

Terms of Reference (TOR)/Scope of Work (SOW)
Schedule of Requirement (SOR)

TENDER ENQUIRY NO: TE/PFS/TOC/2024/027.

**"Procurement of Demulsifier (12 Drums) for Desalter Plant at Tando Alam Oil
Complex, Distt: Hyderabad Sindh."**

Issue Date: 20-05-2024

S #	Description	Qty Req.	Unit Rate (Rs./Drum)	Unit Rate with GST (Rs./Drum)	Total Price with GST (Rs.)	Remarks
1	Procurement of Demulsifier DM-041 or Equivalent. (Note:-The detailed scope of work is attached).	12 Drums (208.2 Ltrs. Each)				
		G. Total				

Specs, Terms and Conditions: -

1. The demulsifier is a necessary operational requirement for emulsion breaking, water separation & to reduce BS&W contents to meet on-spec properties of crude oil being dispatched to refineries.
2. OGDCL intends to encourage local manufacturers / producers by purchasing locally produced demulsifier that can meet the operational requirements.
3. Local manufacturers / producers should meet followings:
 - i. To provide documentary evidence of their R&D / certified blending facility along with the list of equipment's, instruments, facilities, labs and expert man-power etc.
 - ii. Should have registered office / certified company.
 - iii. The company should have active Professional tax certificate / active tax payer with FBR.
 - iv. Supplier / manufacturer shall provide Quality Control Procedures adopted during blending of product.
 - v. Bidder to ensure the non-corrosively of offered product, compatibility with pipeline metallurgy / other equipment's as well as with already in-use chemicals.
 - vi. Should have experienced technical man-power for field service(s) to optimize and settle the dosage rates and to address any issues related to use of demulsifier throughout its usage on as and when required basis. Detailed CVs to be provided.
 - vii. MSDS sheet shall have to be provided along with technical bid.
 - viii. The KPIs for qualified product are breaking of emulsion properly showing clear water cut between oil and water, BS&W in range of 0.05 – 0.1 %, maximum water drop, drop salts in range from 0-5 PTB.

- ix. *The offered product should be stable & effective enough to work at ambient temperatures of the field at existing well head facilities, operating / process parameters to get required results at actual field conditions depending on crude chemistry (both low & high API crudes).*
 - x. *Dosage rates should not vary more than 20% of the lab test results.*
 - xi. *OGDCL may conduct if deemed so 3rd party independent laboratory report of the product to ensure it meets MSDS parameters.*
 - xii. *Supplier to confirm that supplied product's shelf life shall not be less than 3 years.*
 - xiii. *The demulsifier shall be packed in robust type plastic or steel drums (each containing 208.2 liters) with proper labelling showing product name, supplier's name, manufacturing and expiry dates, batch number, P.O number and quantity of chemical in liters or US gallons.*
 - xiv. *Chemical stock that is either expired or near to expire - Manufacturer to assesses chemical stability & potency based on its formulation, storage conditions and expiry date through relevant tests / ASTM standards & to provide / issue Certificate of Revalidation for future usage of either expired or near to expire chemical stock.*
4. The payment shall be made in PK. Rs through cross check after receipt of material / product at OGDCL store.
 5. Delivery period shall be **4 weeks** after the date of issuance of purchase order. In case of delay OGDCL reserves the right to cancel PO.
 6. Material will be accepted after detailed inspection at site in the light of TORs / SOR, Specs, industry standards etc. The delivery charges to be borne by the supplier / bidder.
 7. Specs of Demulsifier DM-041 or equivalent:

Specific Gravity	1.08 ± 0.05	pH	6.0 ± 0.05
Volatility	Non Volatile	Flash Point	>100 °C
Appearance	Pale Yellow Liquid	Odour	Light Aromatic
Freezing Point	<0 °C	Chemical Nature	Blend of Butyl Glycol & Alkyl Ethoxylate

8. Any detail / clarifications required regarding the material to be supplied must be cleared before submission of bid. No change in submitted bid will be entertained after bid submission date.
9. Tax submission Certificate (Annex-C, submitted status) should be provided along with Invoice.

Note: Bidders are requested to read this document carefully and provide complete information required in this TOR. All information required in the Technical Evaluation Criteria must be provided. OGDCL reserves the right to reject Proposals with in-complete or partial information.