



**HAR EK KAAM
DESH KE NAAM**

QUANTITY BIDDING FOR SUPPLY OF DENATURED ANHYDROUS ETHANOL AT OIL MARKETING COMPANIES (OMCs) LOCATIONS FOR THE ESY 21-22



**INDIAN OIL CORPORATION LIMITED
BHARAT PETROLEUM CORPORATION LIMITED
HINDUSTAN PETROLEUM CORPORATION LIMITED**

INVITE

QUANTITY BIDDING FOR

**SUPPLY OF AROUND 112 CRORE LITRES OF
DENATURED ANHYDROUS ETHANOL AT OIL
MARKETING COMPANIES (OMCs) LOCATIONS
FOR THE ESY 21-22**

**SYSTEM ID – 3147 DATED 14.06.2022
TENDER REFERENCE NO. – 1000377311 (C-7)
PRE BID DATE & TIME - 15.06.2022@11:00 HRS.
DUE DATE & TIME – 20.06.2022@11:00 HRS.**



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This Quantity Bid tender document consists of the following Annexures, which are enclosed:

I.	QUANTITY BID DETAILS & DECLARATIONS	Annexure I
II.	ETHANOL & TRANSPORTATION RATE, TAX DETAILS	Annexure II
III.	EVALUATION / ORDER AWARD CRITERIA	Annexure III
IV	GENERAL INSTRUCTIONS TO VENDORS FOR E-TENDERING	Annexure IV

Details of tender are given below:

SYSTEM ID	3147 DATED 14.06.2022
TENDER REFERENCE NO.	1000377311 (C-7)
PRE BID DATE & TIME	15.06.2022@11:30 HRS.
TENDER DATE	14.06.2022
TENDER DUE DATE & TIME	20.06.2022@11:00 HRS.
In order to avoid congregation of bidders at one place, pre bid meeting will be conducted on 15 th June 2022 at 11:00 hrs through Video Conference through Microsoft Teams application. (Link of the same is given, pl. Ctrl + Click on the word "teams")	https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZjBkZGNjYWItZWNIzi00NmE5LTgwNDctMDgzZWQ3ZGZhMzM0%40thread.v2/0?context=%7b%22Tid%22%3a%22222f3a7c-d45e-4818-9aa4-33d44420ec32%22%2c%22Oid%22%3a%2228f87b268-1689-4932-86d8-12cb5c34e859%22%7d

BIDDERS TO TAKE A NOTE OF THE FOLLOWING: -

- Please visit the website <https://bpcltenders.eproc.in> for participating in this tender process and submitting your bid online. Further bidders who are already registered on old bpcl E-tendering portal need not register again on <https://bpcltenders.eproc.in>. Directly login with your registered email id, Use Default password - KG2J0ZSO Challenge Phrase- PRHBVG07. You may kindly contact on support desk for any query. Details of the same are given in Gender instruction to bidders for E tendering.
- Your online bid should be submitted on or before the due date of this tender.
- E-tender system will automatically close on the due date and time and bidders will not be able to submit their bids after the closing time. Bids not in the



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prescribed format are liable to be rejected. BPCL does not take any responsibility for any delay in submission of online bids due to connectivity problem or non-availability of website etc. No claims on this account shall be entertained.

Thanking you,

Yours faithfully,

for OIL MARKETING COMPANIES

Sd/-

Procurement Leader - Biofuels & MIS, CPO (Mktg.)
Bharat Petroleum Corporation Limited



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ANNEXURE -I

- **Filling Quantity Bid:** Bidders shall quote Ethanol quantities to be supplied by them against the requirement of OMCs, location wise, category wise for the period 1st June 2022-30th November 2022 in this quantity bid.

Quantity bids for the entire period of 1st June 2022-30th November 2022 are being opened for registered bidders as per long term ethanol procurement policy.

Bidders shall quote Ethanol quantities to be supplied by them against quarterly requirement of OMCs, location wise /category wise/ quarter wise in the quantity bid. The periods would be as under:

Quarter 3(Q3) –June 2022, July 2022 & August 2022

Quarter 4(Q4) - September 2022, October 2022 & November 2022

The allocated quantities under this EOI shall be procured as per the prevailing rates of Ethanol during ESY 21-22 as decided by GOI / OMCs.

