

**PRE-TENDER MEET ON 22.05.2026 at 1100 HRS (IST) FOR**

**SCADA SYSTEM  
FOR  
VISAKH RAIPUR PIPELINE PROJECT OF HPCL**

**CONTACT PERSONS: -**

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**ONLINE MEETING LINK: -**

<https://teams.microsoft.com/meet/47896972813222?p=jn0bkSfS94PLApvR1i>

**1.0 INTRODUCTION:**

M/s Hindustan Petroleum Corporation Ltd. (HPCL), a Maharatna Company owns and operates Refinery at Visakhapatnam, Andhra Pradesh.

HPCL has undertaken Visakh Refinery expansion to augment the capacity from current 5.9 MMTPA to 13.7 MMTPA. As a part of the evacuation of additional quantity of petroleum products it is proposed to transport Motor Spirit (MS), High Speed Diesel (HSD), Superior Kerosene Oil (SKO) & Pipeline Compatible Kerosene (PCK) to Raipur terminal. For pushing the product, pumping stations are required at Visakhapatnam, Rayagada and Kantabanji locations of VRPL.

**2.0 PURPOSE OF PRE-TENDER MEET:**

To facilitate a comprehensive dialogue between the prospective Contractors and EIL/HPCL wherein all issues pertaining to Scope, Time schedule, specifications and other terms & Conditions are discussed in detail so that the Contractors and EIL/HPCL are aligned to each other **(Attached as Annexure to this invitation)**.

Representative attending the pre-tender meet should be senior & competent enough to discuss the matters related to subject work. Draft BQC (Technical, Commercial & Financial) and Scope of work as attached with this Invitation for the subject work shall also be presented during Meeting.

Bidder shall acknowledge this notification and confirm participation on above e-mail ids.

This notification does not construe that participating bidder shall be qualified for the subject tender. Qualification and techno-commercial acceptability of the bid shall be strictly as per bid submission and evaluation of respective bids, as per provisions of Bidding Document.

We solicit your participation in the above meeting. Interested agencies are requested to confirm their participation on above e-mail ids along with official name, contact details (email & mobile no.) and submit the Financial Details (as per the Format enclosed herewith), through e-mail on or before the date of the meeting.

**Amit Kr. Gupta  
General Manager (SCM-C&P)  
Engineers India Ltd.**



## ANNEXURE TO PRE TENDER MEET



### 1.0 INTRODUCTION

M/s Hindustan Petroleum Corporation Ltd. (HPCL), a Maharatna Company owns and operates Refinery at Visakhapatnam, Andhra Pradesh.

HPCL has undertaken Visakh Refinery expansion to augment the capacity from current 5.9 MMTPA to 13.7 MMTPA. As a part of the evacuation of additional quantity of petroleum products it is proposed to transport Motor Spirit (MS), High Speed Diesel (HSD), Superior Kerosene Oil (SKO) & Pipeline Compatible Kerosene (PCK) to Raipur terminal. A cross-country pipeline of around 541 km shall be laid from Visakh Refinery to Raipur terminal for transporting petroleum products.

Engineers India Ltd. (EIL), New Delhi has been appointed the Engineering, Procurement, and Construction Management (EPCM) Consultant for this project. EIL, invites e-bids under Single Stage Two Part Bid System, for the subject enquiry from eligible bidders with sound technical and commercial capabilities meeting the Bidder Qualification Criteria (BQC) stated in **Clause No. 4.0** below.

### 2.0 DELIVERY SCHEDULE:

Supply: All items shall be delivered **within 180 Days on FOT Site basis** from the date of Award/LOA.

The date of receipt of item at designated warehouse/ site shall be considered as the date of delivery.

**Site-Work:** 90 Days from the date of site readiness. 15 (Fifteen) days advance intimation shall be given regarding site readiness.

### 3.0 SCOPE OF SUPPLY:

Bidder's broad scope of supply and work shall comprise of design, engineering, manufacturing, supply, testing at works, installation, integration, site testing, commissioning, site acceptance testing, site support during warranty and post warranty maintenance of SCADA system along with Remote Telemetry Units (RTUs) (~21nos.) and DMR SIL 2 PLC (~2000 I/O's) (02 No.) and DMR SIL 2 PLC (~900 I/O's) (01 No.) for the Visakh Raipur Pipeline SCADA System (~540.6 km of Multiproduct Pipeline passing through the states of Andhra Pradesh, Odisha and Chhattisgarh) consisting of SCADA Master Control Station (SMCS) at Vizag DT and Emergency control center (ECS) at Raipur RT

An integrated Application Software (APPS) (RTTM/RTSA) system for Visakh Raipur Pipeline shall also be required to facilitate leak detection & location along with other supplementary modules.

**For further details, bidder to refer technical section of bidding document.**

### 4.0 Not Used

## 5.0 **BIDDER QUALIFICATION CRITERIA (BQC)**

5.1 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
- c) Subsidiaries / Affiliates of Indian or foreign companies

Details for fulfilment of Eligibility criteria and certain additional condition in respect of each of the above type of bidder shall be applicable as per clause 6.0 below.

