



REPLY TO BIDDER'S PRE-BID QUERIES

SUPPLY OF COATING MATERIALS

OIL TENDER NO. - SGG4356P18 (TE REFERENCE NO. P.010416 R11050 001)

Owner - Oil India Ltd. (OIL)

Consultant - Tractebel Engineering Pvt. Ltd.

Pre-bid meeting held on 17.04.2017

Date: 31.07.2017

Sl. No.	Tender Page No.	Clause No /Description	Bidder's Query/Clarification	OIL/TE Reply
1	100007/ 100015	19.0 / Delivery Schedule	<p>Delivery schedule tight time schedule for first call of 1st Lot. Bid document P.10416 R11050 001</p> <p>The delivery time for the first call of 1st Lot is extremely tight within 4 weeks after having received Letter of Award (LOA) to expedite to FOB Shipping Port. Date of Bill of lading should be considered as date of delivery. As you have to load and transport the goods to the harbour, the bidder will have max. 2-3 weeks of production. To be able to meet this schedule, it is needed that the L/C becomes operative within only a few days after confirmation of LOA. This seems not to be a realistic scenario. If this time will be exceeded, the delivery time will be shifted accordingly. We kindly ask for your confirmation.</p>	Refer Corrigendum # 6
2	11 of OIL Booklet	10.7 / Performance Security of Section-A "Instruction to Bidders"	<p>Validity period of Performance security</p> <p>According to the delivery schedule and the specification under 10.6 OIL's BOOKLET REF. MM/GLOBAL/E-01/2005 for E-PROCUREMENT ICB TENDERS the validity of performance security will be 18 month from the date of shipment / dispatch, i.e. April 2021. Please confirm or advise correct date.</p>	The validity of performance security will be 18 month from the date of delivery of last consignment. Tender conditions prevails.
3	100085	2.3 / Bid Rejection Criteria and Bid Evaluation Criteria	<p>Bid evaluation criteria – financial</p> <p>Is it allowed for a manufacturer from the EU to submit its balance sheets and profit loss account in EURO instead of USD or INR?</p>	<p>Yes.</p> <p>OIL / PMC will convert EURO amount into USD based on exchange rate published by State Bank of India on 1st working day after closing date of financial statement of bidder.</p> <p>Tender conditions prevail.</p>
4	100084	2.2 / Bid Rejection Criteria and Bid Evaluation Criteria	<p>We would like to inform you that we (Raychem) are authorised exclusive distributor of M/s. Amcorr, USA in India. As a part of our agreement with M/s. Amcorr (Viscoaq), they cannot participate in Indian Tenders directly and Raychem RPG is authorised for the same.</p> <p>We signed agreement in 2015 and our similar request was accepted by IOCL already in one of their earlier released Tenders (PO Copy from IOCL attached). So we request you once again to allow Raychem RPG to participate in this tender on Technical credential of M/s. Amcorr as we are very much willing and interested to participate in the Bidding Process of said tender. We also would like to inform you that we are meeting Financial Criteria of Tender by our own and hence we hope to have your kind consideration on our request.</p> <p>Also this will be beneficial for Oil / Tractebel as mentioned below:</p> <ul style="list-style-type: none"> • This will allow fair Competition and more Bidders who will participate in the bidding activity. • This will eliminate Single Bidder Scenario and you will get more competitive along with fierce Pricing during bidding stage. • Many Reputed & Quality conscious companies can participate in the bidding through their Indian Representatives / Distributors. • OIL / Tractebel will have Local Indian Contacts / Companies for all their post order communication & Technical support even if the principal manufacturer is abroad. • Raychem is a Trusted Brand name and already serving Oil & Gas Sector for a long time now hence this will give us an equal & fair opportunity to bring quality products in India Market. <p>We would like inform you that IOCL floated a tender for Viscoelastic coatings last year with similar BEC conditions. We brought the fact to IOCL that M/s. Amcorr cannot bid directly in India. They understood the matter and allowed us to bid on technical credentials of Amcorr. Finally we got the order in Dec 2016 worth 11 Cr. We are attaching PO copy and corrigendum (PI refer page 3 of 5) issued by IOCL for your kind reference.</p> <p>We request you to kindly Accept & Confirm our above request enabling Raychem RPG (Exclusive Distributor) to participate in this tender on technical credentials of M/s. Amcorr, USA (Manufacturer).</p>	<p>The Bidder shall have to meet both Technical BEC as well as financial BEC.</p> <p>Tender conditions prevail.</p> <p><i>SKaupa</i> <i>TE-IN.</i></p>



