



पेट्रोलियम एवं प्राकृतिक गैस विनियामक बोर्ड

Petroleum and Natural Gas Regulatory Board

प्रथम-तल, वर्ल्ड ट्रेड सेंटर, बाबर रोड, नयी दिल्ली 110001 :

1st Floor, World Trade Centre, Babar Road, New Delhi – 110001

फोन नं./Phone No.01123457700/फैक्स नं./Fax No.01123709151

FORWARDING LETTER FOR INVITATION TO BID

To,

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Sub : Regulatory framework to develop and operationalize Gas Trading Hub / Exchange in the country

Reference : 1. PNGRB/M(C)/ GTH/ 2018/ 01 dated 28.03.2018
2. Pre-bid meeting dated 09 April 2018

Madam / Sir,

This is with reference to above, Tender Document has been revised. Please find attached the revised tender document on “Regulatory framework to develop and operationalize Gas Trading Hub / Exchange in the country”.

Interested bidders are requested to submit sealed tender envelop in duplicate duly signed and sealed on each page of the Tender Document.

The salient features of the tender are as under :

1	Tender No	PNGRB/M(C)/ GTH/ 2018/ 01/ Revised
2	Type of Bid:	Two Bid System (Technical Bid & Financial Bid)

3	Bid Closing date & Time	23 rd April 2018 at 11:00 hrs at PNGRB office
4	Place of Submission	Petroleum and Natural Gas Regulatory Board, Ist Floor, World Trade Centre, Babar Road, New Delhi - 110001
5	Technical Bid Opening date & time	23 rd April 2018 at 15:00 hrs at PNGRB office
6	Bid Validity	90 days from Bid Closing date
7	Amount of Bid Bond (original Bid Bond to be enclosed with the Technical Bid only)	Rs 4.0 Lakh
8	Amount of Performance Bank Guarantee to be submitted by the Successful Bidder.	10 % of the contract value, valid up to 60 days beyond completion period
9	Signing of Contract	Contract is to be signed within 15 days of date of issue of LOA
10	Time period for completion of work	18 weeks from the date of award
11	Quantum of Price Reduction for default in completion of the scope of work as per the contract	At the rate of ½ % of the contract value per week or part thereof subject to a maximum of 10% of the contract value

Annexure-I	Technical Bid
Annexure-II	Financial Bid
Annexure-III	Quality and Cost Based Selection

Yours faithfully

**SECRETARY
For Petroleum and Natural Gas Regulatory Board**

Tender Document - Revised

Sub: Hiring of Consultant for developing “Regulatory framework to develop and operationalize Gas Trading Hub / Exchange (GTHE) in India”

Background

In terms of Petroleum and Natural Gas Regulatory Board (**PNGRB**) Act 2006, PNGRB is empowered to regulate the refining, processing, storage, transportation, distribution, marketing and sale of petroleum, petroleum products and natural gas; excluding production of crude oil and natural gas so as to protect the interests of consumers and entities engaged in specified activities relating to petroleum, petroleum products and natural gas and to ensure uninterrupted and adequate supply of petroleum, petroleum products and natural gas in all parts of the country and to promote competitive markets and for matters connected therewith or incidental thereto.

2. The Government of India has envisaged ushering into a Gas Based economy by increasing the share of natural gas in primary energy mix of the country from current level of about 6 % to 15% by 2030. Accordingly, the Ministry of Petroleum & Natural Gas (MoP&NG) has put thrust in increasing the availability of natural gas by enhancing the domestic gas production, encouraging the import of Liquefied Natural Gas (LNG), completion of National Gas Grid (**NGG**) of natural gas pipelines and speedier roll out of City Gas Distribution network in the country. In order to further boost the consumption of natural gas in the country, Government is considering the establishment of a **Gas Trading Hub / Exchange (GTHE)**, where natural gas can be traded, and supplied through a market based mechanism instead of multiple formula driven prices.

3. The Oil Industry Development Board (OIDB) had floated a tender in December 2017 for engaging consultant to study, advise action plan for establishment of GTHE in the country.

The details of scope of work OIDB tender comprised of :

- i. