



**Sun Petrochemicals Private Limited**  
**[ SunPetro ]**

CIN: U24219GJ1995PTC028519

Invitation for submission of

**Expression Of Interest(EOI)**

**EXPRESSION OF INTEREST(EOI)**

**Sub : Detailed Invitation of Expression of Interest (EOI)**

**Ref: EOI No. SunPetro / EOI / 2018 /01 Published on 10<sup>th</sup> Aug 2018 in Times Of India (Mumbai , Delhi , Chennai and Ahmedabad)**

Sun Petrochemicals Private Limited (SunPetro), is pleased to invite Expression of Interest (EOI) from reputed & experienced agencies / contractors/suppliers, who have relevant experience, expertise and capabilities to provide services/supplies under one or multiple Group(s) as listed below for Oil & Gas fields being acquired in Gujarat (India).

<b>Group-I</b>	<b>Hiring of Drilling / Work over rig with Integrated Services on call- out basis.</b>
<b>Group-II</b>	<b>Engineering, Procurement, Construction and Management (EPC-M)</b>
<b>Group-III</b>	<b>Civil, Mechanical , Electrical, Instrumentation and IT works</b>
<b>Group-IV</b>	<b>Supply of Packages like Pressure vessels, Bath heaters, Air compressors etc.</b>
<b>Group-V</b>	<b>Operation &amp; Maintenance (O&amp;M) Services</b>
<b>Group-VI</b>	<b>Supply of Materials</b>
<b>Group-VII</b>	<b>Logistics</b>
<b>Group-VIII</b>	<b>General Items</b>

**BIDDER CATEGORIES**

To ensure good response and competitive offers and also based up on work requirement by Company and also working and financial capabilities of the bidders, Company may categorized / shortlist the bidders in following manner;

1. Small - estimated cost of respective work up to Rs. 20,00,000/-,
2. Medium - estimated cost of respective work up to Rs. 50,00,000/-
3. Large - estimated cost of respective work above Rs. 50,00,000/-

The Company may change these above categories and estimated cost limits for tendering on case to case and on requirement basis.

The Details of each group and Instructions for submission of Expression of Interest (EOI) are attached herewith at APPENDIX-I

# APPENDIX-I

## A. DESCRIPTION OF GROUPS

S.No	Group	Activity
<p><b>Group 1</b></p>	<p><b>Hiring of Drilling / Work over rig with Integrated Services on call-out basis.</b></p>	<p>Based on current well design and understanding, the following services are requested; as individual services or as combination of multiple services in this group. Operator (SunPetro) shall shortlist the bidders qualified for bidding, who may offer works / services out of the below given list of categories.</p> <p>Interested bidders are requested to submit their EOI in conformance to well operational requirements, notes and instructions indicated in this notification.</p> <ol style="list-style-type: none"> <li>1. Drilling rig (150 T or above) on wet lease basis, along-with standard list of equipment, manpower and services.</li> <li>2. Work over mobile rig (50 T or above) on wet lease basis, along-with standard list of equipment, manpower and services.</li> <li>3. Work over &amp; Completion fluids (Reservoir compatible).</li> <li>4. Reservoir Monitoring tools &amp; Services</li> <li>5. Sand control Screens &amp; Services.</li> <li>6. Treatment of reservoir to improve mobility of heavy oil.</li> <li>7. Logging &amp; Perforation services.</li> <li>8. Cementing Services.</li> <li>9. Any other Service, not mentioned above, yet required for drilling, work over and well completion.</li> </ol>
<p><b>Group - II</b></p>	<p><b>EPC-M</b> <b>( Engineering, Procurement, Construction and Management)</b></p>	<p><b>EPC-M contractor</b> shall carry out concept development, basic / detailed engineering and provide procurement &amp; construction management, inspection and supervision services. On the recommendations, Company shall directly place the order for supplies, services and employ construction contractors to build the project. The <b>EPC-M contractor</b> shall manage the suppliers and construction contractors for the company.</p>

