

**Mangalore Refinery and
Petrochemicals Ltd**
(A subsidiary of Oil and Natural Gas
Corporation Limited)



**Invites
Expression of Interest (Eoi)**

**From
Any Indian/Global Company/Affiliate**

**For
Empanelment/Registration of Business Consultants**

Invitation Letter

Date: 21.09.2023

Sub: Expression of Interest for Empanelment/Registration of Consultants for MRPL for its Refinery and Petrochemicals Business

I. Background

1. Mangalore Refinery and Petrochemicals Limited(MRPL) is a 15 MMTPA (300,000 barrel per day) Refinery located in the coastal city of Mangalore in the state of Karnataka in India. It is a standalone refinery and a subsidiary of ONGC with diversified products covering fuels and petrochemicals. MRPL sells its products domestically and outside. While consolidating its existing business, the company is also looking at growth opportunities for the future.
2. MRPL hereby intends to empanel suitable business consultants possessing relevant experience for various advisory services.

II. Objective of Consultant Engagement

The objective of consultant engagement is to avail the following (not exhaustive) advisory support/consultancy services for current developments at domestic and international levels.

1. To identify and capitalize on emerging business opportunities.
2. To gain from best practices across value chain.
3. To assist develop short and long term plans.
4. To undertake feasibility studies
5. To assess business imperatives in a changing regulatory/policy environment.

III. Focus Areas for Consultant Engagement

1. Market Survey and Growth Strategies for Fuels, Chemicals and Petrochemicals.
2. Renewables, Bio Fuels, New Energy production and business model.
3. ESG strategy related activities.

4. Business strategy/M&A/Financial Appraisals/Financial Advisory services/Capital restructuring.
5. New policy/statute advisory support (on new policy/legal requirements promulgated by Govt) and compliance strategy.
6. Other related national/international compliance

IV. Similar Work

Consultancy services with each project value of min. Rs. 50 Lakhs in the Mid/Downstream segment in the Oil and Gas Sector (Govt/Industry/Regulatory Bodies) in India in last 10 years in areas as outlined at para III.

V. Qualification Criteria and Empanelment/Registration Process

1. Consultants shall be evaluated based on EoI process (or bidding process) and shall be evaluated and ranked based on total score out of 100 achieved against Qualification Criteria as per detailed scoring methodology specified in Annexure-1 to this EoI.
2. Brief qualification criteria are as under:
 - a. Experience of consultancy services in similar work(s).
 - b. Financial Strength
3. Net worth of bidder shall be positive for preceding financial/ accounting year.
4. Only Bidders scoring $\geq 50\%$ of total assigned marks against Financial and Non-Financial Criteria each shall be considered for empanelment/registration.

VI. Duration of Empanelment/Registration

The empanelment/registration period shall be for a period of 03 (Three) years from the date of issue of Letter of Acceptance (LOA).

VII. Presence of Office in India

Bidder shall have at least one office located in India with qualified professionals. In order to promote Atmanirbhar Bharat Policy of Govt, the award of consultancy project will be done in Indian Rupees to the Indian Office of the Consultant.

VIII. Engagement of Empaneled/Registered Consultant for Consultancy Service

Award of consultancy project will be based on bidding process amongst empaneled/registered consultants. At the time of selection for consultancy service

from the empaneled/registered list, MRPL shall invite bids from those Consultants who have been empaneled/registered through this EOI. The empaneled/registered consultant selected through bidding on L1 basis shall be required to sign a Non-Disclosure Agreement as applicable.

IX. General Terms

1. Experience of only the bidding entity shall be considered. In-house work experience (where for the past experience referred for qualification, the Contractor and the Owner belonging to the same Organization) shall not be considered as valid experience for the purpose of qualification.
2. MRPL shall not be responsible for any expenditure incurred by applicants in connection with the preparation & submission of their EOI.
3. MRPL reserves the right to assess applicant's capability and capacity to execute the work using in-house information and by taking into account other aspects such as concurrent commitments and past performance.
4. MRPL reserves the right to accept or reject any response to this Expression of Interest for Empanelment/Registration of Business Consultants, cancel/withdraw the EOI process without assigning any reason whatsoever and in such case, APPLICANT shall not have any claim arising out of such action. MRPL bears no responsibility or liability of any kind in reference to the EOI.
5. Applicant submitting EOI should not be under liquidation, court receivership or similar proceedings.
6. Consultants either in holiday list or blacklist of MRPL/MoPNG will not be considered for empanelment/registration. Further, any consultant put in holiday list/black list by MRPL/MoPNG during the period of empanelment will stand disqualified from the empanelled/registered list.

