

OIL & GAS DEVELOPMENT COMPANY LIMITED
PROCUREMENT DEPARTMENT, ISLAMABAD
FOREIGN SECTION A

(To be completed, filled in, signed and stamped by the principal)

ANNEXURE 'A'

Material WATER SOLUBLE CORROSION INHIBITOR, CT-9802, CRW9110, KRN-264 OR EQUIVALENT
Tender Enquiry No PROC-FA/CB/WS/CORR-4607/2019
Due Date
Evaluation Criteria FULL

SCHEDULE OF REQUIREMENT

| Sr No | Description | Unit | Quantity | Unit Price (FOB) | Total Price (FOB) | Unit Price C & F BY SEA | Total Price C & F BY SEA | Deviated From Tender Spec. If Any |
|-------|--|-------|----------|------------------|-------------------|-------------------------|--------------------------|-----------------------------------|
| 1 | WATER SOLUBLE CORROSION INHIBITOR, CT-9802, CRW9110, KRN-264 OR Equivalent | Litre | 166560 | | | | | |

Note:

1. Bid Bond: - Pursuant to tender clause # 2.2, 11.4, 13 & 35.3.2, bid(s) must be accompanied by an upfront bid bond in the form of pay order/ demand draft or bank guarantee issued by scheduled bank of Pakistan or a branch of foreign bank operating in Pakistan for an amount of US \$7,000/= (United States Dollar Seven Thousand Only) or equivalent Pak Rupees, with technical bid and valid for 150 days from the date of opening of the bids. The bank guarantee must be issued in accordance with the format as per Annexure-C of the tender documents.

2. Terms and Conditions: -Bidders are advised to carefully read all the -terms and conditions of the Tender Document available at OGDCL web site in the master tender document.

3- Shipment from ACU Member Countries: In case of shipment from ACU member countries, the LC beneficiary should be of that particular country from where the consignment is being shipped.

4. Summary Rejection Criteria: - The summary rejection criteria at clause # 35 of the tender document may also be examined carefully. Any bid not meeting the criteria spelled in the clause # 35 shall be summarily rejected without any right of appeal.

5. Foreign Procurement Payment Terms (also available at OGDCL website (Tenders Tab):

(i) Tender value less than or equal to US \$200,000:

Payment to the Contractor/ bidder in foreign currency shall be made by establishing in favor of the Contractor an irrevocable Letter of Credit (hereinafter called the L/C). 70 % Payment (s) under the L/C will be made for the FOB/ CFR / CPT (as the case may be) price of material of each shipment upon submission of the shipping documents. Balance 30% Payment will be released after receipt, inspection and acceptance of material.

(ii) Tender value more than US \$200,000:

Payment to the Contractor/ bidder in foreign currency shall be made by establishing in favor of the Contractor an irrevocable Letter of Credit (hereinafter called the L/C). 80 % Payment (s) under the L/C will be made for the FOB/ CFR / CPT (as the case may be) price of material of each shipment upon submission of the shipping documents. Balance 20% Payment will be released after receipt, inspection (in addition of pre-shipment inspection) and acceptance of material.

Handwritten signature and stamp

TERMS AND CONDITIONS

All bidders must comply following terms and condition and specs.

1. Company Information

| | | |
|-------|--|---|
| i. | Full Name, registered address, web site, email address, landline telephone numbers of bidder / beneficiary of LC. | Bidder to provide as mandatory requirement |
| ii. | Name of the authorized person / signatory of the bid, his / her designation, contact numbers (both land line and cell number), email address for any correspondence etc. | |
| iii. | Full Name, registered address, web site, email address, landline telephone numbers of manufacturer. | Original authority letter is mandatory |
| iv. | Name of the authorized person / signatory (on behalf of manufacturer), his / her designation, contact numbers (both land line and cell number), email address etc. | |
| v. | Full Name, registered address, web site, email address, landline telephone numbers of local agent (if any). | Bidder to provide as mandatory requirement |
| vi. | Name of the authorized person / signatory, his / her designation, contact numbers (both land line and cell number), email address etc on behalf of local agent. | |
| vii. | In case of local agent / representative, the bidder shall have to provide ORIGINAL AUTHORITY LETTER issued by manufacturer to bidder for quoting their product and assuring to supply. | |
| viii. | Full Name, registered address, web site, email address, landline telephone numbers of blending facility / manufacturing plant. | |
| ix. | Name of the authorized person, his / her designation, contact numbers (both land line and cell number), email address etc on of manufacturing plant / blending facility. | Bidder to provide firm info of only one facility / country. |
| x. | ISO 9001-2008 quality management certificate for manufacturing plant / blending facility. | |