		<p><b>A. Scope of Conceptual and Basic Engineering includes but not limited to:</b></p> <ol style="list-style-type: none"> <li>1. Conceptual process studies (material balance, process flow-sheets, economic evaluation and recommendations etc.)</li> <li>2. Preliminary plot plan considering development in a phased manner.</li> <li>3. Freezing the Master Layout of the Field and Plant.</li> <li>4. Process, Mechanical, Electrical and Instrumentation design basis.</li> <li>5. Definition and basic sizing of main equipment resulting in process specifications.</li> <li>6. Preliminary Piping and Instrument Diagrams.</li> <li>7. Utilities required and consumption figures.</li> <li>8. Schematic drawing of equipment.</li> <li>9. Definition of control and safety devices.</li> <li>10. Analysis and sizing of Safety Valve.</li> <li>11. Control valve hydraulics &amp; process specifications.</li> <li>12. Clarity on well fluid handling and its measurement</li> <li>13. Clarity on crude oil, produced water and gas handling, treatment and evacuation</li> <li>14. Defining the inputs and out puts for EPC-M packages</li> <li>15. Infrastructure required for men and materials and safe operations.</li> <li>16. Flow assurance scheme for well fluid and products handling.</li> <li>17. Preliminary Vendor list for all critical equipment / items</li> <li>18. Relevant codes and standards for all kind of supplies, services and works.</li> <li>19. Inspection and quality control plan as relevant for various items / works</li> </ol> <p><b>B. Scope of Detailed engineering includes ,but not limited to:</b></p> <ol style="list-style-type: none"> <li>1. Equipment List, Specifications and MRs</li> </ol>
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		<ol style="list-style-type: none"> <li>2. Process data sheet.</li> <li>3. Reconfirmation of the process and mechanical design of all equipment . Detailed specifications for vendor supplied items such as separators, oil / gas treating system, utilities items, pumps, compressors, etc.</li> <li>4. Management of vendor drawings.</li> <li>5. Thermal rating and vibration analysis of heat exchangers including heat and material balance.</li> <li>6. Piping and Instrument Diagrams.</li> <li>7. Trip Logic and safeguards.</li> <li>8. Cause and Effect Diagrams.</li> <li>9. Review of P&amp; ID - Jointly with Client.</li> <li>10. HAZID</li> <li>11. Hazard and Operability Study (HAZOP)</li> <li>12. Line List.</li> <li>13. Valve List.</li> <li>14. Piping stress analysis</li> <li>15. PDMS Model</li> <li>16. Utility consumption figures</li> <li>17. Control valve data sheet.</li> <li>18. Relief valve data sheet.</li> <li>19. Planning and piping design.</li> <li>20. Electrical Single line diagram</li> <li>21. Detailed piping drawings, including isometrics and stress calculations.</li> <li>22. Foundations, RCC Structures, Pipe Racks, Shed design</li> <li>23. Open and Close process/non-process Effluent System</li> <li>24. Bill of Quantity (BOQ).</li> <li>25. Tender Bid evaluation and procurement assistance.</li> <li>26. Detailed drawings and documents related to instrumentation, electrical facilities and civil works.</li> <li>27. Schedule and cost control.</li> </ol>
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**C. DETAILS REQUIRED TO BE SUBMITTED ALONG WITH EOI:**

		<p>28. Start-up procedures, Operating and Commissioning manuals.</p> <p>29. SIMOPS</p> <p>30. Material selection and corrosion management</p> <p>31. Management of vendor drawings</p> <p>32. Thermal rating and vibration analysis of heat exchangers</p> <p>33. Material Requisitions for purchase</p> <p>34. Land Survey for construction and pipeline laying etc.</p> <p>35. Technical Bid evaluation and procurement assistance</p> <p><b>C. Inspection Services, QA/QC, monitoring and expediting Services</b></p> <ol style="list-style-type: none"> <li>1. Inspection and plan of bought out items</li> <li>2. QA/QC plan</li> <li>3. Monitoring</li> <li>4. Project / Expediting services</li> </ol> <p><b>D. Commissioning and Start-up assistance</b></p> <ol style="list-style-type: none"> <li>1. Field inspection of equipment, pipes, instruments, relief valves</li> <li>2. Water Flushing and hydro-testing</li> <li>3. Air Blowing and Pneumatic Pressure Testing.</li> <li>4. Testing of Motor drives</li> <li>5. Stroking of Control Valves</li> <li>6. Testing of Control Loops</li> <li>7. Test runs of Rotating Equipment</li> <li>8. Nitrogen Purging</li> <li>9. Pickling / Passivation</li> <li>10. Feed Cut in</li> </ol> <ul style="list-style-type: none"> <li>• EPCM consultant shall develop MRs, help developing vendor list as per PSC and will assist in managing the suppliers and construction contractors.</li> <li>• Any other activity not included above, but required for the successful execution of the Project ,is included in scope of EPCM Contractor.</li> </ul>
<b><u>GROUP-III</u></b>		Bidder may submit their EOI for following one or more