Selection of Consultant

Bidders shall be evaluated based on score obtained as per Qualification Criteria specified as under. Only Bidders scoring $\geq 50\%$ of total assigned marks against Financial and Non-Financial Criteria each shall be considered for empanelment/registration.

No weightage shall be given against individual evaluation criteria under either Financial or Non-Financial category where qualification met is below the criteria corresponding to 50% weightage

QCBS (Quality cum Cost Based Selection) Matrix

Evaluation Criteria

S. No.	Criteria	Marks	Weightage		
			100%	75%	50%
I	Non-Financial Criteria				
1.	<p>Experience of the firm Bidder shall submit the following:</p> <p>Documentary evidence in respect of satisfactory execution of each of those contracts of SIMILAR WORKS as defined in Clause IV of this document, in the form of copies of any of the documents (indicating respective contract number and type of consultancy services), such as - (i) Satisfactory completion / performance report (OR) (ii) proof of release of Performance Security after completion of the contract (OR) (iii) proof of settlement / release of final payment against the contract (OR) (iv) any other documentary evidence that can substantiate the satisfactory execution of each of the contracts cited.</p>				
	(a) No. of assignments of carrying out business consultancy in SIMILAR WORKS in Mid/Downstream Business in Oil and Gas Sector in last 10 years (Industry/Govt/Regulatory Bodies)	25	10 or more	8 or more	5 or more
	(b) No. of different clients during past 10 years in providing consultancy services in Mid/ Downstream Business in Oil and Gas Sector (Industry/Govt/Regulatory Bodies) in SIMILAR WORKS.	5	10 or more	7 or more	5 or more

S. No.	Criteria	Marks	Weightage		
			100%	75%	50%
	(c) Minimum 3 nos. consultancy service in Mid/Downstream Business in Oil and Gas Sector in last 3 years (Industry/Govt/Regulatory Bodies) in SIMILAR WORKS	21	(21 marks if min. 3 nos. consultancy service is provided else NIL marks)		
2.	Experience in Diverse Areas Client envisages that the consultant must have experience in the following diverse areas (each project of min. value Rs. 50 Lakhs in last 10 years): 1. Market Survey and Growth Strategies of Fuels, Chemicals and Petrochemicals 2. Renewables, Bio Fuels, New Energy, production and business model 3. ESG strategy related activities 4. Business strategy/M&A/Financial Appraisals/Financial Advisory services/Capital restructuring 5. New policy/statute advisory support (on new policy/legal requirements promulgated by Govt) 6. Other related national/international compliance etc	24	4 marks per consultancy in each area (Note: If consultant has executed more than one project in any area then 4 marks max shall be considered against that area)		
II	Financial Criteria				
1.	Financial Strength of the Consultant- Average Annual Turnover for previous three financial years (Turnover of the Indian Arm/Indian Entity)	25	Equal to or more than Rs. 1000 Cr	Equal to or more than Rs. 750 Cr	Equal to or more than Rs. 500 Cr
Total		100			

