

## **Expression of Interest for CNG Mobile Refueling Unit**

### **NOTICE INVITING EXPRESSION OF INTEREST (EOI)**

**Ref.: IGL/EOI/MRU/22.01.2021**

**Date: 22.01.2021**

#### **CNG Mobile Refueling Unit on Own and Operate Model**

**Indraprastha Gas Limited invites offers through Expression of Interest (EOI) from interested parties (“Applicant”) for submitting their proposal for CNG Mobile Refueling Unit on “Own and Operate Model” (Installing, Commissioning, Transportation, Operation & Maintenance model) in the Authorized Geographical Areas of NCT of Delhi, Ghaziabad & Hapur, Gautam Budh Nagar, Meerut, Muzaffarnagar, Shamli, Kanpur District, Fatehpur and Hamirpur Districts (Uttar Pradesh) and Gurugram, Rewari District, Karnal District & Kaithal District (Haryana), Ajmer, Pali and Rajsamand Districts (Rajasthan).**

#### **EOI Details:**

1. EOI is limited to applications from Registered Companies, Partnership Firms, Proprietorship Firms, Registered Societies and Individuals.
2. EOI Schedule shall be as under:
  - a) Period: 22.01.2021 (From 10:00 Hrs) to 22.02.2021 (Up to 17:00 Hrs).
  - b) Last Date for Submission of EOI: 22.02.2021 (Up to 17:00 Hrs).

Indraprastha Gas Limited reserves the right to extend the EOI period and due date for submission, mentioned above.

3. EOI can be downloaded from the website [www.iglonline.net](http://www.iglonline.net) within the above-mentioned period. Any amendment, clarification, corrigendum w.r.t. EOI will be hosted on [www.iglonline.net](http://www.iglonline.net) Applicants should regularly visit this website to keep themselves updated. Any query related to EOI may be submitted online only at Email ID [rachin.kansal@igl.co.in](mailto:rachin.kansal@igl.co.in). Queries/clarifications received in any other form are liable to be unanswered. A written reply from the Indraprastha Gas limited will be suitably given.
4. Indraprastha Gas Limited will not be responsible for any cost or expenses incurred by the Applicant in connection with preparation or delivery of EOI.
5. This Notice inviting EOI neither confirms the right nor an expectation on any party to participate in the proposed EOI. Indraprastha Gas Ltd. reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.

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6. The completely filled & signed EOI, along with requisite documents, to be submitted by Applicant to “*VP(CNG (O&M)), Indraprastha Gas Limited, IGL BHAWAN, Plot no.4, Community center, R.K.Puram Sector 9, New Delhi- 110022*”.

### **(A) Concept**

1. Indraprastha Gas Limited [A joint venture of GAIL (India) Ltd., BPCL & Govt. of NCT of Delhi] is operating CNG stations in the Authorized Geographical Areas (GA) of **NCT of Delhi, Ghaziabad & Hapur, Gautam Budh Nagar, Meerut, Muzaffarnagar, Shamli, Kanpur District, Fatehpur and Hamirpur Districts (Uttar Pradesh) and Gurugram, Rewari District, Karnal District & Kaithal District (Haryana)**. Further, efforts are being made by Indraprastha Gas Limited to start operations in the newly acquired GA of **Ajmer, Pali and Rajsamand Districts (Rajasthan)**.
2. Indraprastha Gas Limited is interested to expand reach of CNG closest to the customers. CNG Mobile Refueling Unit (MRU), is one of the possible & prospective solution for providing CNG filling service closest to the customers. It is envisaged to provide this service through Interested Parties willing to work in the field of CNG Retailing. Interested party needs to own/lease the MRU and operate it within the boundaries of authorized GAs of Indraprastha Gas Limited. Intended Authorized GAs for this EOI are **NCT of Delhi, Ghaziabad & Hapur, Gautam Budh Nagar, Meerut, Muzaffarnagar, Shamli, Kanpur District, Fatehpur and Hamirpur Districts (Uttar Pradesh) and Gurugram, Rewari District, Karnal District & Kaithal District (Haryana) & Ajmer, Pali and Rajsamand Districts (Rajasthan)**.
3. **MRU should consist of following items:**
  - a. PESO approved CNG Cylinder Cascades.
  - b. Provision for dispensing CNG at 200 bar to the Automobiles/Vehicles at all the times.
  - c. Dispensing arrangement with individual arm at 15Kg/min flow (Minimum).

### **(B) Scope**

EOI proposal must be submitted by an applicant with the following clear understanding of the respective scopes:

#### **1. IGL scope :**

- (i) Indraprastha Gas Limited shall be supplying CNG to the Successful applicant, through its own Company Owned Company Operated CNG station or through filling facility of other entity tied up by Indraprastha Gas Limited against submitted payment guarantee with IGL in

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for Bank Guarantee/ Cash Security Deposit (as defined at clause E, other terms & conditions point 'f'). The custody transfer of CNG will be done at the MRU filling point where CNG is refilled. Sourcing of CNG shall be done only from Indraprastha Gas Limited.