2. Product Information

| | | |
|------|--|--------------------------|
| i. | Brand Name of the offered product. | Bidder to provide |
| ii. | In case bidder is offering product other than mentioned in the indent / scope of supply, the bidder shall have to provide MEMBRANE COMPATIBILITY CERTIFICATE issued by M/s UOP – the manufacturer of Separex Membrane based gas processing system. | |
| iii. | MSDS Sheet clearly showing / mentioning range of active ingredients / Quaternary ammonium compounds (Imidazolines), organic solvents, salts of fatty acids polyamines and oxyalkylated phenols along with bid. | |
| iv. | Solubility and compatibility with other chemicals (i.e. demulsifier etc) currently used in QadirPur field. | Bidder to confirm |
| v. | The bidder should provide residual level determination test method, residual test frequency and satisfactory range of residue along with technical bid. | Bidder to provide |
| vi. | The bidder to provide compatibility of the offered product with tap water and dilution ratio with water up to which effectiveness of corrosion inhibitor is not effected. | Bidder to provide detail |
| | Bidder to provide retention time of the protective film inside | |

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| | pipeline if injection is interrupted due to some reasons. | |
| viii | Bidder to provide limit of the maximum allowable velocity of the production stream up to which protective film will form and retain its effectiveness. | Bidder to provide in detail. |
| Ix | Verification / authentication certificate issued by blending company showing that the chemical is manufactured / blended as per required specifications. | Bidder to provide |
| X | <ul style="list-style-type: none"> • Specific Gravity 0.881 @ 60 °F. • Density 7.32 lb/gallon • Odour Aromatic / Amine like • Appearance Amber clear liquid • Solubility Water soluble • pH 5 – 6 • Flash Point 55 - 60 °F • Pour Point < - 40 °C • Stability for storage Stable under normal conditions | |
| xi. | Purchase orders / case histories of the offered product in similar reservoir environment (<i>water / condensate / gas analysis is attached</i>) / feedback of end user, Details of companies (Names of 3-5 clients to whom it is sold and used). | |
| Xii | Total 7 years of manufacturing & sale of offered product. | Bidder to confirm |
| Xiii | Minimum shelf life of product should not be less than 3 years. | |
| Xiv | Complete product data memorandum, chemical specification, application notes, storage, and handling, dosing rate and disposal recommendations. | Bidder to provide |

3. Sales Record / Clientage / Credentials (Both local & International)

(This is a mandatory requirement. Any bidder failing to provide shall be declared as Non-responsive)

| S.No. | Name of client / Company with address, phone No., email etc | Contact person(s) with designation | Contract / Purchase Order No. (<i>copies of POs to be provided</i>) | Quantity supplied |
|-------|---|------------------------------------|---|-------------------|
| i. | | | | |
| ii. | | | | |
| iii. | | | | |

4. End User Recommendations /Comments

| | | |
|----|---|-------------------|
| i. | The bidder is also required to provide as evidence the end user comments/recommendations on the company letter head (supplied to any E & P company in Pakistan or worldwide) where the offered corrosion inhibitor has been supplied and used being a membrane compatible product showing that the same offered product has worked with satisfactory results. | Bidder to provide |
|----|---|-------------------|

5. After Sales Services.

| | | |
|-----|---|---|
| i. | Bidder to confirm availability of experienced technical man-power with local representative for after sales services purpose in Pakistan on as and when required basis. | Details / CVs to be provided |
| ii. | After supplied corrosion inhibitor is received at field, bidder / manufacturer has to depute his professional(s) during first usage of supplied chemical to help settling / optimizing dosing rates and to monitor effectiveness of | Bidder to confirm. (<i>OGDCL shall provide pick & drop facility from nearest airport, railway station or bus terminal.</i>) |

verified
SAIRA RIAZ
(Signature)

(Signature)

| | | |
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| | supplied product(s) at no additional cost to OGDCL. | <i>boarding, lodging & messing at field)</i> |
| iii. | Technical support regarding issues of supplied corrosion inhibitor throughout its usage at fields. (Minimum two visits per year.) | Bidder to confirm. |