Instructions to the Applicants

1. The Applicants should note that:

- 1.1 Language of the responses to EoI or any query/ clarifications/ correspondences shall be in English only.
- 1.2 For expression of interest, Application Form/Annexures shall be duly filled and sent to MRPL by the APPLICANT
- 1.3 Applicants shall mention the name and contact details of relevant person(s), with complete address, phone number and email id.
- 1.4 MRPL may, at its sole discretion, ask for additional information/ documents and/ or seek clarifications from the Applicant(s) after the Deadline for submission of response, inter alia, for the purpose of removal of inconsistencies or infirmities in their responses.
- 1.5 The Applicants shall be responsible for all the costs associated with the preparation of the response and participation in discussions, finalization & execution of the documents related with this EoI. MRPL shall not be responsible in any way for such costs, regardless of the conduct or outcome of this empanelment/registration process.
- 1.6 The financial data must be submitted in Indian Rupees Only.
- 1.7 All the pages of the Application for empanelment/registration and attachments should be signed and corrections and over writings should be countersigned by the authorized signatory.
- 1.8 If it is established that the Applicant has submitted fraudulent documents or has indulged in to corrupt and fraudulent practice at any point of time, the Applicant would be debarred/ disqualified from the empanelment/registration by MRPL.
- 1.9 MRPL reserves the right to cross check and confirm the information / details furnished by the Applicant at any time during the period of empanelment/registration.

2. Corrigendum:

At any time before the last date of submission of EoIs, MRPL may, for any reason, whether at its own initiative or in response to a clarification requested by an Applicant, modify the EoI document. The amendment will be binding on the Applicants and the Applicant will give due consideration to the same, while they submit their EoIs, and would invariably enclose documents/ information, as required, on account of the amendment, as a part of the EoI. MRPL may, at its discretion, extend the deadline for the submission of EoIs.

3. Validity of the responses:

The Applicant shall submit the responses which shall remain valid up to four (4) months after the last date of submission. MRPL may solicit the Applicant's consent for an extension of the period of validity of the response.

4. Submission of Queries:

Any query before submission of EOI shall be sent by email to below addressee.

Mr. P V Ganesh
General Manager (Corporate Strategy)
Mangalore Refinery and Petrochemicals Limited,
Mudapadav, Post Kuthethoor, Via Katipalla
Mangaluru-575030, Karnataka
Mobile: 9448495772
Email : ganesh@mrpl.co.in

Format for Covering Letter Cum Undertaking

(The covering letter should be on the Letter Head of the Applicant)

Applicant's Ref. No. : _____

Date: _____

Place: _____

To,

.....

Sub.:

MRPL Ref.: MRPL/Empanelment/Registration/Eol/2023, dated xx/xx/2023

Dear Sir,

We, the undersigned [insert name of the "Applicant"] having read, examined and understood in detail the INVITATION FOR EXPRESSION OF INTEREST, we confirm that neither we nor any of our Parent Company/ Affiliate/ Ultimate Parent Company has submitted response other than this response directly or indirectly in response to the aforesaid Eol.

1. We give our unconditional acceptance to the Eol, issued by MRPL, including its amendments and/or clarification, if any, the receipt of which is hereby acknowledged. In token of our acceptance to the Eol, the same have been signed & stamped by us and enclosed to the response. We hereby confirm that the provisions of the Eol shall be binding on us.
2. We have submitted our response strictly as per provisions and formats of the Eol, with-out any deviations, conditions and without mentioning any assumptions or notes.
3. We hereby unconditionally and irrevocably agree and accept that the decision made by MRPL in respect of any matter regarding or arising out of the Eol shall be binding on us. We hereby expressly waive any and all claims in respect of Eol process. We confirm that there are no litigations or disputes against us, which materially affect our ability to participate or function under the obligations with regard to Eol.
4. Details of the contact person of applicant are furnished as
below: Name:
Designation:
Address
Contact numbers
Email id

5. It is confirmed that our response is consistent with all the requirements of submission as stated in the Eol and subsequent communications from MRPL, if any.
6. The information submitted in our response is complete, strictly as per the requirements stipulated in the Eol and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our response.
7. We confirm that all the terms and conditions of our response are valid for acceptance for a period of four (4) months from the response Deadline.
8. We understand that MRPL is not bound to accept any response it receives.

We remain,
Yours sincerely

Signature Name Designation

(Authorized Person in whose name Power of Attorney is issued)

Applicant's General Information

Applicant shall submit following general information along with supporting documents:

1. Name of the Company/Affiliates/Representatives/: (Strike off whichever is not applicable)
2. Legal status of the Company/Affiliates/Representatives
3. Brief description of the Company/Affiliates/Representatives including details of its business groups/subsidiaries:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos.: a. Registered Office: b. Head Office: c. Address for communication: d. Contact Details: e. Office Address in India, if any:
7. Any other documents considered relevant

(Sign & Company Seal) Authorized signatory

Financial Credential of Applicant

Following documents to be enclosed related to financial credential of the applicant:

1. Copies of Audited Financial statements (Annual Reports) for last 3 years.
2. Credit Rating, Market share (Domestic/International)
3. Segmental Revenue in the applied category.
4. Following financial data as certified by a Chartered/ Cost Accountant (with membership number and firm registration number) to be provided as per below format

In INR Cr.