Ethanol produced from different feed stocks namely Sugar Cane Juice /Sugar/Sugar Syrup/B Heavy Molasses/ C Heavy molasses /Damaged Food Grains-unfit for human consumption, Maize/Surplus Rice procured from FCI is being procured by OMCs and same has been mentioned in quantity bid form. Bidders must select the location(s) and offer their quantity for the selected location(s) under the respective category for the respective period. Bidders cannot offer total quantity more than the requirement for that location. The total/combined quantity offered by the bidder in this Quantity Bid shall not exceed their total licensed capacity. Accordingly, bidders need to agree to the following online declaration:

"I/we confirm that the total quantity offered at one or more locations from a particular distillery/Sugar Factory does not exceed the licensed capacity of that distillery/Sugar Factory.

Further, I/we understand that if it is found that I/we have offered excess quantity than the licensed capacity of that distillery/Sugar Factory, then



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my/our declaration shall be treated as submission of a false document and appropriate action as per EOI conditions would be initiated by OMCs."

- Bidders need to enter the following in the quantity bid form
- Address of Bidder's Distillery/ Sugar factory
- Distillery / Sugar factory State
- Quantity** offered at OMC locations in Kilo Liters (KL) for one or more quarters.
- Bidder may choose to quote quantities for supply of ethanol from one or more feed stock

****Minimum quantity of 100 KL has to be offered per location per quarter.**

Bidder cannot quote Ethanol quantity more than one fourth of the annual licensed capacity (cumulative of all categories of feed stock) for any quarter and any augmentation of licensed capacity thereof irrespective of feedstock of Ethanol.

If after opening of quantity bid it is found that the bidder has quoted more than 1/4th of the annual licensed capacity and/or augmented annual licensed capacity effective from applicable quarter, in any of the quarter of any location / few locations/all locations, then such bid(s) will be rejected for all the locations.



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ANNEXURE -II

RATES OF ETHANOL

The price of Ethanol for Ethanol Supply **Year 2021-22** from 01 December 2021 to 30 November 2022 is fixed as below:

- The price of ethanol from C heavy molasses route is fixed at Rs.46.66 per litre.
- The price of ethanol from B heavy molasses route is fixed at Rs.59.08 per litre.
- The price of ethanol from sugarcane juice/sugar/sugar syrup route is fixed at Rs.63.45 per litre.

OMCs are guided by MOP&NG circulars/ PIB notifications regarding prices of ethanol for EBP Program. Rate for ethanol derived from damaged food grains unfit for human consumption/Maize is Rs.52.92 per litre and rate for ethanol derived from Surplus Rice procured from FCI has been fixed as Rs.56.87 per litre.

Ethanol manufactured from Special Denatured Spirit (SDS), Extra Neutral Alcohol (ENA), Rectified Spirit (RS) etc. which have been manufactured from C-Heavy molasses are to be categorized in C-heavy molasses and to be quoted under the respective column in the price bid form accordingly. Similarly Ethanol manufactured from Special Denatured Spirit (SDS), Extra Neutral Alcohol (ENA), Rectified Spirit (RS) etc. which has been manufactured Sugarcane Juice/Sugar/Sugar Syrup or B-Heavy Molasses or from Damaged Food Grains, Maize/Surplus Rice procured from FCI are to be categorized and quoted under the respective column in the price **bid form accordingly**.