6. Test & Trial of Offered Product.

| | | |
|------|---|-------------------|
| i. | Based on specified / provided water / condensate / gas analysis, bidder to carry out Simulation Tests or other selection criteria for compatibility and effectiveness of offered product and results to be attached or provided with technical bid. | Bidder to specify |
| ii. | In case bidder offers corrosion inhibitor(s) other than mentioned in the indent (<i>i.e. CT-9802, CRW-9110, EC-1144-B & KRN-264 - which are approved by M/s UOP as membrane compatible products and already tested, tried and actually used at field</i>), and the bidder has never supplied other corrosion inhibitors before to OGDCL, it will be mandatory for the bidder to supply at least 20 drums to OGDCL at it's own risk and cost within two months period after date of P.O issue (before L/C opening) for actual field trial purpose. Time period is must to follow due to criticality of requirement. In case bidder fails to supply 20 drums within given period, the next lowest evaluated bidder shall be considered accordingly. | Bidder to accept |
| iii. | OGDCL shall review report for techno-commercial suitability of material in terms of effective dosage rates. If the injection rates will be matching (with 10% variation) with current injection rates, the material will be accepted and L/C shall be opened accordingly. In case of successful trial, the supplied quantity will be adjusted in final order. In case of failure no payment shall be admissible and bidder shall have no right for any claim in this regard for supplied 20 drums. | Bidder to accept |
| v. | Import, shipment from vender site, custom clearance, and transport to OGDCL's field shall be bidder's responsibility. | Bidder to accept |

7. Packing and delivery

| | | |
|------|---|------------------|
| i. | The material shall be packed in robust type drums (Plastic or steel) of acceptable quality. | Bidder to comply |
| ii. | The drums shall be packed in wooden pallets as per internationally acceptable standards suitable for sea and road transportation. | |
| iii. | Each drum shall contain minimum following information <ul style="list-style-type: none"> • Product Name, supplier's name, consignee's name etc. • Manufacturing and expiry dates. • Product batch number, Contract details, Port of shipment. • Country of origin. • Approx weight of drum in liquid quantity in Ltrs / US gallons. (208.2 liters/55 US gallons) | |
| iv. | Delivery period 90 calendar days (3-months) after LC opening. | To accept |

1. Typical Properties/Fluid Analysis Of all Three Formations

| Formation Name | WHFP (psi) | WHFT (° F) | Q _g (MMSCFD) | Q _{cond.} (BPD) | Q _{water} (BPD) |
|----------------------|------------|------------|----------------------------|-----------------------------|-----------------------------|
| Habib Rahi Limestone | 385 | 110 | 37 | 2 | 1210 |
| Sui Upper Limestone | 310 | 88 | 35 | 12 | 128 |
| Sui Main Limestone | 330 | 140 | 251 | 130 | 4400 |

Water Analysis

| Formation Name) | Sp. Gravity at 60/60 | pH | TDS (ppm) | Cl (ppm) | Fe 2+ (ppm) |
|----------------------|----------------------|------|--------------|----------|----------------|
| Habib Rahi Limestone | 1.0344 | 6.76 | 31300 | 21270 | 92.5 |
| Sui Upper Limestone | 1.0340 | 5.49 | 28900 | 22333 | 79 |
| Sui Main Limestone | 1.0270 | 7.17 | 22100 | 17707.27 | 14.75 |

Condensate Analysis

| FormationName) | Obs. Temp. (° F) | Sp. Gravity at 60/60 | API Gravity at 60/60 | BS & W (%) |
|----------------------|---------------------|-------------------------|----------------------------|------------|
| Habib Rahi Limestone | 100 | 0.788 | 47.95 | 0.05 |
| Sui Upper Limestone | 80 | 0.788 | 50.14 | <0.05 |
| Sui Main Limestone | 85 | 0.7847 | 48.81 | <0.05 |

Gas Analysis

| COMPOSITION. | Mole % Habib Rahi Limestone | Mole % Sui upper Limestone | Mole % Sui Main Limestone |
|-------------------------|--------------------------------|-------------------------------|------------------------------|
| C1 | 79.41 | 80.27 | 79.44 |
| C2 | 0.57 | 0.97 | 1.03 |
| C3 | 0.11 | 0.22 | 0.25 |
| I- C4 | 0.03 | 0.06 | 0.07 |
| n-C4 | 0.03 | 0.06 | 0.07 |
| I- C5 | 0.02 | 0.03 | 0.03 |
| n-C5 | 0.01 | 0.02 | 0.03 |
| C6+ | 0.03 | 0.05 | 0.19 |
| N2 | 13.73 | 18.15 | 12.68 |
| CO2 | 6.06 | 0.17 | 6.31 |
| H2S | 5ppm | 2ppm | 264ppm |
| C. V (BTU/CUFT). | 821.01 | 843.10 | 839.74 |
| RELATIVE DENSITY | 0.676 | 0.642 | 0.681 |