Sl No.	Description	FY-2020-21	FY-2021-22	FY 2022-23
a	Annual Turnover			
b	Paid up share capital			
c	Net worth			
d	Profit before taxes			

(Sign & Company Seal) Authorized signatory

Mangalore Refinery and Petrochemicals Limited (MRPL) is a subsidiary of M/s. Oil and Natural Gas Corporation Limited (ONGC). MRPL proposes to invite Expression of Interest.

EOI Details as follows:

EOI No.	MRPL/EOI/CS/2023-2024/01
EOI on Website	From 25.09.2023 to 24.10.2023
Last Date for queries/Seeking Clarifications	07.10.2023
Pre-EOI submission meeting with applicants for providing clarifications	16.10.2023
Closing date for submission of EOI	Upto 17:00 hrs (IST) on 24.10.2023
EOI documents available at	www.mrpl.co.in/eoi

Please contact below mentioned personnel for further details:

Designation	Contact No.	Email id
GM (Corporate Strategy)	Mobile:+919448495772	ganesh@mrpl.co.in

All Credentials/ Documents shall be addressed to

General Manager

Materials Department

Mangalore Refinery & Petrochemicals Ltd

Kuthethoor PO, Via Katipalla, Mangalore – 575 030

Karnataka- India

The envelope containing the documents shall be superscripted **“Documents for Empanelment/Registration of Business Consultants at MRPL”**



MANGALORE REFINERY & PETROCHEMICALS LTD.
(A Subsidiary of Oil and Natural Gas Corporation Ltd.)

Corrigendum

To

Expression of Interest (Eoi)

From

**Any Indian/Global
Company/Affiliate**

For

**Empanelment/Registration
of Business Consultants**

Sub: Expression of Interest for Empanelment/Registration of Consultants for MRPL for its Refinery and Petrochemicals Business

With reference to above Expression of Interest, applicants are requested to note the following:

The items, conditions, specification and stipulations of the EOI Document stand modified to the extent indicated in the attached amendment as per attached **annexure**. The implications of the same, elsewhere in the tender shall be taken care of appropriately by the applicants. All other terms and conditions, stipulations and specifications of EOI shall remain unaltered.



Empanelment/Registration of Business Consultants

ANNEXURE- ADDENDUM TO EOI

Sl. No.	Reference of EOI Document				Existing Clause	Amendment
	Sec. No.	Page No.	Annexure/ Clause No.	Subject / Statem		
1	---	3 of 13	Clause IV	Similar Work	Consultancy services with each project value of min. Rs. 50 Lakhs in the Mid/Downstream segment in the Oil and Gas Sector (Govt/Industry/Regulatory Bodies) in India in last 10 years in areas as outlined at para III.	Modified clause shall be read as below: Consultancy services with each project/ assignment value of min. Rs. 50 Lakhs in the Mid/Downstream segment in the Oil and Gas Sector (Govt/Industry/Regulatory Bodies) in India completed in last 10 years in areas as outlined at para III.



