



EOI No: EOI/IGL/BD/Allied/01

Dt: 29.10.2021

INDRAPRASTHA GAS LIMITED

Invitation for Expression of Interest for Partnering with Indraprastha Gas Limited (IGL) for Setting-up a CNG Compressor Manufacturing facility in India

INDRAPRASTHA GAS LIMITED, a leading City Gas Distribution company in India invites proposal from Parties (referred thereof as “Potential Partner”) engaged in the field of manufacturing of CNG Compressor, for partnering with IGL (referred thereof as “Client”) for setting up a CNG Compressor manufacturing facility in India and providing the ancillary services including compressor packaging and associated services.

1. Indraprastha Gas Limited (IGL), termed as Client in this document is a joint venture company of GAIL (India) Limited, Bharat Petroleum Corporation Limited (BPCL) and Govt. of NCT of Delhi (GNCTD). IGL is engaged in City Gas Distribution of natural gas under two business segments – Piped Natural Gas (PNG) to domestic, commercial and industrial consumers and Compressed Natural Gas (CNG) to variety of vehicles as automotive fuel. IGL is one of India's leading natural gas distribution company and has a large network of CNG Stations, Commercial & Industrial Gas customers, as well as domestic PNG connections. Besides consolidating its position in existing areas of operation, IGL has been entering into new geographical areas for development of City Gas Distribution network. For details, please visit client’s website: www.iglonline.net
2. IGL is committed to further consolidate its leader position as the clean energy solution provider through customer centricity, innovative technology and diversification, with international presence. IGL has annual turnover of over US\$ 725 Million (March 2021). IGL started its journey more than 20 years back and has been successful in its mission of providing greener energy solutions and pollution-free environment.
A brief about the current operational status (as on 30/09/2021) of IGL in CNG Segment:
 - CNG Compression capacity: ~8.8 million kg/day
 - No. of CNG stations: above 600
 - No. of CNG vehicles in Delhi, Noida, Greater Noida, Ghaziabad, Hapur, Muzaffarnagar, Shamli, Meerut, Kanpur, Fatehpur, Hamirpur, Rewari, Gurugram, Karnal and Kaithal: ~1.3 million



3. Government of India is giving thrust to “*Aatma Nirbhar Bharat*” (self-reliant India) and as well to natural gas and intends to make India as a self-reliant gas-based economy. In this background, landscape of City Gas Distribution (CGD) industry is fast changing with coverage of many geographical areas in various parts of the country. The changing CGD scenario would give a boost to IGLs business also.
4. The Client, under its vision and mission of diversification of its business activities, intends to setup manufacturing plant of gas compressor package in India and supply them to CGD and other industries, etc.
5. The brief technical specifications of the Compressor are attached as per **Appendix-A**.
6. The client intends to establish a partnership through Joint Venture/Transfer of Technology or under long term licensing agreement as specified in **Appendix-B**.
7. The prospective Potential Partners are requested to submit the EOI along with requisite information as per the formats specified in **Appendix-C (C-1 TO C-2)**. The Potential Partner are requested to carefully read **Annexure-I (Instructions to Potential Partners)**.

Proposals are invited from Potential Partners (PP) as per following eligibility criteria / requirement:

1. Pre-Qualification Requirements (PQRs):

The Potential Partner (PP) should meet all Pre-Qualification Requirements as mentioned below:

- a. Should have its own global manufacturing facility and capability/manufacturing plant for manufacturing of entire compressor including compressor block, with all IPR/Patents/Third-party rights residing with the Potential Partner ONLY.
- b. Should be willing to invest and/or set-up (through technology transfer) a greenfield manufacturing facility in India, in collaboration and investment from IGL. The facility is expected to serve primarily Indian market however it intends to serve the global markets as well (subject to common understanding between the Potential Partner and Client).



