

**FINDIAN OIL CORPORATION LTD.
BUSINESS DEVELOPMENT**



EXPRESSION OF INTEREST

FOR

**EMPANELMENT OF TECHNICAL
CONSULTANTS FOR E&P ASSETS**

**EOI NO: IOC/E&P/TechCons/EOI/2019-20/12
EOI Id: 2019_IOCL_480951_1**

**EXPLORATION & PRODUCTION
Indian Oil Corporation Limited
Indian Oil Bhawan
1, Sri Aurobindo Marg, Yusuf Sarai
New Delhi – 110016**

NOTICE INVITING EXPRESSION OF INTEREST **(EOI)**

Date: 04.10.2019

Subject: **Empanelment of Technical Consultants for E&P Assets**

Eol No.: **IOC/E&P/TechCons/EOI/2019-20/12**

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1. Background

- 1.1 Indian Oil Corporation Ltd. (IOCL) is a premier National Oil Company under the administrative control of Ministry of Petroleum & Natural gas, Government of India. IOCL is engaged in the business of Petroleum Refining & Marketing, Petrochemicals, City Gas Distribution etc. IOCL is also engaged in Exploration & Production business in India and abroad. IOCL has participating interests in acreages in countries like Canada, Russia, UAE, Oman, USA, Libya, Gabon, Yemen, Venezuela, Nigeria etc. With a view to expand its presence in the E&P industry globally, IOCL is pursuing opportunities to acquire Participating Interests in E&P assets.
- 1.2 IOCL hereby intends to empanel suitable Technical Consultants possessing the relevant experience for due diligence and advisory services in M&A transactions in oil and gas assets. In view of this, IOCL intends to empanel Technical Consultants in following two broad categories:
 - i) Conventional Oil & Gas
 - ii) Un-conventional Oil & Gas (Heavy Oil, Shale Gas / Oil, Oil Sands, Others)

2. Qualification Criteria & Scoring Methodology for Empanelment of Bidders

- 2.1 Bidders 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 Eol.
- 2.2 Brief qualification criteria are as under:
 - i) Experience of due diligence projects completed in Upstream Oil & Gas sector in terms of
 - a) No. of years
 - b) No. of completed assignments valuing > US\$ 1.0 Million during last five years
 - c) No. of Different Clients during past 5 years
 - d) Geographical Presence in six regions worldwide, namely: Asia Pacific, Europe, Africa, Latin America, Middle East and North America in terms of assignments completed and presence of Project Office
 - ii) Financial Strength in terms of Annual Turnover
 - iii) Experience & availability of personnel in following five key disciplines:
 - a) Geologist
 - b) Geophysicist
 - c) Reservoir Engineer
 - d) Production Engineer
 - e) Petro-physicist

Additionally experience and availability of personnel in following three disciplines:

- f) Geochemist
- g) Economist
- h) Facility Engineer

iv) Geographical Presence in six regions worldwide, namely: Asia Pacific, Europe, Africa, Latin America, Middle East and North America in terms of:

- a) Assignments completed
- b) Presence of Project Office

2.3 Only Bidders scoring $\geq 50\%$ of total marks shall be considered for empanelment.

3. **Submission of EOI**

3.1 Interested Firms are requested to send their EOI in soft copy (.pdf) format only to the email address: enptender1@indianoil.in.

3.2 Submissions in hard copy, by fax or in soft copy to any other email shall not be considered.

3.3 Interested Firms are requested to submit a profile of their organization's experience and strength as per Capability Details format attached as **Annexure-2** to this EOI.

3.4 Interested Firms are required to submit their company details as per format provided in **Annexure-3**.

4. **Submission of EOI through Affiliates**

A parent company may, if it so desires, submit EOI through an Affiliate, subject to the satisfaction of the conditions set forth below.

4.1 For the purposes of these instructions "Affiliate" shall mean a company owned and controlled by the parent company where:

- i) "Ownership" means the legal and beneficial ownership of more than 50% of the issued and subscribed equity shareholding of the Affiliate either directly or through a common holding company which owns the majority of the issued and subscribed equity shares of the parent company and the Affiliate;
- ii) "Control" means the right to exercise majority of the voting rights on any resolution for the appointment of Directors of the Affiliate either directly, or through a holding company aforesaid.

4.2 EOIs submitted by affiliate shall comply with the following:

- i) The EOI shall be signed by a duly authorized signatory of the Affiliate.
- ii) In addition to the other particulars required, the EOI shall clearly specify and contain full particulars of the parent company and of the Affiliate
- iii) Provide all information necessary to satisfy IOCL that the parent company shall fulfill the qualifying criteria as set out in Annexure-1 to this EOI.
- iv) The Affiliate must separately satisfy more than 50% of the Qualifying Criteria set out in Annexure-1 to this EOI, i.e. they shall score not less than 25% of total marks.

