



OIL AND GAS DEVELOPMENT COMPANY LIMITED
KUNNAR OIL FIELD, TANDO JAM HYDERABAD SINDH

SCHEDULE OF REQUIREMENT

ANNEXTURE - A-1

Subject: Procurement of Water Soluble Scale Inhibitor for Kunnar Field (Jet pumps operated wells)

1. Water soluble Scale Inhibitor (3744 Ltrs, 18 Drums) is required for Kunnar jet pumps operated wells to protect from deposition of scales in jet pumps & other piping infrastructure & to increase the solubility of inorganic salts and prevents particles from deposition on surfaces on the basis of below mentioned 'Terms & Conditions'. The field conditions of Kunnar Jet pump operated wells are given below;

a) Production Profile

Well No.	KNR # 09	KNR # 10	KNR # 11	KNR # 12
Nozzle Throat	11B(N)	12X(N)	11A(N)	11B(N)
Pump Discharge Pressure (Psi)	2350	2350	2240	1950
Bottom Hole Temp (F)	210-225	210-225	210-225	210-225
Q OIL (BBL)	370	30	35	1015
Q WATER (BBL)	215	980	455	120
Q Gross (MMSCF)	600	1205	490	1145
Fractional Water (fw %)	38	98	93	11

b) Oil Lab Analysis

	API	BS&W (%)	Salt (PTB)	H2S (PPM)
KNR#09	45.6	36	98	20
KNR#10	44.3	96	42	70
KNR#11	45.5	90	314	-
KNR#12	44.1	0.05	148	4

c) **Produced Water Analysis Report**

Parameter	Unit	Wells			
		KNR-9	KNR-10	KNR-11	KNR-12
pH		7.41	6.37	6.31	6.98
Conductivity	µS/cm3	90800	72000	47800	70400
TDS	mg/L	49400	38800	27690	37800
Hardness Total as CaCO ₃	mg/L	1020	2020	1456	1950
Calcium as CaCO ₃	mg/L	658	898	720	868
Magnesium as CaCO ₃	mg/L	360	1182	736	1082
Alkalinity as					
● Carbonates	mg/L	Nil	Nil	Nil	Nil
● Bi-Carbonates		67.1	294	274	231
TSS	mg/L	204	238	516	290
Iron	mg/L	5.9	64.8	30.4	30
Chlorides	mg/L	43603	37275	13845	31905
Temp.	F	78	91	91	77
Sp. Gr.	@60/60	1.052	1.13	1.003	1.04

Terms and Conditions

All bidders must comply following terms and conditions and specs. In case of non-compliance OGDCL will have the right to reject the bid.

1. Company Information

i.	Full Name, registered address, web site, email address, landline telephone numbers of bidder.	Bidder to provide as mandatory requirement
ii.	Name of the authorized person(s) / 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 accordingly.	
viii.	Full Name, registered address, web site, email address, landline telephone numbers of blending facility / manufacturing plant.	Bidder to provide firm info of only one facility / country.
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.	
x.	ISO 9001-2008 quality management certificate for manufacturing plant / blending facility.	

2. Product Information

i.	Brand Name of offered product.	Bidder to provide
ii.	Scale Inhibitor shall combination of phosphonic characteristics to prevent corbolic and sulphate scales. Bidder to confirm in duly-signed MSDS Sheet availability of both clearly mentioning along with brand name, range of active ingredients etc in the bid.	
iii.	MSDS sheet shall also include Complete product data memorandum, chemical specification, application notes, storage, and handling, dosing rate and disposal recommendations.	
iv.	The bidder should provide residual level determination test method, residual test frequency and satisfactory range of residue along with technical bid.	Bidder to provide
v.	The bidder to provide compatibility of the offered product with other chemicals (Demulsifier, corrosion Inhibitor etc.)	Bidder to provide

vi	OGDCL may get the sample of the supplied product tested by 3 rd party independent laboratory for confirmation / verification of given specifications in MSDS sheet accordingly. In case the specifications does not meet as per MSDS sheet, the consignment shall be rejected and may lead supplier for black-listing.	Bidder to accept
vii	Total 10 years minimum and higher experience will be appreciated of manufacturing & sale of offered product.	Bidder to confirm
viii	Minimum shelf life of product should not be less than 2 years.	
ix	The supplier is required to provide verification / certification of quality control specifications of the offered Scale inhibitor issued by blending factory.	Bidder to provide
x.	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 scale Inhibitor has been supplied and used showing that the same offered product has worked with satisfactory results.	Bidder to provide
xi	Effective dosage rate of scale inhibitor to prevent corbolic and sulphate scales between 25ppm to 50ppm.	Bidder to Provide

3. After Sales Services.

i.	Bidder to confirm availability of technical man-power preferably Pakistani citizen having proved track record of oil-gas field's Scale inhibitors treatment for after sales services purpose in Pakistan on as and when required basis at no additional cost to OGDCL.	Details / Experience to be provided
ii.	After supplied scale inhibitor is received at field, bidder / manufacturer / supplier has to depute his Pakistani professional(s) during first usage of supplied chemical to help settling / optimizing dosage rates and to monitor effectiveness of supplied product(s) at no additional cost to OGDCL. (Total 2 visits are mandatory)	Bidder to confirm. (OGDCL shall provide pick & drop facility from nearest pickup point Hyderabad station or bus terminal, boarding, lodging & messing at field)
iii.	To confirm all time technical support regarding issues of supplied scale inhibitor throughout its usage at fields at no additional cost to OGDCL.	Bidder to confirm.