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The following "Relief Scheme" is applicable for Ethanol supplies in Q3 and Q4 of the current ESY 2021-22. The relief amount applicable on supply of Ethanol from different feedstock shall be as under:

Feedstock	Relief Amount (Rs/KL)
Sugarcane juice / Sugar / Sugar Syrup based Ethanol	1604
B-Heavy Molasses based Ethanol	1493
C-Heavy Molasses Based Ethanol	1179
Damaged Food Grain based Ethanol	2337
Surplus Rice based Ethanol	1437

The terms and conditions of the "Relief Scheme" are as follows:

- **The relief scheme is applicable for all supplies of ethanol invoiced to OMCs between 1st June 2022 and 30th Nov 2022.**
- **The relief amount shall be payable by respective OMCs after completion of each quarter for the supplies invoiced by the vendor in that quarter.**
- **Pls. note that there is no change in the basic price of Ethanol from different feedstock and the prevailing rates need to be maintained in the invoices. For availing the relief amount, Vendors shall raise separate invoices for the relief amount after completion of each quarter.**
- **Applicable GST i.e. 5% shall be payable on the "relief" amount.**



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TRANSPORTATION RATES

The following transportation rates shall be applicable and will be paid to bidders for supply of ethanol:

Slabs (One way distance in KM)	Transportation Rates (Rs./KL)
0 to 75	168
>75 to 200	391
>200 to 400	833
>400 to 600	1394
>600 to 800	1956
>800 to 1000	2751
>1000 to 1200	3596
>1200	Per KL rate shall be Rs. 3596+2.72 for additional KM beyond 1200 KM

* Distance slabs of the distillery unit of Bidders is the one way distance in KM, between nearest OMC in gate and the Distillery unit's out gate.

Escalation clause is applicable on transportation rates which is linked with HSD rate.

The transportation slabs shall be revised by OMCs on quarterly basis. The rates would be reviewed for escalation / de-escalation in subsequent quarters of ESY i.e. w. e. f. 1st Sep 2022

The formula for the same shall be as under:

Inc. in Rs. /KL / Km = Increase/decrease in 1 Liter of HSD RSP at Mumbai incl. of taxes / 20 KL x 3.5.

The revised rates shall be reviewed / revised on quarterly basis (ESY) if there is a variation of minimum 5% variation in Diesel rates from last revision benchmark rate.



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Rate of HSD in Mumbai as on 20th of previous month shall be considered for rate revision for next quarter.

Diesel RSP Rs. 104.71 /L as of 20.05.22 of Mumbai will be considered as last revision benchmark rate for next revision.

Goods and Service Tax (GST) in %: GST @5% is applicable for HSN code 2207 for Ethanol.

Delivered cost will be total of administered price/rate for Ethanol, transportation rates and GST as applicable. In case of revision in the Administered price of Ethanol by Govt. of India, effective date for implementation of new Administered price of Ethanol will be either the date of Press Information Bureau (PIB) release or as mentioned in PIB Note or as advised by Govt. of India to OMCs.

In the states where Industries (Development & Regulation) Amendment Act (IDR) Act is being implemented or will be implemented at future date, all the conditions mentioned by state government have to be complied by the successful bidders.

The import fees applicable for supply of ethanol in any of the states shall be payable by OMCs

The differential transportation cost arising out of revision in transportation rate during the period of contract for those contracts already made shall be settled by OMCs thru separate POs or by any other process as decided by individual OMCs. Ethanol Suppliers will raise separate bills on OMCs for the differential transportation cost arising out of revision in transportation rate during the period of contract, if any, or as advised by OMCs in this regard.



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ANNEXURE-III

EVALUATION / ORDER AWARD CRITERIA:

The criteria for allocation of offered quantities from the bidders for ESY 21-22 is as under:

1. Supplies from Within State:

The quantity offers received from bidders (plants located in a particular state) for an OMC location in that particular state would be allocated w.r.t the requirement of OMC locations. The allocation of ethanol from various feedstock shall be made on priority in the same order as listed below:

Category A: Sugarcane Juice/ Sugar / Sugar Syrup

Category B: B-Heavy Molasses

Category C: C-Heavy Molasses / Damaged food grains unfit of human consumption, Maize / Surplus rice sourced from FCI / Others

1A. All allocations shall be based on least cost of transportation to the location in their own respective categories A, B or C irrespective of the cost of the product. If two suppliers fall in the same distance slabs (up to 1200kms) or having same distance (more than 1200kms), allocation would be done based on the ratio of the offered quantities from the respective suppliers, in their respective feedstock categories A, B or C.