<p><u>(3- categories)</u></p>	<p><b>Civil, Mechanical, Electrical, Instrumentation &amp; IT works</b></p>	<p>categories of works or for all three categories together. However, bidders will be shortlisted based up on their capabilities and compliance as indicated in the notification;</p> <p><b>A. Civil works</b></p> <ol style="list-style-type: none"> <li>1. Building new approach road and repair of existing approach roads</li> <li>2. Repairing existing culverts / fencings / compound walls and also building new as per requirement.</li> <li>3. Repairing existing buildings and also building new.</li> <li>4. Area grading by filling with murrum or any other or concreting or repairing concrete platform or constructing new building.</li> <li>5. Creating temporary or permanent shed as desired.</li> <li>6. Planting special trees, providing green belt and providing protection cover.</li> <li>7. Repair existing plumbing and providing new as per requirement.</li> <li>8. Providing solar / electric water heating system with proper plumbing</li> <li>9. Providing potable water system at the installations.</li> <li>10. Earth filling, levelling and hardening of ground.</li> <li>11. Civil foundation new or repair works for rigs, Crude Oil Storage tank, Test Separator, Slop Tank, DG sets &amp; Fire Water pump etc.</li> <li>12. Construction of well sites</li> <li>13. Construction of effluent pits with lining.</li> <li>14. Water storage facility,</li> <li>15. Temporary / permanent flare stack,</li> <li>16. Pipe supports.</li> <li>17. Providing new or on hiring basis &amp; installation of porta cabins for office / security with suitable foundations.</li> <li>18. Construction of a warehouse.</li> </ol> <p>Other miscellaneous civil works as identified time to time by the Company.</p> <p><b>B. Mechanical works:</b></p> <ol style="list-style-type: none"> <li>1. Supply of Piping &amp; structural material and fabrication works for process, utility and fire water</li> </ol>
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**B. DURATION OF SHORTLISTING / PRE-QUALIFICATION:**

