of the Bidder is not prepared & audited, but only a consolidated audited Financial Statements of their Parent Company/Holding Company are available, consolidated audited Financial Statement shall be considered for establishing the financial criteria subject to Statutory Auditor/ CEO/ CFO/ Company Secretary or any member of the Board of Directors of the Parent/Holding company (whose Audited Financial Statements are submitted for qualification) certifying in their letterhead that Financial Statements of Bidder are not separately prepared and audited.

- d) Bidder shall ensure that the certificate/reports issued/attested by practicing Chartered Accountant (CA)/Statutory Auditor in India shall contain Unique Document Identification Number (UDIN) of the CA, without which these Certificates/ reports shall not be considered for evaluation.

## 5.5 GENERAL NOTES TO BQC:

5.5.1 No BQC relaxation is applicable for Start-ups.

5.5.2 **Bidder's past experience as a Leader or Member of a Consortium/JV shall be considered acceptable**, provided his scope in that Consortium/JV meets the requirement stipulated in the subject BQC under evaluation.

In case, the PTR of Consortium/JV experience submitted by the Bidder meets the similar work without indicating the division of scope of work in terms of specific activities and associated value

of work between the Consortium/JV members, but only the division of scope in terms of percentage share is indicated, in such case the completed value shall be arrived at after considering percentage share of each member, for the purpose of BQC evaluation.

**5.5.3 A job completed by a Bidder as a Sub-Contractor shall be considered for the purpose of meeting the experience criteria of BQC**, provided the appointment of sub-contractor was authorized and subject to submission of following documents in support of meeting the "Bidder's Qualification Criteria":

- a. Copy of Work order along with schedule of rates issued by main contractor.
- b. Copies of completion certificates from the End User/ Owner/ PMC and also from the Main Contractor. The completion certificates shall have details like work order no. / Date, brief scope of work, ordered & executed value of the job, completion date etc.

However, in case bidder is not able to furnish the completion certificates from the End User/ Owner/PMC in his name, then he shall furnish a copy of the approval by End User/Owner/PMC for engaging the bidder as a sub-Contractor.

#### **5.5.4 Experience of Own Projects**

A job executed by a Bidder for its own plant/projects shall not be considered as experience for the purpose of meeting the Qualification Criteria of the Enquiry document.

**However, Jobs executed for Subsidiary/ Fellow Subsidiary / Holding company shall be considered as experience for the purpose of meeting BQC, subject to submission of additional document towards "tax paid invoice(s) duly certified by Statutory Auditor of the Bidder or consolidated statement issued by Statutory Auditor of the Bidder towards payments of statutory tax" in support of the job executed for Subsidiary/ Fellow subsidiary / Holding company.**

**In case referred Project falls under "No Tax Area" (like SEZ), Bidder can submit certificate from their Statutory Auditor to this effect in place of Tax paid invoice.**

Chartered Accountant (CA) (in place of Statutory Auditor) is acceptable where audited accounts are not mandatory as per law for latest financial year. Also CA shall not be an employee/ Director and not having any interest in the Bidder's company/Firm.

**5.5.5 In case, two separate Bidders submit reference of same work (wherein one was Main Contractor and the other was Sub-Contractor)** for meeting Bidder Qualification Criteria, both Bidders' experience shall be considered for qualification subject to Bidder's meeting other qualification requirements.

**5.5.6** For experience based on EPC/LSTK/Multidisciplinary works: In case bidder has executed EPC/LSTK/ multidisciplinary works which includes the Qualifying work(s) as per the definition of "Similar Works", then the value of such qualifying work(s) out of the total value of EPC/LSTK/multi- disciplinary works shall be considered for the purpose of evaluation.

Documents to be submitted by Bidder in case of experience based on EPC/LSTK works: In the event the qualifying requirement of "Similar Works" cannot be ascertained from the work order/ completion certificate submitted by bidder, copy of relevant pages of Contract or Copy of relevant pages of final bill certified by Owner/Consultant or letter from their Owner/Consultant specifying the executed value(s) of "Similar Works" can be submitted for qualification to establish the value of "Similar Works".