1B. If the offered quantities of C-Heavy Molasses / Damaged food grains unfit of human consumption, Maize / Surplus rice sourced from FCI / Others is more than the requirement of a particular location, the same shall be allocated based on least cost of transportation to the location from the supplier(s) and further in proportion to the quantities offered under various feedstocks by that supplier(s). If the distilleries manufacturing Ethanol from C Heavy Molasses/Damaged Food Grains unfit for human consumption/Surplus Rice sourced from FCI/ Others are in the same distance slabs (up to 1200 KMs) or having same distance (more than 1200kms), allocation would be done based on the ratio of the offered quantities from the respective suppliers.



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1A. Supplies from Outside State:

After allocation of quantity offered by suppliers from within the state, the balance offers from suppliers outside the state for a particular location shall be allocated based on least transportation cost irrespective of the feedstock. If the transportation cost is same for the offers of multiple suppliers/feedstock for a particular location, then priority will be given to various feedstock as in point 1A and 1B above.

Example:

- a) Location 1 in State X requires 2200 units of Ethanol.
- b) Supplier A in State X offers 200/500/100/0/0 units of SCJ/BH/CH/DFG/SR respectively for Location 1.
- c) Supplier B in State X offers 500/300/100/0/0 units of SCJ/BH/CH/DFG/SR respectively for Location 1.
- d) Supplier C from State Y offers 0/0/0/300/100 units of SCJ/BH/CH/DFG/SR respectively for the Location 1.
- e) Supplier D from State Z offers 0/0/0/100/100 units of SCJ/BH/CH/DFG/SR respectively for the Location 1.
- f) Supplier E from State Z offers 0/0/0/200/200 units of SCJ/BH/CH/DFG/SR respectively for the Location 1.
- g) Supplier F from State Z offers 0/0/0/200/100 units of SCJ/BH/CH/DFG/SR respectively for the Location 1.
- h) Distance of Distillery of Supplier A is 200km from Location 1 slab >75 to 200 km
- i) Distance of Distillery of Supplier B is 300km from Location 1 slab >200 to 400 km
- j) Distance of Distillery of Supplier C is 500km from Location 1 slab >400 to 600 km
- k) Distance of Distillery of Supplier D is 600km from Location 1 slab >400 to 600 km
- l) Distance of Distillery of Supplier E is 1300km from Location 1 slab >1200 km
- m) Distance of Distillery of Supplier F is 1350km from Location 1 slab >1200 km

The allocation would be in the following order:

200 SCJ of A + 500 SCJ of B + 500 BH of A + 300 BH of B + 100 CH of A + 100 CH of B + 250 DFG of C + 83.33 SR of C + 83.33 DFG of D + 83.33 SR of D



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If the quantity required for Location 1 were only 1650 units, then the allocation shall be in the following order:

200 SCJ of A + 500 SCJ of B + 500 BH of A + 300 BH of B + 100 CH of A + 50 CH of B

If the quantity required for Location 1 were only 900 units, then the allocation shall be in the following order:

200 SCJ of A + 500 SCJ of B + 200 BH of A

If the quantity required for Location 1 were only 2500 units, then the allocation shall be in the following order:

200 SCJ of A + 500 SCJ of B + 500 BH of A + 300 BH of B + 100 CH of A + 100 CH of B + 300 DFG of C + 100 SR of C + 100 DFG of D + 100 SR of D + 100 DFG of E + 100 SR of E

For priority in allocation, Maize would be considered at par with DFG (Damaged Food Grain). Other terms and conditions remains the same.

No other preference shall be considered for allocation of quantities.

Department of Food & Public Distribution (DFPD) would provide a mechanism of certification to differentiate Ethanol produced from Sugarcane Juice/Sugar/Sugar Syrup and B Heavy molasses. OMCs shall pay the rate fixed for ethanol derived from B Heavy molasses and Sugarcane Juice/Sugar/Sugar Syrup only if the Tank Truck delivering Ethanol from Sugarcane Juice/Sugar/Sugar Syrup and B Heavy molasses is carrying the Certificate/ Document as per prescribed mechanism.