- c. The Potential Partner should have supplied at least 200 numbers of Natural Gas (NG) Compressor packages for CNG applications (output ~250 bar), through three-stage and above compression, over the last 3 years (Refer **Appendix-A** for technical specifications)
- d. Should meet the requirements as per the **Exclusivity Clause** (Clause 4).
- e. Should have positive net worth and positive operating profit from relevant business for the last 3 financial years
- f. Qualification of quoted product/solution will be subject to the applicable notifications, directives and laws as published by the Government of India from time to time

2. The scope of the work:

- a. The potential partner is required to provide technology & support for compressor package solution covering three major components:
 1. Compressor
 2. Prime mover integration, i.e., gas engine or electric motor
 3. Compressor packaging, including priority panel set-up, cooling system, noise-control system, tubing, piping, etc.
- b. The detailed specifications of the compressor are attached as per **Appendix-A**
- c. The Potential Partner is expected to provide the following:
 1. Technical support and transfer of technology for setting-up of manufacturing plant in India for Online compressor package.
 2. Assist in procurement of plant and machinery and its installation, commissioning setup
 3. Hand-holding and operational support for initial period (18 months from commencement of commercial operation) of the facility
 4. Should be willing to invest and/or set-up a greenfield manufacturing facility in India, in collaboration and investment from IGL
- d. Assist client in obtaining all necessary certificates, approvals, permits and clearances required from statutory authorities towards manufacturing and sales of Online Compressor package. (Refer **Appendix-A** for details)



3. Agreement: Client shall enter into a long term partnership/technology tie up with the selected partner.

4. Exclusivity Clause:

During the agreement period, the selected partner will enter in to a binding and definitive agreement exclusively with client and selected partner will not, directly or indirectly:

- i) Solicit, initiate, or encourage submission of any Alternative Proposal of Partnering to any third party in India.
- ii) Assign partnering agreement hereunder to any third party or setup manufacturing facility of online compressor package by himself in India.
- iii) Non-compete agreement by the Selected Partner in India and other international territories, as may be mutually discussed and agreed.

5. Brief Technical Specification of Compressor:

It is not the intent to specify completely herein all the details of technical design and construction of material. However, the material shall conform in all respects to high standards of engineering, design and workmanship and shall be capable of performing in continuous commercial operation in manner acceptable to the purchaser. The brief technical specifications of the Online Compressor are attached as per **Appendix-A**.



ANNEXURE-I

INSTRUCTIONS TO POTENTIAL PARTNERS (ITPP)

1.0 The Notice inviting EOI shall be read carefully and considered while preparing the response. All details are to be made and submitted in accordance with the ITPP. Only suitable parties will be requested for further discussions on the partnership to take the process further and reach to a logical conclusion. Potential Partner needs to self-certify the information submitted and carry an undertaking as per the format provided in **Appendix-D** from their parent company/JV partner/ Consortium

2.0 It shall be understood that these documents are not final documents, and the Client reserves the right to change any or all conditions/information set in this EOI by way of revision, deletion, updating or annulment through issuance of appropriate addendum as the Client deems fit without assigning any reason thereof.

3.0 SCOPE OF WORK

The broad scope of work is described at clause no. 2 of notice inviting EOI. Any other services not specifically mentioned but which are relevant for completion of project are deemed to be included.

4.0 COMPLETION SCHEDULE

The Potential Partner shall propose PERT chart with phase-wise development of the Indian facility. The final timeline, however, will be worked out after discussion with the Client.

5.0 COST OF SUBMISSION OF EOI

All the costs and expenses incidental to preparation of EOI, discussions conferences, meetings, if any, including any discussions, technical and other presentation including any demonstrations, etc. shall be to the account of the Potential Partner and the Client shall bear no liability whatsoever on such costs and expenses.

6.0 CONTENT OF EOI



6.1 The Potential Partners are requested to submit following details along with relevant documentary evidence. However, if potential partner wishes to share additional relevant information then the same may be provided separately during submission of EOI response

a) Letter of Interest with details of the Company/Firm like

- Company Profile,
- Core Strength,
- List of Resources,
- Manpower details,
- Organization Structure,
- Office Locations, Markets (Countries) catered

b) Experience details

- As per **Appendix C2**

c) Financial projections of Online Compressor Packages (proposed plant capacity: ~200 to 500 units per annum) for the proposed project in India

- Project Cost
- Plant Operations & Maintenance Cost (Fixed and Variable)
- If potential partner wants to invest as a JV partner, then shareholding for the JV Structure
- Cash Flows
- Pre-Tax Project & Equity IRR (%)

6.2 The Potential Partner has to confirm that its proposal meets the technical specifications of the compressor as specified in **Appendix-A**

6.3 The Potential Partner should also clearly indicate new design features/new technologies used by them in the previous/existing jobs executed by them.