## 5.2 **TECHNICAL CRITERIA**

5.2.1 Bidder shall be a manufacturer of SCADA based control system (consisting of SCADA System software and RTU) and PLC system.

5.2.2 Bidder shall have executed with single point responsibility including design, engineering, manufactured, assembly, factory acceptance testing of the system, supply, installation, integration, commissioning, site testing, trial run and site support of the following system in Hydrocarbon industry like Hydrocarbon Pipeline(s) or Production/ Distribution Network in last seven (7) years in India:

i) SCADA System with minimum sixteen (16) nos. of RTUs along with SCADA software in a single order,

**OR**

ii) SCADA System with minimum twelve (12) nos. of RTUs with SCADA software each in two orders,

**OR**

iii) SCADA System with minimum eight (8) nos. of RTUs along with SCADA software each in three orders.

**AND**

i) PLC system with minimum Two (2) nos. of PLC with minimum 500 hardware I/O in a single order.

**OR**

ii) PLC system with minimum one (1) no. of PLC system with minimum 300 hardware I/O each in two orders

5.2.3 For Leak Detection System based on Application Software APPS (Real Time Transient Model RTTM / Real Time Statistical Analysis RTSA) the bidder or the APPS (RTTM/RTSA) sub vendor, proposed by the bidder shall have designed, engineered, integrated, tested, conducted factory acceptance testing of the system, supplied, site testing and commissioning of at least one (1) contract with RTTM (Real Time transient modelling) or RTSM (Real Time Statistical Modelling) based Leak detection system for Hydrocarbon industry like Hydrocarbon Pipelines or Production/ Distribution Network, in the last seven (7) years in India.

In case, bidder has engaged an APPS sub vendor, then bidder, as part of offer, shall furnish a written agreement, between the Bidder and APPS sub-vendor with active personnel involvement for their areas of responsibilities for executing the contract wherein APPS (RTTM/RTSA) sub vendor shall assume complete responsibility and involvement with the bidder in all phases of work including design, engineering, procurement, assembly, integration, activities pertaining to APPS system and SCADA & APPS interfacing, testing (FAT & SAT), commissioning, performance guarantee,

warranty, and post warranty comprehensive annual maintenance of the respective Leak Detection System.

This Agreement shall be signed by corporate level authorized representative of both (SCADA vendor and Leak Detection System vendor).

5.2.4 The make and model/series of the offered SCADA System, DMR SIL 2 PLC system, RTU and APPS (RTTM/RTSA) System respectively shall be from existing manufacturing range of suppliers and shall have been supplied at least one unit each in last three (03) years from 31<sup>st</sup> March of last Financial Year.

5.2.5 The make and model /series of the offered SCADA System, DMR SIL 2 PLC system, Remote telemetry units (RTU) and APPS (RTTM/RTSA) system and each should have completed a period of minimum one (01) year after commissioning.

5.2.6 Bidder shall have its own necessary infrastructure / set up in India to provide support for testing & commissioning and post order support for SCADA based control system and PLC system.

Bidder on its own shall have carried out such after-sales support services from its Indian establishment for at least one SCADA based control system and PLC system installed in India which should have completed minimum one (01) year after commissioning.

5.2.7 The above clauses shall be read in conjunction

**Note1:** The seven (7) Years and one (1) year mentioned in clause 5.2.2, 5.2.3, 5.2.5 and 5.2.6 shall be reckoned from the last day of the month previous to the one in which enquiry is issued.

**Note2:** Criteria for prior experience will be relaxed by 15% for Micro and Small Enterprises subject to meeting the prescribed quality and technical specification of the tendered items

### 5.3 DOCUMENTS REQUIRED WITH BID:

5.3.1 Bidder shall complete and submit the following enclosed with the bidding document to establish that the bidder meets the Bidder Qualification Criteria as per clause no. 5.2 of this document along with supporting documents.

Following documents shall be provided by the bidder along with the bid against BQC requirements:

- i) Experience Record Pro-forma (ERP)
- ii) The bidder shall provide Purchase Order (PO) copies, completion certificate and reference/ contact details of the end user where the job has been performed to amply prove that bidder meets the SCADA System BQC.
- iii) Written agreement, between the Bidder and APPS sub-vendor with active personnel involvement for their areas of responsibilities as per clause 5.2.3.

5.3.2 Completion/execution certificate should cover all scope as defined in the Clause (with cross reference of the mentioned PO) in the name of bidder/sub-vendor (in case of APPS system). (If the quantity and services not indicated in the PO/client certificate; then bidder must furnish the scope of work/approved BOM/any relevant documents to comply the BQC requirements along with certified site measurement by client/PMC).