However, if the above document could not establish the value of "Similar Works", Billing Schedule/ Billing Break-up approved by Owner/ Consultant can also be considered for establishing the value of "Similar Works"

5.5.7 **In case a Bidder submits PTR having job awarded for multiple Parts in single Work Order** having separate completion schedule for each Part, and the Bidder wants to get qualified based on the completion of One or more Parts (irrespective of whether all Parts under the same work order are completed or not), which meets the subject BQC value-wise and with respect to Similar Work, the same may be considered subject to the completion certificate with executed value of that/those Part(s) from the Owner/End User/PMC for that/those Part(s).

However, where multiple-Parts work is awarded under different Work Order(s) having different Work Order reference number(s) with the same Enquiry Document No., cumulative value of such completed Work Orders meeting definition of Similar Work, as submitted, shall be considered for the purpose of BQC Evaluation.

5.5.8 **Taxes & Duties in Commercial Experience Criteria:**

The executed Contract Price as per the Completion Certificate shall be considered for meeting Commercial Experience Criteria of BQC. However, if the completion certificate also indicates details of taxes & duties, then these values of taxes & duties shall be excluded for evaluation.

5.5.9 Bidder are required to submit all such past experience (s) (PTR) meeting the BQC along-with relevant supporting documents in the first instance itself, along-with the bid. Accordingly, only such past experience(s) shall be considered for qualification, details of which are provided in the Bid by the Bidder and/or out of the list of Similar Work experiences specified in the Bid in the relevant Bidding Forms of ITB (with or without submitting relevant qualification documents), and subsequently no additional past experience (PTR) which is not referred at all in the Bid in specific location, shall be permitted to be submitted by the Bidder and the Bid shall be evaluated in the following manner:

- a) In case, a Bidder does not meet the BQC based on experience documents (copy of work order, completion certificate, performance certificate etc. as more specifically mentioned in the BQC) submitted by the Bidder in support of meeting the BQC, Bids shall be rejected in case of "No Deviation Bid" without issuing TQs/CQs. However, in case CQs/ TQs are issued, Bidders can be allowed to submit additional documents for any of the work out of the past experience(s) (PTR) list already submitted along with the Bid in the relevant bidding form of ITB, to support their meeting the BQC.
- b) No additional past experience(s) (PTR) (not specified in the list already provided by the Bidder in their Bid) shall be considered from the Bidders, since this would amount to substantive change in the Bid.

5.5.10 If the Bidder cites any reference of a job executed for EIL/Owner / some other Owner through EIL and the Bidder is not able to furnish documentary evidence, Owner/ EIL may consider the internal records of Owner or EIL (as the case may be).

5.5.11 Unincorporated Joint Venture (JV) / Consortium Bids shall not be accepted.

## 6.0 **ELIGIBILITY TO BID**

6.1 In addition to eligibility conditions specified under [Clause of ITB](#), fulfilment of Eligibility criteria and certain additional conditions in respect of each of the above types of bidders are stated below:

- a) The bidder (including an incorporated JV which has completed 3 financial years after date of commencement of business) shall fulfil each Bidder Qualification Criteria (BQC).
- b) In case the bidder is a newly formed and incorporated joint venture and which has not completed three financial years from the date of commencement of business, then either the said JV shall fulfil each Bidder Qualification Criteria (BQC) or any one constituent member/ promoter in such a JV shall fulfil each Bidder Qualification Criteria (BQC). If the bid is received with the proposal that one constituent member/ promoter fulfils each Bidder Qualification Criteria (BQC), then this member/promoter shall be clearly identified and he/it shall assume all

obligations under the contract and provide such comfort letter/guarantees as may be required by the Owner. The guarantees shall cover inter alia the commitment of the member/ promoter to complete the entire work in all respects and in a timely fashion, being bound by all the obligations under the contract, an undertaking to provide all necessary technical and financial support to the JV to ensure completion of the contract when awarded, an undertaking not to withdraw from the JV till completion of the work, etc. and to be provided as per **Annexure-2A**.