4.3 In case of empanelment in the EOI and any resultant award of work thereafter, the Parent company and the Affiliate shall be jointly and severally liable for the performance of the contract. A notarized declaration to this effect shall be submitted under the signature of an authorized signatory of the parent company before award of the job.

4.4 Parent and its Affiliates companies are not allowed to submit separate EOIs.

5. **General Terms**

5.1 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.

5.2 At the time of selection of Technical Consultants for evaluation of any asset, IOCL shall invite bids from those Consultants who have been empanelled through this EOI.

5.3 Empanelment of Consultants shall be valid for two (2) years from date of empanelment and procedure for empanelment shall start afresh after completion of three years unless otherwise communicated by IOCL in writing.

5.4 IOCL shall not be responsible for any expenditure incurred by applicants in connection with the preparation & submission of their EOI.

5.5 IOCL 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.

5.6 IOCL reserves the right to accept or reject any response to this Expression of Interest for Empanelment of Technical Consultants.

5.7 Applicant submitting EOI should not be under liquidation, court receivership or similar proceedings.

5.8 All EOIs should be typewritten in English.

6. Few salient points of the EOI are highlighted below:

a.	EOI Issue Date	04.10.2019, at 11.00 Hrs
b.	Download of Tender Document	EOI document can be downloaded from the website: http://eprocure.gov.in/epublish https://www.iocl.com/Talktous/SupplierNotices.aspx
c.	Bid Download Period	From 11.00 Hrs on 04.10.2019 To 15.00 Hrs on 08.11.2019
d.	Last date for Submission of EOI	Up to 15.00 Hrs on 08.11.2019
e.	EOI Submission	In soft copy (.pdf) format only on the email enptender1@indianoil.in
f.	Contact Person	General Manager (Contracts) Email: kumaru@indianoil.in / srajagopal@indianoil.in Tel.: +91 11 26859068 / 9999797368

QUALIFICATION CRITERIA & SCORING METHODOLOGY

Bidders shall be evaluated based on total score achieved out of 100 obtained against Qualification Criteria specified as under. Only Bidders scoring $\geq 50\%$ of total marks shall be considered for empanelment.

Sl. No	Parameter	Max Marks	Scoring Methodology
1	Past Experience of the Organisation	60	
(i)	No. of years of experience in providing consultancy services & Technical due diligence of Upstream Oil and Gas assets	12	<ul style="list-style-type: none"> • 1 < Nos. of Years ≤ 5, 4 Marks • 5 < Nos. of Years ≤ 10, 6 Marks • 10 < Nos. of Years ≤ 15, 8 Marks • 15 < Nos. of Years ≤ 20, 10 Marks • 20 < Nos. of Years, 12 Marks
(ii)	No. of assignments of carrying out Technical due diligence of Upstream Oil and Gas assets valuing more than US\$ 1 million during past 5 years	20	<ul style="list-style-type: none"> • 1 < Nos. of assignments ≤ 5, 5 marks • 5 < Nos. of assignments ≤ 10, 10 marks • 10 < Nos. of assignments ≤ 15, 15 marks • 15 < Nos. of assignments, 20 marks
(iii)	No. of different clients during past 5 years in providing services & Technical due diligence of Upstream Oil and Gas assets	10	<ul style="list-style-type: none"> • 2 < Nos. of clients ≤ 5, 3 Marks • 5 < Nos. of clients ≤ 10, 6 Marks • 10 < Nos. of clients ≤ 5, 10 Marks
(iv)	Minimum two similar jobs completed in the six geographic regions specified in clause no 2.2 (d) during last 5 years	12	<ul style="list-style-type: none"> • 2 Marks per region
(v)	Presence of Project office (s) in the six geographic regions specified in clause no. 2.2 (d).	6	<ul style="list-style-type: none"> • 1 Mark per region
2	Financial Strength of the Organisation	15	
(i)	Average Annual Turnover for previous three Financial / Calendar Years	15	<ul style="list-style-type: none"> • >US\$ 10 Mn \leq US\$ 20 Mn = 5 • >US\$ 20 Mn \leq US\$ 30 Mn = 10 • >US\$ 30 Mn = 15
3	Experience & availability of Key Personnel	25	
(i)	Minimum two experienced professionals for key five disciplines and one experienced professional for other three disciplines as specified in Clause no. 2.2 (iii).	15	<ul style="list-style-type: none"> • 1 < nos. of disciplines ≤ 3, 4 Marks • 3 < nos. of disciplines ≤ 5, 8 Marks • 5 < nos. of disciplines ≤ 7, 12 Marks • > 7 nos. of disciplines, 15 Marks
(ii)	Average experience in years of key disciplines professionals as specified in Clause no. 2.2 (iii).	10	<ul style="list-style-type: none"> • 10 < Avg. Experience ≤ 12, 4 Marks • 12 < Avg. Experience ≤ 15, 8 Marks • 15 < Avg. Experience, 10 Marks
	TOTAL MARKS	100	