6.4 Potential Partner to provide list of Plant & Machinery and testing equipment required for the said project

6.5 Potential Partner to provide list / details of Critical components which will be supplied by Potential Partner and what components will be localized to reduce the cost of compressor over a period of time

6.6 The Potential Partner is expected to examine all documents submitted by them. Failure to furnish all information required or submission of a document not substantially responsive in every respect will be at the Potential Partner's risk and may not be considered for further review.



7.0 QUALIFYING REQUIREMENT

- 7.1** Potential Partner to submit the Forms as per **Appendix C1 & C2**
- 7.2** The Potential Partner to attach Certification to meet the technical requirements as per **Appendix-A** from third-party certified agencies
- 7.3** The Potential Partner to confirm that their engineering and design team is familiar with internal codes and standard, as the plant is intended to attain ISO 9001, IS 14001, OHSAS 1800, ISO 10012 Certifications
- 7.4** The Potential Partner to confirm that they have sufficient technical and process specialist for training of newly constructed manufacturing facility for the first three months of stabilization period till it reached full production capacity. This includes testing and calibration setup too.
- 7.5** Potential Partner to ensure that the design of manufacturing shop and further operations and QA/QP training will result in over 98% QA/QP Recorder Accuracy

8.0 CLARIFICATION

The Potential Partner may notify the Client regarding any clarification via email at the Client's email address indicated below.

9.0 ADDRESS FOR COMMUNICATION

All the communication must be addressed as per details given below:

To

Mr. Sanjeev Kumar Bhatia
Vice President (BD, CS & GS)
Indraprastha Gas Limited
IGL Bhawan, Plot No. 4, Community Centre, RK Puram, New Delhi 110022
T (+91) 11 46074885 ; (+91) 11 46074607
Email: iglbdcnp@igl.co.in

10.0 POTENTIAL PARTNER TO APPRISE ITSELF ON:

10.1 Local Conditions

It is imperative for each Potential Partner to get himself fully informed on all local conditions, factors and legislation that may have any effect on the planning & setup of manufacturing plant.



10.2 Site Condition

The location of manufacturing plant shall be shared to selected Potential Partner at an appropriate stage.

10.3 Amendment of scope of work

At any time prior to the deadline for submission of EOI, the Client may, for any reason whether at its own initiative or in response to a clarification requested by a prospective Potential Partner, amend the scope of work, which shall be suitably communicated.

11.0 PREPARATION OF EOI

11.1 Language of EOI

The EOI prepared by the potential partner and all supporting documents submitted along with EOI shall be written in English language. The printed literature furnished by the potential partner may be written in another language is also acceptable, as long as such literature is accompanied by a translation in English language.

11.2 The potential partner shall submit the documentary evidence of in the support of their credentials, which would highlight their adequate financial ability, technical knowledge/ tie-ups, supply-chain management, production and other capabilities require towards setting up of Online Compressor package manufacturing facility in collaboration with client in India.

11.3 The Potential Partner can either be a sole company or Joint venture/ consortium of companies, preferably of relevance for the intended partnership.

11.4 The Potential Partner shall provide satisfactory evidence that he and/or, where applicable, his collaborator/associate/partner(s) of Joint Venture/Consortium:

- (i) is capable of executing the type of work specified and has adequate technical knowledge and relevant experience for setting up of manufacturing facility of Online compressor package in collaboration with client in India
- (ii) Copy of Performance Certificate, Balance sheets, P&L Account, Solvency Certificate from Bankers etc. Copy of Agreement/ Award Letter and completion certificates/payment certificates pertaining to the relevant work and period and



partnership deed/proprietorship certificate/ Article and Memorandum of Association etc, as the case may be depending upon the constitution of the firm

- (iii) does not anticipate a change in Ownership of Client/Control during the proposed period of execution of Work (If such a change is anticipated, the scope and effect thereof shall be defined).
- (iv) has adequate financial stability and capability to meet the financial obligations pursuant to the Works.
- (v) has an established project management organization covering the areas related to engineering and manufacturing of Online Compressor package /systems, interface engineering, procurement of equipment and the necessary field services required for successful completion of work covered in the scope.
- (vi) has established quality assurance system and organization designed to achieve high level of equipment/system reliability, during manufacturing.