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

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

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

4. Packing and delivery

i.	The material shall be packed in robust type drums (Plastic or steel) of acceptable quality to avoid any loss during transportation. OGDCL will not be responsible for any such loss.	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 shipmentCountry of origin.Approx weight of drum in Ltrs / US gallons. (55 US gallons /208Liters)	
iv.	Delivery period: Within 56 calendar days (8 weeks) after issuance of Purchase Order	Bidder to accept
v.	Bidder will provide/deliver the chemical at Kunnar Oil Field site on FOR basis.	Bidder to comply
vi.	LD charges in case of Late delivery will be imposed as penalty up to maximum of 5% of the amount of PO excluding GST as per tender document in accordance to tender document clause # 14	Bidder to accept

5. Inspection of Material

i.	Supplier will provide material as per specification along with 3 rd party inspection firm vetted chemical analysis of batch(es) and Quality Inspection Report of Manufacturer, Foreign Documents as a proof of genuine buying etc.	Bidder to comply
ii.	Detailed Inspection of Supplied material will be carried out by OGDCL at site.	Bidder to accept

6. Test & Trial of Offered Product.

i.	Bidders shall carry out Dynamic Scale Precipitation Tests minimum inhibitor concentration tests – MIC based on specified / provided water / condensate / gas analysis, for suitability with brine water chemistry as given or other selection criteria for effectiveness. The results to be attached with technical bid.	Bidder to specify
ii.	It will be mandatory for the financially lowest & successful bidder to come with at least 1~2 drums of offered scale inhibitor to Kunnar Field at it's own risk and cost within 2 weeks period after date of P.O for initial trial run to check the effectiveness of scale inhibitor, however if the scale inhibitor fails to give the required results with the recommended dosage rate ($\pm 10\%$) then PO will be cancelled and penalty will be imposed. Failure of supply of offered chemical within given time shall lead to annulment of order and black-listing of the bidder.	Bidder to accept

iii.	For above purpose import of required quantity i.e 18 drums, shipment from vender site, custom clearance, and transport to OGDCL's field shall be bidder's responsibility.	Bidder to accept
iv.	Bidder shall then depute his Pakistani professional with proven track record and experience for trial of the product at no additional cost to OGDCL.	Bidder to accept
v.	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 bidder will provide the remaining amount of chemical (i.e. 16~17 drums) 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 drums.	Bidder to accept

7. Criteria for Comparison of Financial Bids

		Recommended Dosage Rate	
Wells	Gross Production (Oil+ Water)	PPM of Scale Inhibitor (Bidder to Provide)	Liters of Scale Inhibitor (Bidder to Provide)
KNR-9	585 BBIs	--	--
KNR-10	1010 BBIs	--	--
KNR-11	499 BBIs	--	--
KNR-12	1135 BBIs	--	--
Total Consumption of Scale Inhibitor per Day (Liters)			
Price Per Litter (PKR)			
Total Treatment Cost Per Day (PKR)			

Note: Bidder should submit its financial offer in the above given format.

8. For Invoicing

Description with Brand Name	Quantity	Unit Rate	Total Cost
Water Soluble Scale Inhibitor (Brand XXX)	18 Drums (3744 liters) (PKR/Ltr) (PKR)
GST (17%)		 (PKR)
Total Cost Incl. GST (PKR)		 (PKR)

Note: As per para 18.4 of Tender Documents, "OGDCL reserves the right at the time of award of order to increase or decrease to a reasonable extent in the quantity of goods specified in the Tender Document without any change in price or other terms and conditions".

9. Mode & Schedule of Payment

i.	Payment will be made through cross cheque from H.O OGDCL, after delivery and inspection of supplied material at site.	Bidder to accept
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ii.	Partial Payments will not be made, in any case.	
iii.	Performance Bank Guarantee will be released as per clause # 10 of Tender Documents and Annexure-I	

10. Bidding Ceremony

i.	OGDCL encourages the bidders to Participate in Bid Opening Ceremonies, in person.	Bidder to accept
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11. Joint Venture

i.	In the event that the Bidder is a Joint Venture formed of two or more companies, the Purchaser will require that the parties to the Joint Venture accept joint and several liabilities for all obligations under the contract.	Bidder to accept
ii.	<p>The bids submitted by a Joint Venture of two or more firms as partner shall comply with the following requirements:</p> <ul style="list-style-type: none"> a) The JV Agreement shall be signed and provided with the technical bid so as to be legal binding on all partners. b) One of the partners shall be nominated, as being incharge (Lead Partner) and its authorization shall be evidenced by submitting a power of attorney signed by legally authorized signatories of all the partners. c) The partner incharge shall be authorized to incur liabilities and receive instructions for and on behalf of any and all partners of the joint venture and the entire execution of the contract including payment shall be done exclusively with the partner incharge. d) All partners of the joint venture shall be jointly and severally responsible for the execution and completion of the contract in accordance with the contract terms and conditions. A relevant statement to this shall be included in the authorization. e) An authority letter/ JV letter in case of Joint Bid submission clearly indicating the lead and supportive partner. f) Role & Responsibilities of each partner shall be defined in detail. g) In case of JV bid the performance bank guarantee (after issuance of LPO) shall be submitted individually & jointly. h) Company Profile, Sale Record, Experience of each partner shall be furnished. 	Bidder to comply

12. Canvassing

i.	Unsolicited advice / clarification and personal approaches by the Bidder at any stage of evaluation are strictly prohibited and shall lead to disqualification.	Bidder to accept
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