

## **Expression of Interest for CNG Mobile Refueling Unit**

### **NOTICE INVITING EXPRESSION OF INTEREST**

#### **(EOI)**

**Ref.: AGL/INDORE/CNG/MRU/2021/02**

**Date: 21.07.2021**

### **CNG Mobile Refueling Unit on Own and Operate Model**

**Aavantika Gas Limited invites offers through Expression of Interest (EOI) from interested parties (“Applicant”) for submitting their proposal for CNG Mobile Refueling Unit on Own and Operate Model in the Geographical Areas of Indore, Ujjain and Gwalior Cities (Madhya Pradesh).**

#### **EOI Details:**

1. EOI is limited to application from Registered Companies, Partnership Firms, Proprietorship Firms, Registered Societies and Individuals only.
2. EOI Schedule shall be as under:
  - a) Period: 21.07.2021 (From 09:30 Hrs) to 31.08.2021 (Up to 18:00 Hrs).
  - b) Last Date for Submission of EOI: 31.08.2020 (Up to 18:00 Hrs).

Aavantika Gas Limited reserves the right to extend the EOI period and due date for submission, mentioned above.

3. EOI can be downloaded from the website [www.aglonline.net](http://www.aglonline.net) within the above-mentioned period. Any amendment, clarification, corrigendum w.r.t. EOI will be hosted on [www.aglonline.net](http://www.aglonline.net). Applicants should regularly visit this website to keep themselves updated. Any query related to EOI may be submitted online only at Email ID [marketing@aglonline.net](mailto:marketing@aglonline.net). Queries/clarifications received in any other form are liable to be unanswered. A written reply from the Aavantika Gas Limited will be suitably given.
4. The completely filled & signed EOI, along with requisite documents, is to be submitted by Applicant to “*Head Marketing, Aavantika Gas Limited, 2<sup>nd</sup> Floor, B Block, NRK Business Park, Vijay Nagar Square, Indore (Madhya Pradesh)*”.
5. EOI, complete in all respect, shall be opened and evaluated by Aavantika Gas Limited and the Applicant shall be informed according on time to time basis.
6. Aavantika Gas Limited will not be responsible for any cost or expenses incurred by the Applicant in connection with preparation or delivery of EOI.
7. This Notice inviting EOI neither confirms the right nor an expectation on any party to participate in the proposed EOI. Aavantika Gas Limited reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.
8. The laws of Union of India shall govern all matters concerning the EOI. Any issue arising related to this EOI or the selection process shall be adjudged by the Courts in Indore (M.P.), India alone.

## **Expression of Interest for CNG Mobile Refueling Unit**

### **INTRODUCTION & SCOPE OF WORK**

1. Aavantika Gas Limited [Joint Venture of GAIL (India) Ltd. and HPCL] is operating CNG stations in the Geographical Areas (GA) of Indore, Ujjain and Gwalior (Madhya Pradesh). Further, efforts are being made by Aavantika Gas Limited to start CNG operations in its acquired GAs of Indore, Ujjain and Gwalior Cities (Madhya Pradesh).
2. Aavantika Gas Limited is interested to expand the reach of CNG to the doorstep of customers. CNG Mobile Refueling Unit (MRU) is the one of the possible & prospective solution for providing CNG filling service to the customers at their doorstep/works. It is envisaged to provide this service through Interested Parties willing to work in the field of CNG Retailing. Interested party needs to own/lease the MRU and operate it within the boundaries of authorized GAs of Aavantika Gas Limited. Intended GAs for this EOI are Indore, Ujjain and Gwalior cities (Madhya Pradesh).

### **3. MRU should consist of following items:**

- a. PESO approved CNG Cylinder Cascades (preferably Type-III or Type-IV) of minimum 4500 WL capacity.
- b. Provision for dispensing CNG at 200 bar to the Automobiles/Vehicles at all the times.
- c. Dispensing arrangement.
- d. Average flow rate of 100 SCM/H over the range of 250 bar to 10 bar cascade pressure.
- e. It should be mounted on LCV/MCV/HCV for mobile operations of MRU.