- c) Subsidiaries / Affiliates of Indian or foreign companies which are registered in India and having manufacturing facilities or establishment towards providing services in India are allowed to participate in this tender, subject to meeting the local content provisions as per the MII clause enclosed with the tender. Such entities can participate either on the basis of their credentials (Technical or Financial) or on the basis of the credentials (Technical or Financial) of their parent/ affiliate company, as per the BQC requirements applicable for this tender. If credentials of parent/ affiliate are sought to be relied upon, then the Indian subsidiary must meet the other BQC, either Technical or Financial. Moreover, the parent/affiliate will also provide suitable Guarantees to ensure completion of the work in all respects and to be provided as per **Annexure-2B**.

In case the parent / affiliate company is from a country which shares a land border with India, then the subsidiary / affiliate company will be eligible to bid in this tender only if the parent / affiliate company is registered with the Competent Authority constituted by the Department for Promotion of Industry and Internal Trade (DPIIT).

- 6.2 Parties who are affiliates of one another can decide which affiliate will make a bid. Only one affiliate may submit a bid. Two or more affiliates are not permitted to make separate bids directly or indirectly. If 2 or more affiliates submit a bid, then any one or all of them are liable for disqualification.

“Affiliate” of a Party shall mean any company or legal entity which:

- a) controls either directly or indirectly a Party, or
- b) which is controlled directly or indirectly by a Party; or
- c) is directly or indirectly controlled by a company, legal entity or partnership which directly or indirectly controls a Party. “Control” means actual control or ownership of at least a 50% voting or other controlling interest that gives the power to direct, or cause the direction of, the management and material business decisions of the controlled entity.

## 7.0 **AUTHENTICATION (SELF-CERTIFICATION) AND VERIFICATION OF BIDDER’S BQC DOCUMENTS**

### 7.1 **Bidder’s Prime Responsibility**

- i. It is bidder’s prime responsibility to submit genuine and authentic documents. No amount of checking or verification by the EIL/Owner shall absolve bidder from his responsibility. Under the “Guidelines for Holiday listing-Banning of Business Dealing”, policy of Owner, the punishment for such an action is clearly mentioned. Moreover, the Bidding Document additionally indicates other actions against the bidder like encashment of EMD or CPBG depending upon the stage of discovery of the fraud/ false documentation.
- ii. The bidder’s organisation is responsible for any and all actions of their employees and any claims seeking to pin point the blame on some employee of bidder and attempting to absolve the bidder’s organisation will not be entertained.
- iii. The bidder must also note that the EIL/Owner reserves the right to proceed based on acceptable offers (who have submitted authenticated documents in line with the mechanism given below) and reject outright the other bids which have some shortcoming including non-submission of authenticated documents. The bidder shall therefore submit the authenticated documents along

with the offer itself and in case of rejection of his bid shall not have any right to seek another opportunity for submission of authenticated documents.

## 7.2 Mechanism for bidder's certification regarding Authenticity of BQC Documents

In order to lend credibility and instill confidence in the procurement process, the mechanism for bidder's certification regarding authenticity of BQC documents has been prescribed as under:

- i. Bidder shall furnish an undertaking in the format as per **Annexure-3 to this IFB** towards the authenticity of submitted BQC Documents, duly signed by the authorized signatory of Bidder holding Power of Attorney for signing of Bid. Proprietorship/ Partnership firms shall submit the undertaking, duly signed, respectively by the Proprietor/ any two Partners.

## 7.3 Verification of Bidder's Credentials by EIL/Owner

- i. Documents submitted by the successful Bidder for meeting the BQC shall be verified from the original document issued by the authority or from issuing authority. This may be carried out by EIL/Owner by verifying original documents available with the bidder or through e-mail / letter or visit to document issuing authority. Bidder shall provide complete assistance towards the same. It shall also be the responsibility of the bidder to assist EIL/Owner in carrying out this exercise.