5.3.3 **Service Back-up Facility:** Bidder shall have service backup facility in India of its own or through their subsidiary/Indian arm. Bidder has to submit the details of Service facility available in India.

5.3.4 **Necessary Proven facilities certification:** Certifications from any third-party certifying agencies or ISO certificate indicating scope of work for the said services.

## 5.4 BIDDER QUALIFICATION CRITERIA (BQC) - FINANCIAL

### 5.4.1 TURNOVER

Average Annual Financial Turnover during the last 3 years, ending 31st March of the immediate preceding Financial Year, should be at least, as per the table below:

For Group(s)/ Schedule(s)	Required Minimum Average Turnover
GROUP A	09.63 Cr

#### Note:

- a. The above criteria as per **Clause 5.4.1** shall be relaxed by 15% for Micro and Small Enterprises.
- 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.

### 5.4.2 NETWORTH

Bidder's Net worth as per their Audited Annual Financial results in the immediate preceding Financial Year shall be positive. Bidders with negative net worth will not be considered barring PSUs approved by Owner.

### 5.4.3 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) Financial Statements of the Company audited & issued post final bid due date shall not be considered for evaluation.
- c) 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.
- d) **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.

- e) 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.

#### 5.4.4 CALCULATION OF TURNOVER AND NET WORTH

- a) **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>	:		

- b) **Turnover:** Turnover shall be calculated **excluding other Incomes.**

#### 5.5 GENERAL NOTES TO BQC

5.5.1 No BQC relaxation is applicable for Start-ups.

5.5.2 Bidders 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. Only such past experience(s) shall be considered for qualification, details of which are provided in the Bid by the Bidder as per **clause 5.3 above** (with or without submitting relevant qualification documents). Bid shall be evaluated in the following manner:

- a. Bid not meeting the BQC criteria is liable to be rejected.
- b. HPCL/EIL reserves the right to seek additional documents towards any Purchase Orders cited in the Unpriced bid.

- c. No additional past experience(s) (PTR) cited by Bidder after opening of Unpriced bids shall be considered.

#### 5.5.3 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.

#### 5.5.4 CURRENCY CONVERSION FOR EVALUATION OF BQC:

Currency Conversion in case of BQC document other than in Indian Currency/specified Foreign Currency shall be as follows:

- (a) In case currency indicated in the BQC related document (work order/completion certificate etc.) submitted by Bidder is other than in Indian Currency/, the value of work shall be derived to Indian Currency considering "**Bill Selling (foreign exchange) Rate of State Bank of India**" as on the **date of award of such order for main Order and date of award of change order for Change Order (if any)**.
- (b) 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>)

- 5.5.5 Indian 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.

## 6.0 ELIGIBILITY TO BID

### 6.1 Fulfilment of Eligibility criteria and certain additional conditions in respect of each of the above types of bidders as mentioned under **clause 5.1** above 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 of 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 2H**.
- 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 2I**.

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. It is clarified that if one or more affiliates are submitting bid, it shall not be considered as multiple bids submitted by affiliates as long as different affiliates quotes for different item/schedule/group. If 2 or more affiliates submit a bid for same Group/ Schedule/ Part, all such bids shall get disqualified.

“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.

- 6.3 The bidders who are on Black-list /Holiday list / Suspension list/ Banning list/ Delisted list/ Negative list of EIL/HPCL as on the due date / extended due date of submission of Bid / during the process of evaluation of the bids, the offers of such bidders shall not be considered for bid opening/ evaluation/ Award.

In addition, Bidder(s) shall give a declaration that they have not been suspended or banned or delisted or blacklisted or put on holiday list by GeM or any government or quasi-Government agencies or PSUs. If a bidder has been banned by GeM or any Government or quasi-Government agencies or PSU, this fact must be clearly stated and it may not necessarily be a cause for disqualification. If this declaration is not given, the bid will be rejected as non-responsive.

For the purpose of above clause Bidder shall mean the Sole Bidder / Incorporated Joint Venture (IJV) /Any member of IJV including Bidder’s Parent / Subsidiaries / Affiliates, on whose credentials the stipulated Bidder Qualification Criteria is being met.

## 7.0 Not Used

## 8.0 BASIS OF OFFER AND PLACEMENT OF ORDER

- 8.1 Evaluation and award shall be done on Bottomline basis with lowest evaluated price for complete MR (inclusive of GST) quoted on GeM portal, after Reverse Auction (RA). Accordingly, Bidder must submit/ quote all items of material requisition (MR).In case bidder does not submit quote for any item, its offer shall be disqualified.

Reverse Auction (RA) shall be conducted, with all techno-commercially acceptable Bidders through "Bid to RA" option available on GeM portal and as per Terms of RA in GeM. In accordance with GeM RA system, the highest price quoted bidder (H1 bidder) shall not be eligible to participate in RA process and his bid will be automatically rejected by the GeM system.

For & on Behalf of HPCL

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Amit Kr. Gupta  
GM (SCM-C&P)  
Engineers India Limited

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