**Note:** As the MRU technology is a new concept to the Indian CGD sector, the above is as per the best available understanding of Aavantika Gas Limited.

4. EOI proposal must be submitted by an applicant with the following clear understanding of the modus operandi:

### **A. SCOPE OF ACTIVITIES:**

- a. Aavantika Gas Limited shall be supplying CNG to the MRU, on advance payment basis, through its CNG Mother station or through filling facility of Aavantika Gas Limited. Sourcing of CNG shall be done only from Aavantika Gas Limited and Aavantika Gas Limited reserves the right to verify the CNG quality being dispensed through MRU at any point of time.
- b. Ownership of natural/CNG shall be of Aavantika Gas Limited at all times till CNG dispensation to the transport vehicles and Aavantika Gas Limited shall be paying the commission to the successful applicant party on per unit CNG sales.

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- c. Ownership of MRU shall be of the successful applicant including capital investment on account of all the equipment, accessories, installation, commissioning, transportation and day to day operation. All expenses against same shall be borne by the successful applicant including Insurance of CNG stock in MRU.
- d. It will be the responsibility of the successful applicant to obtain all the applicable statutory approvals such as PESO, concerned Central Government Authorities/ State Government Authorities /District Administration or any other approval depending on the area of operation and subsequent statutory compliances including tax compliances, if any.
- e. It shall be responsibility of the successful applicant for regular Operation & maintenance of MRU including arrangement of spare parts etc. and to ensure safe operations at all the times. Any loss towards transmission, compression & dispensing shall be on the account of the successful applicant.
- f. Land, power supply, HCV transportation and other utilities/facilities requirement shall be the responsibility of the successful applicant.
- g. Successful applicant shall be responsible for finding markets/customers for sale of CNG from its MRU. In case of more than one number of MRU, Aavantika Gas Limited reserves the right to specify the area of operations of each MRU.
- h. Aavantika Gas Limited shall be suitably indemnified from any loss/damage caused by MRU during the operation of MRU. An Indemnity Bond shall be executed accordingly.

### B. COMMISSION CHARGES IN RS./KG:

- a. Supplier has to quote the commission charges in Rs. /Kg. (excluding taxes and duties) for providing one no. of CNG MRU on own & operate model basis applicable for 5 years' period. Payment for CNG sales through MRU shall be based on weighted average rates quoted:

Slab	Per day CNG sales in kg
Slab 1	From 0 to 1000 kg
Slab 2	From 1001 to 2000 kg
Slab 3	From to or more than 2001 kgs (Flat rate)

Note : The quantity handed over by Aavantika Gas Limited to the Applicant at the Mother Station will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be. For these quantities, weighted average per KG commission charges would be paid for the slab applicable to the total quantity loaded on that given day.

### C. SALE OF CNG

- a. Applicant shall confine to sale of CNG supplied by AGL only. Applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of AGL. Applicant shall not set-up it's MRU within 1 km road distance of existing CNG station and same shall be approved by AGL. However, within 1 Km MRU location may be considered based on locational advantages and when suitable proper size land/plot not available. Applicant shall have to inform AGL the location of its MRU in advance prior to every change in location
- b. Applicant shall not during the currency of this Agreement sell or be in any way connected to selling CNG products of any other CNG Company or producer without the previous consent in writing of AGL.

- c. Applicant shall not make supplies of CNG products of AGL to any dealer/agent/distributor appointed by any of the other CNG Company.
- d. Applicant shall not sell AGL's products at higher/lower rates / prices than those declared / fixed by AGL from time to time.