Please Note: These documents mentioned in clause no 11.4 can be submitted up to one week after submission of the EOI, in case not submitted along with the initial proposal/EOI.

12.0 SUBCONTRACTORS

The Potential Partner shall include details of all major items of supply or services that it proposes to purchase or sublet and shall give details of the name, their experience, their reference list and nationality of the proposed Subcontractor including Sub-vendors, for each of those items.

13.0 SUBMISSION OF EOI

13.1 Signing of EOI

- i) The EOI must be submitted by the authorized person of the company.
- ii) EOI by a JV/Consortium firm must indicate the details of the partners/members, with the brief **DOR** (Division of Responsibilities) between the partners.



- iii) Satisfactory evidence of authority of the person, submitting the EOI, shall be furnished.
- iv) EOI not conforming to the above requirements of submitting may be disqualified.

13.2 Procedure for submission of EOI

- (i) Proposals may be submitted electronically, indicating clearly the name and address of the Potential Partner.

- (ii) All documents shall be addressed to

Mr. Sanjeev Kumar Bhatia
Vice President (BD,CS & GS)
Indraprastha Gas Limited
IGL Bhawan, Plot No. 4, Community Centre, RK Puram, New Delhi 110022
T (+91) 11 46074885 ; (+91) 11 46074607
Email: iglbdcnp@igl.co.in

14.0 DEADLINE FOR SUBMISSION OF EOI

14.1 The Potential Partner has the option of submitting the EOI by courier or registered post or submitting it in the person and shall ensure that it reaches to the Client by 19-11-2021 before 17:45 (IST).

14.2 The Client may, at its discretion, extend this deadline for submission by amending the documents, in which case all rights and obligations of the Client and Potential Partners will thereafter be subject to the deadline as extended.

NOTE: The Client reserves the right to accept/reject any or all EOIs or cancel/withdraw the EOI without giving any reasons thereof. The Client will not entertain or be liable for any claim for cost and expenses in relation to the preparation of EOI to be submitted.



APPENDIX - A

TECHNICAL SPECIFICATIONS

1.0 BRIEF TECHNICAL SPECIFICATION OF CNG COMPRESSOR PACKAGE

1.	CNG Compressor Package		
2.	Compressor Type	:	Reciprocating (3 stage and above)
3.	Prime mover	:	Natural Gas Engine/Electric motor
4.	Design Parameters	:	Input Gas Pressure
			14-19 Kg/cm ²
			Output Gas Pressure
			~250 Kg/cm ²
			Output Gas Temperature
			=< 55°C
			Average Flow Rate Range
			600 scmh to 2400 scmh
			Design Ambient Temperature
			47°C
5.	Codes & Standards	:	The design, construction, manufacturing, supply, testing and other general requirements of the compressor package equipment shall be strictly in accordance with the applicable API codes, and shall comply fully with relevant National/ International standards, Indian Electricity Act, Indian Electricity Rules, regulations of Insurance Association of India and Factories Act, etc
6.	Safety	:	<p>Potential Partner shall comply with all safety rules & regulations and other applicable statutory and engineering standards pertaining to Piping, Engine, Compressors, Area Classification, Electrical, mechanical and instrumentation logic, Gas Cylinder rules, as applicable in India.</p> <p>The Potential Partner shall be solely liable to obtain and to abide by all necessary licenses from the concern Indian authorities.</p>
7.	Traceability		All relevant documentations should be provided.