		<ol style="list-style-type: none"> <li>2. Supply, installation and repair of flow lines / piping at well site / Group Gathering Station (GGS), including all accessories.</li> <li>3. Refurbishment of existing well head facilities and area around.</li> <li>4. New GGS / Well head facilities as per Company's requirement and basic design.</li> <li>5. Providing new and repair of Flare stacks,</li> <li>6. Construction of crude oil storage tanks</li> <li>7. Providing new and cleaning, inspection, repair of Crude Oil Storage tanks and Slop tanks,</li> <li>8. Crude oil loading gantry</li> <li>9. Supply of various type of valves, flanges, gaskets, NRVs, piping of various metallurgies, grades and ratings,</li> <li>10. Hiring / Supply of scaffoldings, lifts and cranes of various capacities as required time to time by the company</li> <li>11. Providing new or on hiring basis of;       <ol style="list-style-type: none"> <li>a. Test Separator (s)</li> <li>b. Steam Generator,</li> <li>c. Hot oil / water system / Heater Treater, Bath heater.</li> <li>d. High pressure Air Compressors,</li> <li>e. Diesel Engine and motor driven Fire water pumps etc.</li> <li>f. Nitrogen unit</li> <li>g. Flushing unit</li> </ol> </li> </ol> <ul style="list-style-type: none"> <li>• The above will have to be equipped along with required piping, supports, electrical cables, instrumentations and controls for hooking up these equipment / systems as, required by the Company, applicable at the identified locations.</li> <li>• Providing and installing of flare ignition system and incinerators.</li> </ul> <p><b>C. Electrical &amp; Instrumentation works:</b></p> <p style="padding-left: 40px;"><b>( a ) Electrical:</b></p> <ol style="list-style-type: none"> <li>1. All electrical works related to well sites &amp; GGSs including providing Electrical Generator sets with accessories at well sites and other locations as per requirement by Company.</li> <li>2. Supply &amp; installation of Electrical Heat Tracing Systems, Transformers, Supply installation of Earthing Material including Earth electrode,</li> </ol>
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		<p>lightening arrestor, earth strip, pit cover etc.</p> <p>3. Supply &amp; installation of DC power &amp; UPS, Supply of various type of Power Cables, Supply of various DGMS approved Hazardous area equipment like Push button station, sockets, JBs, Switchboards / Switchgears, MCC, Lighting Fixtures, LV Electric Motors, Variable Frequency Drives with Panel, Supply of Electrical Bulk Items (Cable trays, Switches, Sockets, Raceways, Poles, FRP Cable Trays, Feeder Pillar, Special Light Fittings, transformers, Lightening Controls etc.) &amp; Batteries etc.</p> <p style="text-align: center;"><b>(b) Instrumentation:</b></p> <p>1. Supply &amp; installation of Gauges (Pressure, Differential Pressure, Temperature &amp; Level), Pressure, Temperature &amp; Level transmitters, Instrument Fittings, Tubings, Multi-cable Transits, Instrument Canopies &amp; Manifolds, other miscellaneous bulks, all kinds of Control Valves along with accessories, Isolation / Shut-down valves - actuators, On-Off Valves, motor or pneumatic or Solenoid operated. Safety relief</p> <p>/ slam shut off / Vent / Tank breather / Dump Valves, Custody transfer flow meter with or without skid for Gas and oil, various type of Gas Flow meters, Orifice Plates, Restriction Orifice, senior orifice meters &amp; Meter Run Assy., Temperature Elements with Thermo- well, gas detectors etc.</p> <p>2. Supply &amp; installation of Instrumentation Bulk items (JB, Flow switch, Fusible Plugs, Push Buttons, Canopy / Sunshades etc.).</p> <p>3. Supply &amp; installation of Instrument Cables, Data Networking Cables, Fibre Optic Cables CCTV to cover all locations etc.</p>
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<p style="text-align: center;"><b><u>Group IV</u></b> <b><u>(23 – Categories)</u></b></p>	<p style="text-align: center;"><b>Supply of Packages</b></p>	<p>Supply of following equipment/packages as per company specifications and requirements:</p> <ol style="list-style-type: none"> <li>1. Separators and pressure vessels</li> <li>2. Bath heaters and Hot oil heaters</li> <li>3. Pumps – Rotary, Reciprocating and centrifugal (both API &amp; non API)</li> <li>4. Gas compressors- Centrifugal, Screw, Reciprocating etc.</li> <li>5. Pig barrels and associated systems /equipment</li> <li>6. Metering pumps</li> <li>7. Down hole pumps – PCP/ESPCP/SRP/ESP</li> <li>8. Utility/Instrument Air package</li> <li>9. Transformer, switchgear etc</li> <li>10. Motors – for Hazardous and non-hazardous area</li> <li>11. Produced water treatment plant</li> <li>12. 3 phase ultrasonic test meter for well testing</li> <li>13. Various types of metering skids for process control and product measurement, Custody transfer meters.</li>   <li>14. Fire water system including Foam pourers, Hydrants, hoses, hose boxes and associated equipment.</li> <li>15. Fire and gas detection system</li> <li>16. Plant control system eg SCADA/DCS/PLC</li> <li>17. Diesel / Gas based power generator</li> <li>18. Valves</li> <li>19. Gas Compressors</li> <li>20. Flare system</li> <li>21. Material handling equipment.</li> <li>22. Incinerator package</li> <li>23. Well heads</li> </ol>
<p style="text-align: center;"><b><u>GROUP-V</u></b> <b><u>(7 – Categories)</u></b></p>	<p style="text-align: center;"><b>Operation &amp; Maintenance (O&amp;M) Services</b></p>	<p>The following main indicative categories are included in this group to be covered altogether by the bidders :</p>