#### **D. OTHER TERMS & CONDITIONS:**

- a. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of AGL. Successful applicant shall not set-up its MRU within 1 km Road distance of existing CNG station and same shall be approved by AGL. **However, within 1 Km MRU location may be considered based on locational advantages and when suitable proper size land/plot not available.** Successful applicant shall have to inform AGL the location of its MRU in advance prior to every change in location. GPS shall be installed in MRU by the successful applicant along with providing the access to AGL.
- b. Successful applicant shall deposit bank guarantee of Rs. 18 Lakh as security against the gas sales(However, if fortnightly invoice of gas sales increased then the additional appropriate bank guarantee shall be required to be submit by applicant). AGL shall raise fortnightly invoice for the quantity sold (AGL mother station) , applicant shall make payment against the invoice within 3 days. In case applicant fails to pay AGL the invoiced amount within 3 days for the gas supplied in previous fortnight, no gas will be made available for sale in the next fortnight and the bank guarantee will be encashed to recover the dues.
- c. Bank Guarantee submitted is liable to be encashed in case of any violation of the Terms & Conditions of the Agreement at the discretion of AGL.
- d. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU.
- e. The Agreement shall remain valid for an initial period of 5 Years with provision for extensions in 2 years block with mutual consent.
- f. Successful applicant shall be dispensing CNG with proper branding of AGL in MRU.
- g. As per the business model for supply of MRU provided in the EOI, bidder shall start the CNG sale from MRU within Nine (09) months (GA wise i.e. Indore & Gwalior) from the date of issuance of LOI. Due to any reason, if the supply from MRU is not started within Nine (09) months from the date of issue of this LOI, a request for extension of time shall be submitted by the bidder to AGL before three months of the expiry of the date of LOI, explaining the reasons for delay. The time extension request shall be evaluated by AGL for the future probability of the supply of MRU and further time extension shall be either granted or issued LOI shall be withdrawn on the sole discretion of AGL based on the merit of the case.

#### **E. Provisions of Acts, Rules & Regulations**

- a. Applicant shall observe and comply with the provisions of Petroleum Act, 1934, Explosives Act, 1884, Weights & Measures Act, 1976, etc., and all rules and regulations made thereunder.
- b. Applicant shall be solely responsible for any breach or contravention by Applicant, Applicant's servants or agents of any laws, rules, regulation or bye-laws passed or made by the Central and/or State Government and/or Municipal local and/or other Authorities as may be applicable from time.
- c. Applicant shall indemnify and save harmless AGL from all losses, damages, claims, suits or actions which may arise out of or result from any injury to any person or property of from violation of any statutory enactments, rules or regulations or other written orders or other laws or caused by or resulting from non-observance by you of the provisions of this Agreement.

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### 5. **Eligibility Criteria:**

The following eligibility criterion shall be met by the Applicants who intend to participate in this EOI and only those applicants, who qualify the following eligibility criteria, need to submit the proposal:

- a. **General:** Only Companies (Registered under Companies Act), Partnership Firms, Proprietorship Firms, Societies (Registered under Societies Registration Act) and Individuals can apply. Individual applicant must have passed Minimum 10<sup>th</sup> Standard or Equivalent (examination conducted by a Board/School).
- b. **Technical Criteria:** Applicant must be:
  - i. **Either** Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India
  - ii. **Or** having at least ONE (1) year on-ground practical experience in the field of CNG/ other transportation fuel (HSD/Petrol/Auto LPG/ LCNG) / Hydrocarbon Stations forecourt management.
  - iii. **Or** having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.

**Note:** Applicant has to clearly mention the relevant experience and submit the requisite documentary proof of meeting technical criteria.

