

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 Procurement of Demulsifier for Heavy & Waxy Crude
Tender Enquiry No PROC-FA/CB/CORR-4474/2019
Due Date
Evaluation Criteria FULL PKG.

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	DEMULSIFIER EC-2451-A, EC-2010-A, BREAXIT-6549, DMO-86000 OR Equivalent.	Litre	66624					

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 \$5,000/= (United States Dollar Five 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 advice 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.

TERMS AND CONDITIONS

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(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.	MSDS Sheet clearly showing range of active ingredients for emulsion & sludge breaking as well as to reduce BS&W contents upto 0.05-0.1%.	
iii.	Compatibility with other oil-field chemicals.	Bidder to confirm
iv.	Provision of authentication certificate issued by blending plant showing for quality of chemical as per required specifications.	Generalized specs. Bidder to meet and confirm
v.	<ul style="list-style-type: none"> • Specific Gravity 0.92-0.96 @ 15.6 °C • Solubility Oil soluble • Pour Point < -46 °C • Flash Point 20 °C • Chemical composition Specify clearly heavy aromatic distillate, Isopropanol, Ethoxylated phenol, Ethylbenzene, Heavy aromatic naphtha etc in organic solvents such as Xylene, Methanol, Napthalene etc. • Stability for storage Stable under normal conditions. 	

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	• Physical Appearance	Clear Yellow / Amber brown liquid with aromatic odor.	
vi.	Total 7 years of manufacturing & sale of offered product.		Bidder to confirm
vii.	Minimum shelf life of product should not be less than 2-3 years.		
viii.	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)**

The bidder has to provide verifiable references supported with P.O's & all other details of the companies (i.e. blending / supply and successful use of the offered product. *(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. (copies to be provided)	Quantity supplied
i.				
ii.				
iii.				

4. **Pre-Bid Laboratory Test. (For New Bidders)**

i.	In case bidder offers demulsifier(s) other than mentioned in the indent (i.e. EC-2451-A, EC-2010-A, BREAKIT-6549, DMO 86000 - which are already tested, tried and actually used at field, hence already approved products), it will be mandatory for the participating / interested bidders to carry out laboratory tests to screen out techno-commercially best suited demulsifier for emulsion & sludge breaking as well as to reduce BS&W contents upto 0.05-0.1%, Salts upto or less than 5 PTBs (mandatory requirement of refinery to meet dispatched crude specs) at Rajian, Chak Naurang, Kunnar, Tando Alam and Paali wells before submission of technical proposals. In case bidder fails to proceed for laboratory tests within tender opening dates, the technical proposal shall not be considered further.	Bidder to accept
ii.	The selected / offered product should be stable / effective enough to work at ambient temperatures of the field (specially in winter season upto 5-10 °C) and at existing well head facilities, field operating / process parameters to get required results. The test results / report (along with colored photos of bottle testing results showing clear demarcation / separation of oil, water, sludge etc, dosage rates (PPM) shall be duly verified and signed by concerned field incharge <i>(Without verification of results / recommendations, the proposal shall not be considered further)</i> .	Bidder to comply
iii.	The above tests shall be carried out solely at the risk and cost of bidder. OGDCL shall not pay for these tests.	Bidder to accept
iv.	The preferred / acceptable dosage rate of demulsifier at different fields / wells should be optimized enough <i>(depending on crude chemistry, temperatures, slug, and field requirement)</i> for demulsifier to achieve BS&W contents upto 0.05-0.1%, Salts upto or less than 5 PTBs and 1 PPM water for the effective / selected product. However, it should be noted that injection rates shall not affect financial evaluation of the bid.	Bidder to accept

v.	The bidder shall be required to test different demulsifier formulas to select ONE most suitable product for all above listed fields / wells.	Bidder to accept
vi.	Since the new / recommended demulsifier is to be selected after extensive lab tests, the bidder shall have to submit an assurance to OGDCL in their proposal that it's supplied product shall work at recommended dosage rates (as per lab tests) with maximum of 10 – 20% variation and at actual field conditions. In case the supplied product does not work on recommended dosage rates, then it will be suppliers responsibility to replace the entire consignment with new one (in this case the import, shipment from vender site, custom clearance, and transport to OGDCL's field shall be bidder's responsibility) at it's own risk and cost within 30 days. In case of Non-compliance of above, OGDCL may fortify PBG, impose financial claim equivalent to total amount of supplied product and initiate case for black-listing of the company for 5 years.	Bidder to accept

5. Packing and delivery

i.	The material shall be packed in robust type drums (Preferably plastic) and shall be packed in wooden pallets as per internationally acceptable standards suitable for sea and road transportation.	Bidder to comply
ii.	Each drum shall contain minimum following information on it; <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 Kgs and liquid quantity in Ltrs / US gallons. 	
iii.	Delivery period 90 calendar days (3-months) after LC opening.	

6. After Sale Services

i.	Bidder to confirm availability of experienced technical man-power with local representative for after sales services purpose in Pakistan.	Detailed CV of professionals to be provided in bid
ii.	After supplied demulsifier is received at fields, 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 supplied product(s) at no additional cost to OGDCL.	Bidder to confirm. <i>(OGDCL shall provide pick & drop facility from nearest airport, railway station or bus terminal, boarding, lodging & messing at field)</i>
iii.	Technical support regarding issues of supplied demulsifier throughout its usage at above-mentioned fields / wells on as and when required basis by visit of service engineers with no additional cost to OGDCL.	Bidder to confirm.