		<p>1. Provide experienced and qualified manpower with kits, liveries, PPE and uniform as approved by Company for carrying out various O&amp;M works / services, with best international practices, relating to all equipment / systems at oil / gas installations including wells, well head installations and oil / gas gathering installations.</p> <p>This also includes providing manpower for upkeep of installations, offices, development &amp; maintenance of green belt, patch painting, fire Fighting equipment operation &amp; maintenance, material handling at site and safe disposal of wastes etc. in compliance to statutory / regulatory bodies or approved by the Company.</p> <p>2. Produced water treatment and disposal complying the guide lines of statutory / regulatory bodies or approved by the Company.</p> <p>3. Operating incinerator for safe disposal as per prescribed guidelines.</p> <p>4. Providing MIS and daily progress monitoring and reporting system.</p> <p>5. Maintaining all regulatory and statutory compliances in order and reporting to Company time to time on its compliances as desired by Company</p> <p>6. Corrosion management system – Taking readings and reporting</p> <p>7. Asset integrity Management Services – Vibration measurement, thickness measurement etc</p>
<p><b><u>GROUP-VI</u></b> <b><u>(9 – Categories)</u></b></p>	<p><b>Supply of Materials</b></p>	<p>The following main indicative categories are included in this group;</p> <ol style="list-style-type: none"> <li>1. Supply of Kits, liveries &amp; PPE.</li> <li>2. Supplying of all kinds of material related to civil works.</li> <li>3. Supply of special chemicals including; <ul style="list-style-type: none"> <li>• Demulsifier.</li> <li>• Pour Point Depressant,</li> <li>• Other flow improvers,</li> <li>• Acids,</li> <li>• De-oilers,</li> <li>• Alkalis,</li> </ul> </li> </ol>

		<ul style="list-style-type: none"> <li>• Xylene,</li> <li>• Foaming / Defoaming agents,</li> <li>• Exothermic chemicals etc,</li> <li>• All kind of drilling &amp; completion chemicals including,Mud chemicals, Cements, Cement additives, Barytes etc.,</li> </ul> <p>4. Potable water supply</p> <p>5. Nitrogen services</p> <p>6. Lubricants and diesel.</p> <p>7.Hot oil circulation units</p> <p>8. Acid pumping units.</p> <p>9. Supply of well casing and production tubings</p>
<p><b><u>Group-VII</u></b> (4 – Categories)</p>	<p><b>Logistics</b></p>	<p>1. Hiring of Vehicle for transport services for manpower.</p> <p>2. Hiring of Crane, Fork Lift, Truck &amp;Trailer transport services for material transport.</p> <p>3. Materials clearing and forwarding (C&amp;F)</p> <p>4. Hiring of crude oil transportation tankers.</p>
<p><b><u>GROUP-VIII</u></b> (20 – Categories)</p>	<p><b>General Items</b></p>	<p>1. Hiring of Security services.</p> <p>2. Hiring of inspection, calibrations, certification and measuring agencies.</p> <p>3. Coil Tubing Units (CTU)</p> <p>4. Hiring of agency for dealing statutory / regulatory issues pertaining to PSC, PESO, Mining / Petroleum lease, pollution control, rail, bridge &amp; road clearance, land ROU and clearing &amp; forwarding etc.</p> <p>5. Hiring of Pit oil &amp; Test oil lifting services.</p> <p>6.Sale of pit / test oil</p> <p>7. Well scrapping job.</p> <p>8. Catering and housekeeping services in offices and at locations.</p> <p>9. Maintaining stores and warehouse facilities.</p> <p>10. Providing data monitoring system.</p>

		<p>11. Support / Technical assistance / consultancy / Training for adopting best operations and maintenance system.</p> <p>12. Metallic and non-metallic Scrap materials disposal as decided by the company</p> <p>13. Guest house and office facilities.</p> <p>14. Supply of Porta cabins ( Bunk Houses) for security, lab, storage &amp; Company office ,as specified by Company.</p> <p>15. Supply and hiring of Well Testing Facility.</p> <p>16. Supply / installation / operation / maintenance of Solar / Wind power generating system complete in all respect to meet full or partial power requirement at the oil / gas installations as per Company requirement.</p> <p>17. Supply of sand screens for wells, as specified by the Company.</p> <p>18. Supply and installation of heat tracing and hot and cold insulation.</p> <p>19. Bottom Hole Studies - tools</p> <p>20. Slickline / Wireline services</p>
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Interested prospective bidders / Contractors are requested to submit the following information for above mentioned works / services / supplies of any numbers of chosen categories / Group(s) for shortlisting;