### c. **Financial Criteria:**

- i. Applicant must have Minimum Net-worth of Rs. 1 Crore as on 31<sup>st</sup> March of previous Financial Year. Applicant shall be required to submit Net-worth statement in the form of affidavit and duly certified by Chartered Accountant along with EOI proposal.
  - ii. Applicant must have Credit worthiness of at least Rs. 2.0 Crores from Scheduled Bank / Financial Institution. Applicant shall be required to submit a letter ensuring Credit / Credit worthiness of the applicant along with EOI proposal.
- d. **Financial Quote:** Applicant has to quote the lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) of CNG sales applicable for 5 (Five) years in a separate sealed envelope. There will be no escalation on the quoted rates during this period due to any reason what so ever.
- e. Following documents needs to be submitted along with EOI proposal in support of eligibility:
- i. Self-attested copy of EOI (along with all amendments/addendums/corrigendum etc.) as downloaded from Aavantika Gas Limited website as acknowledgement of stipulated terms and conditions of EOI.
  - ii. EOI as per enclosed Format (attached as **Annexure-I**).

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### iii. Documents to be submitted by the Applicant-

<b>Individuals</b>	<ul style="list-style-type: none"><li>○ Copy of AADHAR &amp; PAN cards</li><li>○ Self-Attested Copy of Certificate/Marksheet of passing 10<sup>th</sup> Std. issued by a Board / School conducting the examination or equivalent.</li><li>○ Contact Address, Phone/Mobile Number &amp; Email ID for any communication.</li></ul>
<b>Others</b>	<ul style="list-style-type: none"><li>○ Partnership deed (for applicants under partnership)</li><li>○ Attested copy of Registration certificate / copy of Certificate of Incorporation of the entity from competent authority.</li><li>○ Authority letter &amp; copy of Resolution specifying name of the authorized person for making application.</li><li>○ Contact Address, Phone/Mobile Number &amp; Email ID for any communication.</li></ul>

### iv. Notarized Affidavit w.r.t. following undertakings:

- That the applicant has not been convicted for any criminal offence involving moral turpitude/ economic offences (other than freedom struggle)
- That the applicant is neither mentally unsound nor totally paralyzed
- That the applicant acknowledges the terms and conditions stipulated in EOI
- That the applicant undertakes to indemnify Aavantika Gas Limited from any loss/damage caused by MRU during the operation of MRU

### v. Requisite documentary proof w.r.t. meeting the Technical Eligibility Criteria –

- a. Copies of PO/Experience Certificate against proof of being manufacturer/supplier/ Operator of CNG Mobile Refueling Unit in India  
OR
- b. Copy of Work Order & Experience Certificate, issued by client, of having at least ONE (1) year on-ground practical experience in the field of CNG/ transportation fuel (HSD/Petrol/Auto LPG/ LCNG) / Hydrocarbon Stations forecourt management.  
OR
- c. Copy of Work Order & Experience Certificate, issued by client, of having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.

### vi. Net-worth statement in the form of affidavit and duly certified by Chartered Accountant.

### vii. Credit letter from Scheduled Bank / Financial Institution ensuring Credit / Credit worthiness of the applicant along with EOI proposal.

### viii. **Separate sealed envelope containing the Financial Quote:** Applicant has to quote the Lump-sum Commission Charges in Rs /Kg (excluding taxes & duties) of CNG

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sales (SINGLE NUMBER IN RS./KG APPLICABLE FOR 5 (Five) YEARS TO BE QUOTED) as per **Annexure - II**

**Note:** All the documents attached should be self-attested.

### 6. Selection Process:

- a. All applications received shall be evaluated against the Eligibility Criteria mentioned in this EOI document. On evaluation, if required, a techno-commercial query may be sent to the applicant seeking clarification / required documents in support of the qualification criteria.
- b. Selection of applicant(s) shall be based on the EOI proposal submitted by the applicant and shall be evaluated on Eligibility Criteria and LOWEST Quoted Commission Charges GA wise (Indore GA & Gwalior GA) i.e. Applicant(s) meeting the eligibility criteria and quoting lowest commission charges GA wise shall be successful. More than one applicant but matching the lowest quoted commission charges GA wise can be declared as successful.