- (ii) Indraprastha Gas Limited reserves the right to verify the CNG quality being dispensed through MRU at any point of time.
- (iii) Indraprastha Gas Limited shall be paying the margin to the successful applicant party on per unit CNG sales to MRU.

#### **2. Applicant scope :**

- (i) Ownership of MRU shall be of the successful applicant including capital investment on account of all the equipment, accessories, installation, commissioning, transportation and day to day operation. All expenses against same shall be borne by the successful applicant including Insurance of CNG stock in MRU.
- (ii) It will be the responsibility of the successful applicant to obtain all the applicable statutory approvals such as PESO, concerned Central Government Authorities/ State Government Authorities /District Administration or any other approval depending on the area of operation and subsequent statutory compliances including tax compliances, if any.
- (iii) It shall be responsibility of the successful applicant for regular Operation & maintenance of MRU including arrangement of spare parts etc. and to ensure safe operations at all the times. Any loss towards transmission, compression & dispensing shall be on the account of the successful applicant.
- (iv) Arrangement for Land to park MRU safely, power supply, transportation and other utilities/facilities requirement shall be the responsibility of the successful applicant.
- (v) Successful applicant shall be responsible for finding markets/customers for sale of CNG from its MRU. In case of more than one number of MRU, Indraprastha Gas Limited reserves the right to specify the area of operations of each MRU.
- (vi) Trained operator & staff for MRU operations to be provided by successful applicant.
- (vii) Shall follow all the applicable safety procedures as per standard procedure laid.

#### **(C) Eligibility Criteria:**

The following eligibility criterion shall be met by the Applicants who intend to participate in this EOI and only those applicants, who qualify the following eligibility criteria, need to submit the proposal:

**General:** Only Companies (Registered under Companies Act), Partnership Firms, Proprietorship Firms, Societies (Registered under Societies Registration Act) and Individuals can apply. Individual applicant must Graduate or Equivalent (examination conducted by a

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University).

**Technical Criteria:** Applicant must be:

- i. **Either** Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India
- ii. **Or** having at least ONE (1) year on-ground practical experience in the field of CNG Stations forecourt management.
- iii. **Or** having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.

**Note:** Applicant has to clearly mention the relevant experience and submit the requisite documentary proof of meeting technical criteria.

**Financial Criteria:**

- i. Applicant must have Minimum Net-worth of Rs. 1 Crore as on 31<sup>st</sup> March of previous Financial Year. Applicant shall be required to submit Net-worth statement in the form of affidavit and duly certified by Chartered Accountant along with EOI proposal.
- ii. Applicant must have Credit worthiness of at least Rs. 2.0 Crores from Scheduled Bank / Financial Institution. Applicant shall be required to submit a letter ensuring Credit / Credit worthiness of the applicant along with EOI proposal.

**Financial Quote:** Applicant has to quote the lump-sum Margin in Rs./Kg (excluding taxes & duties) of CNG sales applicable for 2 years in a separate sealed envelope. There will be 5% escalation on quoted margin rates at an interval of 2 years for the period 10 years.

Following documents needs to be submitted along with EOI proposal in support of eligibility:

- i. Self-attested copy of EOI (along with all amendments/addendums/corrigendum etc.) as downloaded from Indraprastha Gas Limited website as acknowledgement of stipulated terms and conditions of EOI.
- ii. EOI as per enclosed Format (attached as **Annexure-I**).
- iii. General Information of the Applicant-

<b>Individuals</b>	<ul style="list-style-type: none"><li>○ Copy of AADHAR &amp; PAN cards</li><li>○ Self-Attested Copy of Certificate/Marksheet of passing Graduation issued by a University conducting the examination.</li><li>○ Contact Address, Phone/Mobile Number &amp; Email ID for any communication.</li></ul>
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<b>Others</b>	<ul style="list-style-type: none"><li>○ Partnership deed (for applicants under partnership)</li><li>○ Attested copy of Registration certificate / copy of Certificate of Incorporation of the entity from competent authority.</li><li>○ Authority letter &amp; copy of Resolution specifying name of the authorized person for making application.</li><li>○ Contact Address, Phone/Mobile Number &amp; Email ID for any communication.</li></ul>
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iv. Notarized Affidavit w.r.t. following undertakings:

1. That the applicant has not been convicted for any criminal offence involving moral turpitude/ economic offences (other than freedom struggle)
2. That the applicant is neither mentally unsound nor totally paralyzed
3. That the applicant acknowledges the terms and conditions stipulated in EOI
4. That the applicant undertakes to indemnify Indraprastha Gas Limited from any loss/damage caused by MRU during the operation of MRU

v. Requisite documentary proof w.r.t. meeting the Technical Eligibility Criteria –