Empanelment/Registration of Business Consultants

2.	---	5 of 13	Annexure-1	Experience of the firm	<p>Bidder shall submit the following:</p> <p>Documentary evidence in respect of satisfactory execution of each of those contracts of SIMILAR WORKS as defined in Clause IV of this document, in the form of copies of any of the documents (indicating respective contract number and type of consultancy services), such as - (i) Satisfactory completion / performance report (OR) (ii) proof of release of Performance Security after completion of the contract (OR) (iii) proof of settlement / release of final payment against the contract (OR) (iv) any other documentary evidence that can substantiate the satisfactory execution of each of the contracts cited.</p>	<p>Modified Clause shall be read as below:</p> <p>Documentary evidence in respect of satisfactory execution of each of those contracts of SIMILAR WORKS as defined in Clause IV of this document, in the form of copies of any of the documents (indicating respective contract number and type of consultancy services), such as - (i) Satisfactory completion / performance report (OR) (ii) proof of release of Performance Security after completion of the contract (OR) (iii) proof of settlement / release of final payment against the contract (OR) (iv) any other documentary evidence that can substantiate the satisfactory execution of each of the contracts cited.</p> <p>'If the bidder is under an NDA (Non-Disclosure agreement) with the client then a Certificate from auditor/practicing chartered account along with self-certification/ declarations from CEO/Head of the Firm stating conformance of this criterion along with required details substantiating SIMILAR WORK shall be submitted as evidence'</p>
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Empanelment/Registration of Business Consultants

3.	---	6 of 13	Annexure-1	Financial Criteria	<p>Financial Strength of the Consultant- Average Annual Turnover for previous three financial years (Turnover of the Indian Arm/Indian Entity)</p> <table border="1"> <tr> <td>Equal to or more than Rs. 1000 Cr</td> <td>Equal to or more than Rs. 750 Cr</td> <td>Equal to or more than Rs. 500 Cr</td> </tr> </table>	Equal to or more than Rs. 1000 Cr	Equal to or more than Rs. 750 Cr	Equal to or more than Rs. 500 Cr	<p>Amended Clause shall be read as below: Financial Strength of the Consultant- Average Annual Turnover for previous three financial years (Turnover of the Indian Arm/Indian Entity)</p> <table border="1"> <tr> <td>Equal to or more than Rs. 1000 Cr</td> <td>Equal to or more than Rs. 750 Cr</td> <td>Equal to or more than Rs. 200 Cr</td> </tr> </table>	Equal to or more than Rs. 1000 Cr	Equal to or more than Rs. 750 Cr	Equal to or more than Rs. 200 Cr
Equal to or more than Rs. 1000 Cr	Equal to or more than Rs. 750 Cr	Equal to or more than Rs. 500 Cr										
Equal to or more than Rs. 1000 Cr	Equal to or more than Rs. 750 Cr	Equal to or more than Rs. 200 Cr										
4.	---	12 of 13	Annexure-5	Financial Credential of Applicant	<p>Copies of Audited Financial statements (Annual Reports) for last 3 years.</p>	<p>Amended clause shall be read as below: Copies of Audited Financial Statements (Annual Reports) for last 3 years. Where, annual results of FY 2022-23 are not yet declared then a Certificate from auditor/practicing chartered account along with self-certification/ declarations from CEO/Head of the Firm shall be submitted conforming non-declaration of annual results. Audited Financial Statements for 3 years prior to FY 2022-23 shall then be submitted in this case.</p>						
5.	---	12 of 13	Annexure-5	Financial Credential of Applicant	<p>Credit Rating/Market Share</p>	<p>Amended Clause shall be read as below: Type of Business(whether partnership firm, listed company etc) and brief of business of Indian Entity.</p>						
6.	---	12 of 13	Annexure-5	Financial Credential of Applicant	<p>Segmental Revenue in the applied category</p>	<p>Amended clause shall be read as below: Overall revenue of Indian Entity</p>						



Empanelment/Registration of Business Consultants

7	--	13 of 13			Closing Date for submission of EoI Upto 17:00 hrs (IST) on 24.10.2023	Amended clause shall be read as below: Upto 17:00 hrs (IST) on 27.10.2023
8	---	13 of 13			All Credentials/ Documents shall be addressed to General Manager Materials Department Mangalore Refinery & Petrochemicals Ltd Kuthethoor PO, Via Katipalla, Mangalore – 575 030 Karnataka- India The envelope containing the documents shall be superscripted “Documents for Empanelment/Registration of Business Consultants at MRPL”	Amended clause shall be read as below: All submissions shall be made in pdf format (with each page stamped and signed by authorized signatory) and mailed to “ ganesh@mrpl.co.in” on or before the closing date and time. The submissions shall also include stamp and signature by authorized signatory of EoI documents including corrigendum(s) as token of acceptance.