

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 Demulsifier for X-Fields
Tender Enquiry No PROC-FA/CB/PROD-4889/2020
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, PC D-9395 OR Equivalent.	Litre	83280					

Note:

- Bid Bond Amount:** 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 \$5,500/= (United States Dollar Five Thousand Five Hundred Only) or equivalent Pak Rupees, with technical bid and valid for 150 days from the date of opening of the bids.
- Delivery period:** Delivery period of the quoted product within 90 days from the date of establishment of Letter of Credit (LC).

TERMS AND CONDITIONS

1. Company Information

i.	Details of Bidder, Manufacturer, Local agent, LC beneficiary company / firm including registered name address, web site, email address, landline telephone numbers etc. Authorized persons details including designation, contact numbers (both land line and cell number), email etc.	Bidder to provide as mandatory requirement
ii.	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.	Original authority letter is mandatory
iii.	ISO 14001 – 2015 or ISO 9001 – 2015 or updated Quality Management Certificates for manufacturer.	Bidder to provide.

2. Product Information

i.	Demulsifier shall be the combination of heavy aromatic distillate (Isopropanol, Ethoxylated phenol, Ethylbenzene & Heavy aromatic naphtha) for emulsion breaking & to reduce BS&W contents upto 0.05-0.1%. Bidder to confirm in duly-signed MSDS Sheet availability of all clearly mentioning along with brand name, range of active ingredients, chemical specifications, application notes etc in the bid.	Bidder to provide
ii.	<p><u>Typical / Generalized Specs:</u></p> <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, Naphthalene etc. • Stability for storage Stable under normal conditions. • Physical Appearance Clear Yellow / Amber brown liquid with aromatic odor. 	Bidder to provide
iii.	OGDCL may get the sample of the supplied product tested by 3 rd party independent laboratory for confirmation / verification with given specifications in MSDS sheet accordingly. In case the specifications do not meet as per MSDS sheet, the consignment may be rejected.	Bidder to confirm
iv.	Shall have minimum 7 years' over-all experience of formulating and sale of quoted chemical. The bidder shall have to provide P.Os that shall include the PO of offered / quoted product along with satisfactory performance report from end user.	Bidder to confirm & provide
v.	Minimum shelf life of product should not be less than 3 years.	Bidder to confirm

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3. Test & Trial of Offered Product. (For New Bidders)

i.	In case any bidder(s) intends to offer product(s) other than mentioned in the indent (<i>i.e. EC-2451-A, BREAXIT-6549, EC-2010-A, DMO-86000, PC D-9395 - which are already tested, tried and actually used at field, hence already approved products</i>), it will be mandatory for the interested bidders to carry out laboratory tests in order to screen out techno-commercially best suited demulsifier for emulsion & sludge breaking and to reduce BS&W & Salts contents at selective producing well(s) of Rajian, Chak Naurang, Kunnar, Tando Alam, Nashpa, & Paali wells before submission of technical proposals. In this regard, the bidder(s) shall be required to select unified product for all above listed fields / wells. In case bidder(s) fails to proceed for laboratory tests within tender opening dates, the technical proposal shall not be considered further.	Bidder to accept
ii.	The above tests shall be carried out solely at the risk and cost of bidder(s). OGDCL shall not pay for these tests.	Bidder to accept
iii.	The test results / report (accompanying colored photos of bottle testing results showing clear demarcation / separation of oil, water, sludge etc, dosage rates (PPM / Ltrs/Day) shall be coordinated, monitored and subsequently vetted by concerned field manager or his nominee (<i>Without verification of results / recommendations, the proposal shall not be considered further.</i>) The successful product shall be considered which controls emulsion & sludge breaking, reduces BS&W contents upto 0.05-0.1%, Salts upto or less than 5 PTBs – a mandatory requirement of refinery to meet dispatched crude specs.	Bidder to accept
iv.	The selected / offered product should be stable & effective enough to work at ambient temperatures of the field (<i>specially in winter season upto 5-10 °C</i>) and at existing well head facilities, field operating / process parameters to get required results at actual field conditions with maximum of 10–20% variation in quoted dosage rates (<i>depending on crude chemistry – both light & waxy crudes, temperatures, slug and field requirements etc</i>).	Bidder to accept
v.	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 etc.	Bidder to accept

4. After Sales Services.

i.	Bidder to confirm availability of technical man-power preferably Pakistani citizen having proved track record of dealing oil-gas field's emulsion / sludge / BS&W issues for after sales services purpose in Pakistan on as and when required basis. In case of any foreign nationality holder, obtaining of security clearance and mob-demob as per GoP instructions shall be sole responsibility of bidder.	Details / CVs to be provided
ii.	After supplied Demulsifier is received at field(s), bidder / supplier has to depute his professional(s) within two weeks of receipt of material at site in order 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 airport, railway station or bus terminal, boarding, lodging & messing at field)
iii.	To confirm all time technical support regarding issues of supplied demulsifier throughout its usage at fields.	Bidder to confirm.

5. Packing and Delivery

i.	The material shall be packed in robust type drums (Plastic or steel) as per internationally acceptable standards with proper labelling (i.e Product Name, supplier's name, consignee's name, Manufacturing and expiry dates, Product batch number, Contract details, Port of shipment, Country of origin, Approx. weight of drum in liquid quantity in Ltrs / USG etc.	Bidder to comply
ii.	Delivery period 90 calendar days (3-months) after LC opening.	To accept