Existing mechanism for certification of ethanol produced from Sugarcane Juice & ethanol produced from B-Heavy Molasses shall prevail till the revised mechanism if any is issued by DFPD at a later date.

In case of Ethanol manufactured from Damaged food grains unfit for human consumption each TT delivering Ethanol from Damaged Food Grain must carry the Certificate/ Document issued by Excise Authority with unique serial number certifying the feed stock used for production i.e Damaged food grain not fit for human consumption of such Ethanol and the invoice should have endorsement from Excise officials with the serial number of the certificate as mentioned above which will be attached along with the consignment.



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In case of Ethanol manufactured from maize, suppliers are required to submit a certificate stating that the Ethanol has been produced from Maize along with every Tank Lorry carrying Ethanol produced from Maize and supplied to OMC location.

In case of Ethanol manufactured from Surplus Rice procured from FCI, The rice for conversion to ethanol shall be issued to the distillers by FCI at Rs 2000/= per quintal.

The procedure and modalities for issue of rice by FCI is given under Notice on <https://bpcleproc.in> site.

Bidders may refer to the following link of FCI's food storage Depots to know the State-Wise/ Zone Wise/ District Wise details of food storage depots along with the capacity, Name and contact details of Depot In-charge:
<https://fci.gov.in/storages.php?view=307>

Details of the Nodal officers of Department of Food & Public Distribution, Food Corporation of India & OMCs are given under Notice on e- procurement site.

Escalation/De-escalation formula for rate for ethanol derived from Surplus Rice procured from FCI is given below:

The procurement price of Ethanol from surplus rice will remain unchanged irrespective of any downward revision by FCI in the price of surplus rice.

The procurement price of Ethanol from surplus rice will be calculated as below in case of upward revision by FCI in the price of surplus rice:

$$E = 2.22 \times (X2 - X1)$$

$$P2 = P1 + E$$

P2- Price of Ethanol as on the date of escalation

P1 -Price of Ethanol Fixed by OMC Committee (Rs.56.87 per Liter)

E- Escalation i.e. $2.22 \times (X2 - X1)$

X2 -Price of Surplus Rice supplied by FCI ex. their godown as on (date of consideration)



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X1 - Price of Surplus Rice supplied by FCI ex. their godown as on (price considered in tender @ Rs. 22.50/- per Kg.)

As per EOI terms and conditions, priority of allocation as mentioned above shall be accorded. And within the same feed stock category if there were multiple L1s for any location, the allocation shall be made based on the ratio of their offered quantity in case cumulative offered quantity is more than the required quantity. After allocating quantities to L1 bidders for each location, if full requirement for the location is not met; L2 bidders offered quantity will be accepted (till location's requirement is met). This process will be repeated for L3.....Ln bidders.

"On sole discretion of OMCs, vendors may be asked to shift 20% of the allocated quantity of the location to any other location on need basis during the ESY by informing the bidder well in advance."

Procurement of additional quantity:

OMCs may procure additional quantity up to 10% over and above the contracted quantity from the vendor on mutual consent basis.

Bids submitted after the due date and time of closing of EOI or not in the prescribed format are liable to be rejected. BPCL does not take any responsibility for any delay in submission of online bid due to connectivity problem. No claims on this account shall be entertained.



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Allocation Criteria for Project Proponents / Suppliers who sign Long Term Offtake Agreement and offer quantity during the ESY 21-22

The project proponents / suppliers who sign Long Term Offtake Agreement vide E-tender no. 86996 and offer quantity during the ESY 2021-22 will be given preferential allocation for supplying Ethanol to the extent of prorated annual off-take quantity for the balance period of ESY 21-22. However, the said suppliers are required to register themselves with OMCs for their upcoming plants (including expansion of existing distillery) and participate in the Ethanol Procurement process of OMCs during the ESY 21-22.

