



QUANTITY BIDDING FOR SUPPLY OF AROUND 83 CRORE LITRES OF
DENATURED ANHYDROUS ETHANOL AT OIL MARKETING COMPANIES
(OMCs) LOCATIONS FOR THE BALANCE PERIOD OF ESY 20-21

TENDER REFERENCE NO. 1000355961(REG-3-1),SYSTEM ID 82860



IndianOil



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

Invite

Quantity bidding for

**SUPPLY OF AROUND 83 CRORE LITRES OF DENATURED
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ESY 20-21**



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- **Filling Quantity Bid** : Bidders to quote Ethanol quantities to be supplied by them against the requirement of OMCs, location wise, category wise for the period **1st March 21-30th November 21 in the quantity** bid.

Quantity bids for the entire period of 1st March 21-30th November 21 are being opened for technically qualified bidders of EOI 1000355961 dated 12.08.2020, EOI dated 11.11.2020 and new bidders qualified technically in EOI dated 02.03.2021.

- Bidders to 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 2(Q2) - March 2021, April 2021 & May 2021

Quarter 3 (Q3) – June 2021, July 2021 & August 2021

Quarter 4 (Q4) - September 2021, October 2021 & November 2021 .

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 and the quantity allocated in quantity bidding dated 19.10.2020 (1000355961Quantitybid), EOI cum Quantity Bid dated 11.11.2020 (1000355961(Cycle-2)), quantity bidding dated 24.12.2020 (1000355961(CYCLE 2/ROUND 2)), quantity bidding dated 19.01.2021 (1000355961(CYCLE 2/ROUND 3)) shall not exceed their total licensed



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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. I/We also confirm that aggregate of quantity of ethanol allotted in Quantity Bidding (dated 19.10.2020 (1000355961Quantitybid), EOI cum Quantity Bid dated 11.11.2020 (1000355961(Cycle-2)), quantity bidding dated 24.12.2020 (1000355961(CYCLE 2/ROUND 2)), quantity bidding dated 19.01.2021 (1000355961(CYCLE 2/ROUND 3)) plus quantity being offered from various feedstocks by me/us in this quantity bidding is within my/our licensed capacity.

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 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 quarter.
 - Bidder may choose to quote quantities for supply of ethanol from one or more feed stock

****Minimum quantity of 100 KI 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



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of feedstock of Ethanol, including the quantities allocated in *Quantity Bidding* (dated 19.10.2020 (1000355961Quantitybid), EOI cum Quantity Bid dated 11.11.2020 (1000355961(Cycle-2)), quantity bidding dated 24.12.2020 (1000355961(CYCLE 2/ROUND 2)), quantity bidding dated 19.01.2021 (1000355961(CYCLE 2/ROUND 3))).

If after opening of quantity bid it is found that the bidder has quoted more than 1/4th of the annual licensed capacity including the quantities allocated in *Quantity Bidding* (dated 19.10.2020 (1000355961Quantitybid), EOI cum Quantity Bid dated 11.11.2020 (1000355961(Cycle-2)), quantity bidding dated 24.12.2020 (1000355961(CYCLE 2/ROUND 2)), quantity bidding dated 19.01.2021 (1000355961(CYCLE 2/ROUND 3))) and/or augmented annual licensed capacity effective from applicable quarters, in any of the quarter of any location / few locations/all locations, then such bid(s) will be rejected for all the locations.

If after allocation it is found that the bidder has quoted more than 1/4th of the licensed capacity in any of the quarter of any location / few locations/all locations including the quantities allocated in *Quantity Bidding* (dated 19.10.2020 (1000355961Quantitybid), EOI cum Quantity Bid dated 11.11.2020 (1000355961(Cycle-2)), quantity bidding dated 24.12.2020 (1000355961(CYCLE 2/ROUND 2)), quantity bidding dated 19.01.2021 (1000355961(CYCLE 2/ROUND 3))) then the allocation will be cancelled for all the locations and the quantity/ies will be reallocated to other technically qualified eligible bidders for such location(s).



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RATES OF ETHANOL

A) In line with MoPNG notification dated 29th Oct2020 the price of Ethanol for Ethanol Supply Year 2020-21 from 01 December 2020 to 30 November 2021 is fixed as below:

- The price of ethanol from **C heavy molasses route is fixed at Rs.45.69 per litre.**
- The price of ethanol from **B heavy molasses route is fixed at Rs.57.61 per litre.**
- The price of ethanol from **sugarcane juice/sugar/sugar syrup route is fixed at Rs.62.65 per litre.**

OMCs are guided by MOP&NG circulars/ PIB notifications regarding prices of ethanol for EBP Programme. Rate for ethanol derived from **damaged food grains unfit for human consumption/Maize is Rs.51.55 per litre** and rate for ethanol derived from **Surplus Rice procured from FCI has been fixed as Rs.56.87 per litre** (in case of upward revision by FCI in the price of surplus rice, refer formula provided in Evaluation/Order Award Criteria for revised price)

Import fee levied by Government of Rajasthan for import of ethanol from outside state shall be borne by OMCs.