8.	Life Expectancy	:	~ 10-12 years

2.0 Additional features/ documents can be submitted by Potential Partner in support to their EOI responses



APPENDIX - B

TECHNOLOGY TRANSFER & LICENSING STRUCTURE

TECHNOLOGY & LICENSING STRUCTURE

The following are the key points for technology transfer and licensing structure:

- The Potential Partner and the Client would enter into a technology transfer, manpower training and licensing agreement, executed under the Laws of India, with Arbitration at a neutral country
- The Potential Partner to provide inputs to detailed project report (bankable feasibility study report), which is intended to be submitted as a part of Client's approval from key stake holders, banks and/or financing institutions, permits and approvals.
- Potential Partner will be required to submit a copy of Business License and attach approval for entering into a technology transfer and licensing agreement at the time of JV agreement.
- Potential Partner to certify that there is no exclusivity to any local partners in the India or the Indian region
- Potential Partner to ensure that all latest technology in hardware or software will be shared with the Client, in the JV, without any additional cost to the Client.



APPENDIX C-1- EXPERIENCE DETAILS

1. Details of the firm/company:

Name	Year of Establishment	Country of Origin	Type of Organization			
			Individual	Partnership	Corporation	Others (please brief)

2. Office / Business Address / Telephone Nos. / Cable Address (Registered Office, Head Office, India Office)
3. Narrative description of the firm including detailed credentials (Use other sheet, if necessary)
4. Financial statement of the last three financial years (Note- In case of Consortium, details of all Consortium partners to be provided separately)

S. No.	Particulars	2020	2019	2018
I	Annual turnover			
II	Total Assets			
III	Current Assets			
IV	Total Liabilities			
V	Current Liabilities			
VI	Net Worth			
VII	Revenue from Relevant Operations			
VIII	Operating Profit (from Relevant Segment)			
IX	Net Profit before Tax			
X	Profit after Tax			
XI	Depreciation			



XII	Equity share capital including premium			
XIII	Current Ratio			

Note: The amount shall be stated in US \$, the exchange rate at the end of the respective accounting year shall be considered and the companies are requested to submit the copies of the relevant audited balance sheets at the later stage.



APPENDIX C-2

EXPERIENCE DETAILS DURING THE PAST THREE (3) YEARS AS MANUFACTURERS/ TECHNOLOGY SUPPLIERS

Name and Address of the License/JV Partner/ Consortium:

S. No.	Description	Manufacturing Facility 1	Manufacturing Facility 2	Manufacturing Facility 3
A	Experience as Technology Supplier (specify as applicable)			
I	Name of License and its production capacity			
II	Brief details of the Business Structure, and Equity Structure			
III	In-house Production – NG Compressor Package			
IV	NG Compressors Package Sales (Nos.)			
V	NG Compressors Package Sales (in US\$)			
VI	Year of Start of Production, if complete; or Status of Manufacturing Setup			
VII	Certifications, Codes & standard compliance			
VIII	Level of automation (Manual/Semi-automatic/fully automatic)			
IX	Type of facility: Owned/JV/ Consortium			



APPENDIX - D

UNDERTAKING BY IPR HOLDER

(ON COMPANY LETTERHEAD)

LETTER OF UNDERTAKING TO BE SUBMITTED BY PARENT COMPANY/JV PARTNER/CONSORTIUM OF THE POTENTIAL PARTNER RESPONDING TO INDRAPRASTHA GAS LIMITED'S EOI FOR SETTING UP CNG COMPRESSOR MANUFACTURING FACILITY IN INDIA

We, M/s _____, confirm that we are OEM and hold the IPR/Patents/Third-party rights for manufacturing of CNG Compressors and would be interested to participate in the EOI floated by IGL for setting up Greenfield CNG Online Compressor manufacturing facility in India.

We have read the notice inviting EOI and confirm to submit our proposal in line with the technical requirements and terms & conditions stated in the notice inviting EOI.

We authorize Mr./Ms. _____ of M/s _____ (if different from OEM) to submit, sign and further to take part in meeting & discussions with IGL on the said EOI on our Behalf.

Mr. /Ms. _____ (details of Authorized person)

Designation: _____

Email: _____

Contact details: _____

Regards

XXXXXXX

(Authorized Signatory of the Company)