Accordingly, bidder shall ensure that bidder shall submit those executed works meeting the qualification criteria for which they can arrange such verification from their respective Clients.

- ii. Bidder to note that if verification gets delayed due to some reasons, payment shall not be released till verification is complete.
- iii. Failure of cross verification shall entitle EIL/Owner to reject the bid or terminate the Purchase Order / Contract, if issued.
- iv. Verification shall be undertaken as per the common prudence / common sense of day to day working and despite all the above checks, if frauds of forensic nature take place, same shall be treated under different category.
- v. In case the BQC documents have already been verified by EIL/HPCL for any other enquiry/ tender, the same may also be considered verified on the strength of previous verification and accepted by EIL/HPCL. However, in such case, bidder shall indicate in their bid that PTR documents submitted in this bid has already been verified by EIL/HPCL from Bidder's Client in tender no. \_\_\_\_\_ for project \_\_\_\_\_.
- vi. In case bidder's supporting documents are not in English language and, bidder also submits duly certified translated documents, verification from document issuing authority shall be carried out only for the original documents issued by the Client.

## 8.0 SUBMISSION OF BID

- 8.1 The Bid submitted online in the e-tendering website as stated in **clause 4.0 g)** shall only be considered for evaluation and subsequent ordering. Bidders are required to enrol on the e-Procurement module of the above-mentioned e-tendering website (URL: <https://eprocure.gov.in/eprocure/app>). No enrolment fee would be charged from the bidders. It may also be noted that the price details are required to be filled & submitted only on the Schedule of Price format downloaded from above mentioned e-tendering website. Physical Bids/ Offers or Bids sent through Fax/E-Mail or in any other electronic mode shall not be accepted. The Bids submitted through above mentioned e-tendering website shall only be considered for evaluation and ordering.

Bidders in their own interest are requested to upload/submit their bid well in time. In the event of failure in bidder's connectivity with the above mentioned e-tendering website during the last few

hours, bidder is likely to miss the deadline for bid submission. Due date extension request due to above reason may not be entertained.

Bidders to refer Instruction to Bidders for e-Tendering Methodology provided in the Bidding Document. Bidders are requested to get acquainted with the e-Tendering System in advance and obtain/seek clarifications, if any from CPP Portal Helpdesk.

## 9.0 BASIS OF OFFER AND PLACEMENT OF ORDER

9.1 Evaluation shall be carried out considering Bidder's quoted price (excluding GST as 100% input credit of GST is available to the Owner) and GST compensation cess, if applicable. The Technically & Commercially acceptable qualified bid with the lowest evaluated price will be considered for award.

9.2 Purchase Preference:

- a) Purchase Preference for Public Procurement Policy on Procurement of Goods and services from Micro and Small Enterprises (MSEs) Order 2012 shall not be applicable.
- b) The subject enquiry is issued on domestic basis. Hence, as per "Public Procurement (Preference to Make in India) (PPP-MII) Order, 2017" revised and issued by DPIIT vide Order No. P-45021/2/2017-PP-(BE-II) dated 19.07.2024, only Class-I Local Supplier and Class-II Local Supplier (for definition, refer order) shall be eligible to bid.

Public Procurement (Preference to Make in India) (PPP-MII) [Eligibility and Conditions]: Purchase Preference as per "Public Procurement (Preference to Make in India) (PPP-MII) Order, 2017" revised and issued by DPIIT vide Order no. P-45021/2/2017-PP-(BE-II) dated 19.07.2024, shall be applicable only for Class-I Local supplier. (**Refer respective clause of ITB for Policy details**).

9.3 Owner reserves the right to conduct price negotiation with L1 bidder.

10.0 For terms and conditions and other details, refer complete Bidding document and subsequent Amendment(s), if any.

For & on Behalf of HPCL  
(Authorized Signatory)

Amit Kr. Gupta  
GM (SCM-C&P)  
E-mail: [amitkr.gupta@eil.co.in](mailto:amitkr.gupta@eil.co.in)  
Tel. No.: +91-11- 26762890  
Engineers India Limited