- 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,



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Maize/Surplus Rice procured from FCI are to be categorized and quoted under the respective column in the price bid form accordingly.

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

One way distance in km)	Transportation Rates (Rs./kl)
0 to 75	160
>75 to 200	359
>200 to 400	763
>400 to 600	1279
>600 to 800	1795
>800 to 1000	2309
>1000 to 1200	3057
>1200	Per kl rate shall be Rs. 3057/KL for 1200 KM + Rs. 2.23 x KM (as per Google maps) beyond 1200 KM (one way)

* 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.

The above rates shall be made applicable for the supplies from 01.04.2021.

It is also proposed to put escalation clause in the contract T&C linking transportation rates with HSD rate.

“The transportation slabs shall be revised by OMCs on quarterly basis. This would be effective for all the supplies effective 1st April 2021. There after these rates would be escalated / de-escalated in Q2 and Q3 of ESY.”



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The formula for the same shall be as under:

Diesel RSP Rs. 88.58 /L as of 27.02.21 of Mumbai.

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.

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

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

D) 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.



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EVALUATION / ORDER AWARD CRITERIA:

The criteria for allocation of offered quantities from the bidders for ESY 20-21 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



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unfit for human consumption/Surplus Rice sourced from FCI/ Others are in the same distance slabs (upto 1200kms) or having same distance (more than 1200kms), allocation would be done based on the ratio of the offered quantities from the respective suppliers.

2A. 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



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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

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



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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.

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 2200/= per quintal.

The procedure and modalities for issue of rice by FCI is given under Notice on e.procurement 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



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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 above is being done on a one time basis in order to increase Ethanol supplies from all available sources.

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)

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

This is to inform all the bidders that that ministry of consumer affairs has amended the Policy for sale of Rice to Bulk consumer /State governments/UTs in the open market under Open Market Sales Scheme



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(Domestic) through e-auction for the balance period of 2020-21 as under:

“The reserve price of rice under OMSS (D) for rest of the period of 2020-21 is fixed as Rs. 2000 per qtl for state governments and central govt schemes and programs including for ethanol production under Bio-Fuel policy”

Modalities for supplying rice from the stocks of Food Corporation of India will be put in place in coordination with MoPNG.

- a. 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 latter part of the ESY by informing the bidder well in advance”

Pre-Bid Meeting: In order to avoid congregation of bidders at one place, prebid meeting will be conducted on **31st March 2021 at 1100hrs** through Video Conference through Microsoft Teams app. To participate please use following link:

https://teams.microsoft.com/l/meetup-join/19%3ameeting_NjAzMWY4OTYtZWNIi00NWJkLWFIZTAtZmU2Y2NiYjM2NTQ0%40thread.v2/0?cont



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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.

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:

GM Procurement/ Sr.Manager Procurement
Central Procurement Organisation (Mktg)
Bharat Petroleum Corporation Ltd,
'A' Installation, Sewree Fort Road, Sewree (East),
Mumbai - 400 015.

Phone: 91-22-24176133 /8017523189/ 24176416/8696906824
E Mail :manojk@bharatpetroleum.in;
gunjanomprakash@bharatpetroleum.in

For any clarification on e-EOI/ training / uploading of document on e-procurement site, please contact our service provider M/s ETL on below numbers.

Mr.Harshal Sapkale: Tele Phone: 02224176419/6351896637, E-mail:
mumbai.support@eptl.in

Mr. Mohnish Gore : Email : mohnish.gore@eptl.in

M/s. ETL Help Desk No. : 079-68136871/861/854/0120-
2474951/033-24293447

Email: support@bpclproc.in



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For any queries / clarifications on EOI technical specifications / commercial points and other terms and conditions of the EOI please contact as under:-

Mr. Gunjan Omprakash Bhiwal, Sr.Manager Procurement, CPO (Mktg.),
CONTACT NO: 91-22-24176416, 8696906824
EMAIL: gunjanomprakash@bharatpetroleum.in

OR

Mr. Manoj K, General Manager Procurement, CPO (Mktg.)
CONTACT NO: 91-22-24176133, 8017523189
EMAIL: manojk@bharatpetroleum.in