For **evaluation purpose** total commission will be calculated as follows:

**Total Commission (Rs. /kg) = {(1000 kg) \* Slab 1 commission + (1000 kg) \* Slab 2+(1000 kg) \* Slab 3}/ 3000**

- c. AGL reserves the right to discontinue the process at any point of time without assigning any reasons. Further, AGL has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.
- d. Successful applicant (s) shall be informed separately by AGL regarding their selection along with the terms and conditions stipulated in Letter of Intent (LOI).
- e. Detailed agreement shall be executed with the selected applicant after acceptance of LOI and submission of requisite documents, Affidavits, Indemnity Bond and Security Deposit etc.

**Expression of Interest for CNG Mobile Refueling Unit**

**ANNEXURE – I**

**FORMAT FOR SUBMISSION OF EOI**

**To,  
Head Marketing  
Aavantika Gas Limited  
2<sup>nd</sup> Floor, B Block,  
NRK Business Park,  
Vijay Nagar Square,  
Indore (M.P.) 452010**

**Ref. : AGL/INDORE/CNG/MRU/2021/02 dated 21.07.2021**

**Subject: Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model”**

Dear Sir,

1. With reference to the EOI **Ref.: AGL/INDORE/CNG/MRU/2021/02 dated 21.07.2021** and after examining the detailed EOI document, selection process and other terms and conditions mentioned in the EOI document for “CNG Mobile Refueling Unit on Own and Operate Model”, I/We hereby offer to submit my / our Expression of Interest.
2. All documents necessary in this connection and as required in EOI are enclosed hereto. All the documents/ photocopies of the documents have been self-attested by me/us and Aavantika Gas Limited is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged.
3. The information sought from me as per the EOI notice is enclosed along with other mandatory details required in the EOI to this letter.
4. Our **Financial Quote** against Lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) of CNG sales, applicable for 5 (Five) years period is enclosed in a separate sealed envelope.

Yours Faithfully,

(Name, Designation, Signature & Stamp of Authorized Signatory)

<b>NAME OF APPLICANT</b> ----- -	<b>CATEGORY OF APPLICANT</b> INDIVIDUAL/OTHERS (TO BE SPECIFIED) -----
<b>CONTACT ADDRESS</b> ----- -	<b>DETAILS OF REGISTRATION DOCUMENT/ INCORPORATON</b> ----- -
<b>PHONE/MOBILE NO.</b> ----- -	<b>DATE</b> ----- --
<b>EMAIL ID</b> ----- -	<b>PLACE</b> ----- --



## Expression of Interest for CNG Mobile Refueling Unit

### ANNEXURE – II

### FINANCIAL

### QUOTATION

(To be submitted in separate sealed envelope)

To,  
Head Marketing  
Aavantika Gas Limited  
2nd Floor, B Block,  
NRK Business Park,  
Vijay Nagar Square,  
Indore (M.P.) 452010

Ref. : AGL/INDORE/CNG/MRU/2021/02 dated 21.07.2021

Subject: Submission of Expression of Interest for “CNG Mobile Refueling Unit on Own and Operate Model” – Financial Quotation

			Lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) applicable for 5 years period for CNG sales through MRU.		
S/N	Details	Number of MRU by Bidder	Quoted Rate in Rs./kg		
			For Sales up to 1000 kg per day (Slab 1)	Sale from 1001 to 2000 kg per day(Slab 2)	For sales beyond 2000 kg per day(Slab 3)
1	Indore GA (Including Ujjain & Pithampur)				
2	Gwalior GA				

Note : The quantity handed over by AGL to the Applicant at the Mother Station will be considered for calculation of total volume sold (single loading or multiple loadings on cumulative basis) per day as the case may be. For these quantities, weighted average per KG commission charges would be paid for the slab applicable to the total quantity loaded on that given day.

Yours Faithfully,

(Name, Designation, Signature & Stamp of Authorized Signatory)