- a. Copies of PO/Experience Certificate against proof of being manufacturer/supplier/ Operator of CNG Mobile Refueling Unit in India
- b. Copy of Work Order & Experience Certificate, issued by CGD/OMC of having at least ONE (1) year on-ground practical experience in the field of CNG Stations forecourt management.
- c. Copy of Work Order & Experience Certificate, issued by client, of having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.

vi. Net-worth statement in the form of affidavit and duly certified by Chartered Accountant.

vii. Credit letter from Scheduled Bank / Financial Institution ensuring Credit / Credit worthiness of the applicant along with EOI proposal.

viii. **Separate sealed envelope containing the Financial Quote:** Applicant has to quote the Lump-sum Margin in Rs./Kg (excluding taxes & duties) of CNG sales (SINGLE NUMBER IN RS./KG APPLICABLE FOR 2 YEARS TO BE QUOTED) as per **Annexure – II**, super scribed **PRICE-BID not to be opened with Annexure - I.**

**Note:** All the documents attached should be self-attested.

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### (D) Indemnity Clause :

Indraprastha Gas Limited shall be suitably indemnified from any loss/damage caused by MRU during the operation of MRU. An Indemnity Bond shall be executed accordingly. Details of the same to be provided in the agreement to be signed with the successful Applicant.

### (E) Other terms & Conditions:

- a. This EOI not be considered as firm commitment of IGL to award agreement to any of the applicant or Successful applicants.
- b. LOI will be issued to the successful applicants, if found eligible by IGL, which shall contain various terms & condition which the successful applicant has to abide by.
- c. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of Indraprastha Gas Limited, for which successful bidder is authorized. Successful applicant shall have to inform Indraprastha Gas Limited, CNG control room, the location of its MRU in advance prior to every change in location. MRU to be GPS & Geo fencing technology enabled, along with providing the access to Indraprastha Gas Limited to be ensured by successful applicant.
- d. Successful applicant shall not sell CNG at a price either lower or higher than the Retail Selling Price (RSP)/ MRP as fixed by Indraprastha Gas Limited for the GA.
- e. IGL will sell the CNG at custody transfer point at MRP of CNG less margin Quoted (inclusive of taxes) by the Vendor.
- f. Successful applicant shall sell the CNG to customer at retail selling price based on MRP of the GA, communicated by IGL to successful applicant from time to time.
- g. IGL reserves the right to increase or decrease numbers of MRU to be deployed in each district at any time.
- h. Successful applicant shall submit Bank Guarantee to Indraprastha Gas Limited, equivalent to 5 days expected amount of CNG to be filled by Indraprastha Gas Limited in its MRU's cascade, [Value of BG/ Cash Security Deposit = CNG Quantity (Kg) X CNG Rate (Rs./Kg) @ (RSP-Quoted Margin Charges(+taxes)by the Successful Applicant)]. CNG shall be supplied only up to BG/ Cash Security Deposit value i.e. No CNG shall be supplied if BG/ Cash Security Deposit value is utilized.
- i. Security Deposit of Rs. 25 Lakhs shall be deposited to Indraprastha Gas Limited before commencement of operations against default with respect to agreed Terms & Conditions. Security Deposit submitted is liable to be forfeited in case of any violation of the Terms & Conditions of the Agreement at the discretion of Indraprastha Gas Limited.

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- j. The Agreement shall remain valid for the period of 10 Years.

### **(F) Jurisdiction clause:**

Notwithstanding any other court or courts having jurisdiction to try any dispute arising out of this EOI, it shall be the court of competent jurisdiction of Delhi alone, which shall try same dispute or disputes to the exclusion of all other courts of the country.

### **(G) Confidentiality Clause:**

Successful Applicant shall also have to essentially sign an confidentiality agreement as applicable before entering into commercial agreement with the IGL

### **(H) Important Note:**

This advertisement does not constitute and will not be deemed to constitute any commitment on part of IGL.

### **(I) Selection Process:**

- a. All applications received shall be evaluated against the Eligibility Criteria mentioned in this EOI document. On evaluation, if required, a techno-commercial query may be sent to the applicant seeking clarification / required documents in support of the qualification criteria.
- b. Applicant can submitted applications for one or more GA.
- c. Selection of applicant(s) to be done separately for each GA, shall be based on the EOI proposal submitted by the applicant and shall be evaluated on Eligibility Criteria and **LOWEST** Quoted Margin i.e. Applicant(s) meeting the eligibility criteria and quoting lowest Margin shall be successful. More than one applicant but matching the lowest quoted Margin for a GA can be declared as successful.
- d. Each district with in the IGL authorized GA to have one MRU initially.
- e. Indraprastha Gas Limited reserves the right to discontinue the process at any point of time without assigning any reasons. Further, Indraprastha Gas Limited has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.
- f. Successful applicant (s) shall be informed separately by Indraprastha Gas Limited regarding their selection by the way of Letter of Intent (LOI).
- g. Detailed agreement shall be executed with the selected applicant after acceptance of LOI, fulfilling all conditions predetermined their-in and submission of requisite documents, Affidavits, Indemnity Bond and Security Deposit etc.