Signature & Seal of Bidder

COMPANY'S CAPABILITY DETAILS

1. **Experience in terms of No. of Years** in providing consultancy services for Technical due diligence, reserve estimation / certification and assessment of potential and prospectivity of Oil and Gas assets:

Domain	No. of Years	Period from (Month & Year)
Conventional Oil & Gas		
Un-conventional Oil & Gas Heavy Oil, Shale Gas / Oil, Oil Sands, Others		

2. **Experience in terms of No. of Projects** completed for consultancy services for Technical due diligence of Oil and Gas assets for the last five years (from January 2014):

Sl.No.	Client Name	Year of Study	Period of Completion	Region of Study	Conventional / Unconventional	Approx. Cost of Job (US\$)	Project Brief

Notes:

- i) Jobs to be covered shall include upstream Technical Due Diligence including but not limited to G&G (Geological/Geophysical/Petrophysical etc.) data review and independent analyses, Independent Reserve & Resource Estimation as per SPE/WPC/AAPG/PMRS standards, Existing Development Plan Analyses (including Infrastructure/ Facility/Evacuation plans), Proposing Development Plan Scenarios, Identification and estimation of Upside Potential, Forecast of Production /Capex/Opex Techno-economics, Auditing of existing information, Other major observations and recommendations etc.
- ii) List of all jobs completed during the past five years to be provided

3. **Annual Turnover** during past three Financial Year (2016-17, 2017-18, 2018-19) / Calendar Years (2016, 2017, 2018):

Particular	F.Y. 2016-17 / C.Y. 2016	F.Y. 2017-18 / C.Y. 2017	F.Y. 2018-19 / C.Y. 2018
Annual Turnover (US\$)			

Note: Bidder also to furnish Annual Turnover in respect of Upstream Oil & Gas E&P Consultancy services during the specified period.

4. **Number of Experienced & Qualified Personnel** available with Consultant as on date:

Sl. No	Domain	Experience 10-12 years	Experience 12-15 years	Experience >15 years
1	Geologist			
2	Geophysicist			
3	Reservoir Engineer			
4	Production Engineer			
5	Petrophysicist			
6	Geochemist			
7	Economist (Financial Modeling Expert)			
8	Facility Engineer			

- Notes: (i) Experience of only two personnel under each domain with the maximum experience shall be considered for evaluation.
(ii) Bidder to furnish complete list of personnel in each category with CVs which shall clearly mention experience in years.

5. **Experience of Technical Consultant in terms of Geographical Spread :**

Sl.No	Region	No. of Projects completed since January 2014	Resource Availability in terms of Personnel	No. of Project Offices (Specify location)
1	Asia Pacific			
2	Africa			
3	Europe			
4	Latin America			
5	Middle East			
6	North America			

Note: Bidder to specify location of each project office with address and number of personnel deployed.

6. In addition to above, following documents are to be submitted:
- Complete EOI document, signed & stamped on each page
 - Certificate of Incorporation or similar document.
 - Audited Annual Reports for previous three financial / calendar years
 - All submitted documents shall be certified by the CEO / CFO / other authorised personnel of the company.

COMPANY DETAILS

Bidder is required to fill up all details without leaving any blanks and submit the required documents along with the technical bid.

1	Full Legal Name of Bidder's Company	
	Country of Registration	
	Registered Office Address	
	Telephone Number	
	Fax Number	
	E-Mail Address	
QUOTING OFFICE		
2	Postal Address	
	Telephone Number	
	Tele-Fax Number	
	Contact Person Name: Designation E-Mail Address: Mobile Number :	
CONTACT PERSON AT DELHI NCR, IF ANY		
3	Postal Address	
	Telephone Number	
	Tele-Fax Number	
	Contact Person Name: Designation E-Mail Address: Mobile Number :	

Power of Attorney for signing of EOI		
4	Name	
	Title	
	Telephone Number	
	Fax Number	
	E-Mail Address	
	Address	

Signature & Seal of Bidder