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5	100003	6.0/Standard Note	Please clarify if the original bid bond / performance bond can be issued directly to OIL India Limited from the corresponding bank in India.	Please refer clause No.6 on page No. 100003 of tender document. Tender conditions prevail.
6	100023	Price Schedule for Foreign Bidder	Please confirm if GBP currency is acceptable.	Please refer SOR. Prices are to be quoted in USD / EURO by foreign bidder. Tender conditions prevail.
7	100084	2.2.2 / Bid Rejection Criteria and Bid Evaluation Criteria	Single Order Value - Please confirm if single order values exceeding USD 128,000.00 will be acceptable. Our technical proposal is a tailored system with a combination of our submerged / wet & buried products as per copy PO's supplied during pre-tender meetings by our representative	Bidder to ensure that value of quoted materials covered in any single order must be equal to or more than the value mentioned in clause No.2.2.2 of Page No.100084 of tender document. Tender condition prevail
8	100007	19.0 /Delivery Schedule/Notice Inviting Tender	Mode of Payment - As stipulated in MM/GLOBAL/E-01/2005, under 'Section B' paragraph 8.2, payment terms would be under L/C. In line with that mode of payment only when the L/C is advised to the beneficiary and workable could the materials be despatched. Considering that the Delivery Period for the 1st shipment, under Lot 1, is required '4 weeks of LOA date' - where the Delivery Date is considered as the date goods shipped on board - it's conceivable that the L/C may not be established & workable in time to meet the stated Delivery Period. a. We request that for Foreign Bidders the Delivery Period is from 'L/C advised date' which will be stated on the original L/C issued to the beneficiary.	Bidder to note that LC will be established only after receipt of CPBG and unconditional acceptance of Order. Bidder to plan accordingly. Tender Conditions prevail. Refer Corrigendum # 6 for revised delivery schedule.
9	100085	2.3 / Bid Rejection Criteria and Bid Evaluation Criteria	Audited Balance Sheet - under Technical Document, 'Annexure-BB' paragraph 2.3.3, we are requested to convert the figures to the tender currency INR / USD using the prevailing conversion rate on the date the audited balance sheet is signed. a. Please confirm what date of 'signing' is referred too; either year end date or date when signed by company MD.	Bidder to note that year end date shall be considered. Tender conditions prevail
10	100084	2.2 / Bid Rejection Criteria and Bid Evaluation Criteria	We have been selling the products in India for the past 30 years to various Oil & GAS Companies in India – OIL India Ltd, Indian Oil, BPCL, HPCL, Reliance, ONGC GAIL etc.. The above products have been used practically on every single pipeline project in India. Under Part of Make in India Campaign, Our Indian Facility at Baroda would also be operational for supply in future, accordingly we propose to supply partial quantities from our US/Mexico and Indian Facilities for this tender under the same quality management / technology systems as Self For Life, USA / Mexico. Hence the bidding entity shall be SFL India Pvt Ltd who will supply 3ply / 2ply cold applied tapes from manufacturing located in USA / Mexico / India as per OIL India specification. The QA/QC shall be conducted at respective plants and final inspection shall be conducted at SFL India testing laboratory which is equipped to conduct testing as per ISO 21809 Part 3 / EN 12068 We wish to request following amendments in the proposed BQC for (3ply / 2ply cold applied tapes) to enable us to participate in the tender as follows: We are requesting OIL India Limited to allow SFL India bid for the tender. SFL India meets the financial criteria but not the technical criteria. This request is being based on the merit that bot SFL India and SFL BVBA are subsidiaries of Berry Plastics INC USA. Similar request was made in a recent large value size tender of Indian OIL for 3ply / 2ply tape and amendment to the BEC requirement was made by IOCL. Copy of the corrigendum of the IOCL tender is attached herewith for ready reference	Tender conditions prevail 