**Expression of Interest for CNG Mobile Refueling Unit  
ANNEXURE – I**

**FORMAT FOR SUBMISSION OF EOI**

**To,  
VP(CNG(O&M))  
Indraprastha Gas Limited,  
IGL Bhawan, Plot no. 4,  
Community center,  
R.K.Puram Sec-9,  
New Delhi 110022**

**Ref.: IGL/EOI/MRU/22.01.2021**

**Subject: Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model”**

Dear Sir,

1. With reference to the EOI **Ref.: IGL/EOI/MRU/22.01.2021** and after examining the detailed EOI document, selection process and other terms and conditions mentioned in the EOI document for “CNG Mobile Refueling Unit on Own and Operate Model”, I/We hereby offer to submit my / our Expression of Interest.
2. All documents necessary in this connection and as required in EOI are enclosed hereto. All the documents/ photocopies of the documents have been self-attested by me/us and Indraprastha Gas Limited is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged.
3. The information sought from me as per the EOI notice is enclosed along with other mandatory details required in the EOI to this letter.
4. Our **Financial Quote** against Lump-sum Margin in Rs./Kg (excluding taxes & duties) of CNG sales to MRU, applicable for initial 2 years is enclosed in a separate sealed envelope, super scribed **PRICE-BID not to be opened with Annexure -I.**

Yours Faithfully,

(Name, Designation, Signature & Stamp of Authorized Signatory)

<b>NAME OF APPLICANT</b> -----	<b>CATEGORY OF APPLICANT</b> INDIVIDUAL/OTHERS (TO BE SPECIFIED) -----
<b>CONTACT ADDRESS</b> -----	<b>DETAILS OF REGISTRATION DOCUMENT/ INCORPORATON</b> -----
<b>PHONE/MOBILE NO.</b> -----	<b>DATE</b> -----
<b>EMAIL ID</b> -----	<b>PLACE</b> -----



# Expression of Interest for CNG Mobile Refueling Unit

## ANNEXURE – II

### FINANCIAL QUOTATION

(To be submitted in separate sealed envelope)

To,  
VP(CNG(O&M))  
Indraprastha Gas Limited,  
IGL Bhawan, Plot no. 4,  
Community center,  
R.K.Puram Sec-9,  
New Delhi 110022

Ref.: IGL/EOI/MRU/ 22.01.2021

**Subject:** Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model” – **Financial Quotation**

S.no.	Geographical Area	Lump-sum Margin in Rs./Kg (excluding taxes & duties) applicable for initial 2 years period for CNG sales to MRU	
		Rate (In figures)	Rate (In words)
1	NCT of Delhi		
2	Ghaziabad & Hapur, Uttar Pradesh		
3	Gautam Budh Nagar, Uttar Pradesh		
4	Meerut ( Except areas already authorized), Muzaffarnagar, Shamli, Uttar Pradesh		
5	Kanpur (Except area already authorized) District, Fatehpur & Hamirpur District, Uttar Pradesh		
6	Gurugram, Haryana		
7	Rewari District, Haryana		
8	Karnal District, Haryana		
9	Kaithal District, Haryana		
10	Ajmer, Pali and Rajsamand Districts (Rajasthan)		

## Expression of Interest for CNG Mobile Refueling Unit

Yours Faithfully,

(Name, Designation, Signature & Stamp of Authorized Signatory) **FORMAT TO BE PASTED ON THE  
FORMAT TO BE PASTED ON THE COVERING ENVELOP**

### **EXPRESSION OF INTEREST (EOI)**

#### **CNG Mobile Refueling Unit on Own and Operate Model**

**IGL/EOI/MRU/22.01.2021**

**Submission Deadline:** \_\_\_\_\_

**To,**  
*VP (CNG (O&M)),  
Indraprastha Gas Limited,  
IGL BHAWAN, Plot no.4,  
Community center,  
R.K.Puram Sector 9,  
New Delhi- 110022*

**Submitted by,**

**Applicant Name:**

**Applicant Address:**

**Applicant contact No:**

**Applicant e-mail id:**

**Note:**

**1. Covering envelop should contains two envelops:**

- i. Envelope 1:** All the documents as per Annexure I.
- ii. Envelope 2:** Separate sealed envelope as per Annexure II, super-scribing **PRICE-BID not to be opened with Annexure - I.**