In order to meet the above prorated annual off-take quantity as per agreement, if found necessary, the pre-allocated quantities awarded to existing suppliers under this EOI may be reduced. The reduction in allocated quantity from the existing supplier(s) will be carried out in the reverse order of allocation criteria, as described below:

1. The allocation made to the farthest existing supplier from the OMC location from outside the state shall be reduced first.
2. If the quantity is not sufficient to accommodate the offtake quantity as per agreement, then allocation from the next farthest existing supplier shall be reduced and so on as per distance of the existing supplier(s) from OMC location.
3. If the quantity reduced from existing suppliers from outside state is not sufficient to accommodate the offtake quantity as per agreement, then the reduction in allocation from the existing suppliers from within the state shall be resorted to.
4. Within the state, the allocation made for ethanol from CHM, DFG & FCI rice from the farthest existing supplier shall be reduced first.
5. If the quantity is not sufficient, then allocation for ethanol from CHM, DFG & FCI rice from next farthest existing supplier shall be reduced and so on as per distance of the existing supplier from OMC location.
6. Next, allocation made for ethanol from BHM shall be reduced as explained in step 4 & 5 above.
7. Next allocation made from SCJ shall be reduced as explained in step 4&5 above.



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8. For the above, the distance between OMC location and the existing supplier will be based on the one way distance slab applicable for transportation rates.

The reduced quantity, as above, may be re-allocated based on mutual consent. In case, re-allocation not acceptable to the existing supplier, the allocation will stand reduced and the reduced quantity will be considered for PRC, BG, indents, etc.

The existing supplier will be informed at least one month in advance about the above reduction in the pre-allocated quantity.

Security Deposit

Security deposit (@1% of contract value) in the form of BG/ retention of SD amount from initial invoices, for the full allocation of ESY 2021-22 will be given by the successful vendor within one month of issuance of LOI.

In case the successful bidder is unable to meet this condition, the allocation for which SD is not submitted is liable to be withdrawn.

Change of Distillery

The supplier who have multiple distilleries registered with BPC under the EOI, due to some issue in the original distillery, supplier shall be allowed to change to alternate distillery (ies) during the period of contract with following conditions:

1. The alternate distillery (ies) needs to be located within the state where the original distillery is located.
2. Certificate from state excise clearly mentioning the reason for non-supply of Ethanol from the original distillery.
3. Certificate from state excise clearly mentioning the alternate distillery of the supplier from which the pending quantity is proposed to be supplied. This pending quantity supplied by alternate distillery will be adjusted from allocation of Original distillery.
4. The transportation rate applicable shall be less than or equal to the rate as per original contract.
5. This is applicable only for Cooperative distilleries under the administrative control of State Government and distilleries belonging to one Company.



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Term(s) or condition(s) of this quantity Bid

Term(s) or condition(s) of the "EOI for Enrolling bidders for Long Term Arrangement of Supply of Denatured Anhydrous Ethanol to Oil Marketing Companies (OMCs) locations for the period till 30.11.2025" will be applicable. Specific terms(s) or conditions(s), published in this Quantity Bid shall supersede the parallel term(s) or condition(s) mentioned in the "EOI for Enrolling bidders for Long Term Arrangement of Supply of Denatured Anhydrous Ethanol to Oil Marketing Companies (OMCs) locations for the period till 30.11.2025".

QUERIES AND CLARIFICATIONS: Any query or clarification with regard to this tender may please be referred to below address & phone nos. on any working day during office working hours:

Contact person for Clarification with regard to tender	Address
Mr. Rajesh Gehlot, Procurement Manager, Phone: 022-24176416/9950100035 E Mail: rajeshgehlot@bharatpetroleum.in	Procurement Mgr. /GM Procurement, Central Procurement Organization (Mktg),
Mr. Manoj K., GM Procurement, Phone: 022-24176133 /8017523189 E Mail: manojk@bharatpetroleum.in	Bharat Petroleum Corporation Ltd, 'A' Installation, Sewree Fort Road, Sewree (East), Mumbai - 400 015

Refer any clarification on E-tender/E-EOI/ training / uploading of document on e-procurement site, please contact our service provider M/s C1 India. Details of their contact no. are provided in General Conditions of E-tendering / Contact us / Help desk no. on <https://bpcltenders.eproc.in/>