**1. Groups / Categories of Interest:**

Clear list of Groups / Categories of work, services and supplies indicating the items as listed above, for which bidders would like to be considered by Company

**2. Technical Capability:**

Name of bidder's company and details of its establishment along with list of similar works indicating contract values successfully executed in the last 5 years (After January 2012) and projects currently under execution for each of the job category /

group of their interest. The bidder to indicate list of executed works, their work order value, date of start & completion and details of clients to whom Company may contact.

### 3. Organogram:

Outline proposed organogram with details of management, staff, and business process support to carry out work as per EOI.

### 4. HSE compliance details:

a. Details of HSE Organization, responsibilities, resources, standards and documentation, Risk management, planning and procedures, if available.

b. Details of HSE auditing and management review of HSE-MS, Valid Certifications / Accreditations, if available.

### 5. Quality Control & Quality Assurance:

Details of established Quality Manual, Policy and Procedures, if available

### 6. Financial capability:

Audited financial statements for the last three years, i.e. 2014-15, 2015-16 and 2016-17.

## D. EVALUATION METHODOLOGY FOR PRE-QUALIFICATION OF BIDDERS:

Sr. No	Qualifying / Mapping Parameters	Maximum Marks	Score & Remarks by Company
1	Technical Job Capability: List of Similar work with contract values successfully executed in the last 5 years (After January 2012) and projects currently under execution stage.	50	
2	Average turnover for last three years: 2014-15, 2015-16 and 2016-17	40	
3	Any relevant parameter from above listed details as decided by Company specific to work/services	10	
	<b>Total</b>	<b>100</b>	

Note:

- Interested bidders who fulfil all above and qualify with minimum defined marks may be short listed for tendering for three years or on requirement basis by Company. Basis of shortlisting shall be minimum qualifying marks decided by the Company against each parameter listed above based up on score the quality competitive bidders in particular category / group. The marking against each mapping parameter will be

allocated by Company based up on available responses from the bidders and judgement by Company. The shortlisting of bidders will be sole discretion by the Company without assigning any reason.

2. The shortlisted bidders against EoI do not automatically qualify for the job by the Company. Company may issue the tender document and follow the procedure for award of jobs. This process is only for shortlisting the bidders for identified jobs only.

#### **E. CLUBBING / COMBINING OF WORKS / SERVICES / SUPPLIES:**

- 1) Company will prefer to shortlist the bidders, who cover major/more categories indicated in the particular group indicated above, meeting the qualification criteria.
- 2) Company may be tendering by combining some categories (works, supplies and services) together as defined in particular group, to minimize the contract packages. The Bidder shall clearly indicate the group / categories (work / supplies / services) they would be willing to get shortlisted.
- 3) Bidder in order to get qualified for shortlisting for maximum categories / groups, listed above, has to meet the shortlisting evaluation criteria indicated above. However, Company may approve to sub-contract one or more categories (works / supplies / services) indicated in the particular group, to reputed experienced agencies sub-contractor(s) at the bidding / work execution stage, who also to meet the minimum qualification criteria provided in the tender document for particular categories / groups. However, it will be subject to obtaining Company's approval.

#### **F. INSTRUCTIONS FOR SUBMISSION OF EOI:**

- 1) Interested prospective bidders may visit our website <http://sunpetro.com/song> or may contact office of 'Head-Supply Chain Management' at indicated address for further details and information.
- 2) Late response submitted by the bidder shall be liable for rejection and may be ignored.
- 3) Company has sole discretion without assigning any reason whatsoever to accept or reject any of the submission.
- 4) Expression of Interest required to be submitted within 30 days from date of Notice Inviting EOI , in sealed envelope (one Print copy + one Electronic copy) super scribed as SunPetro / EOI / 2018 / 001 to:

**Surendra Prasad Mishra**  
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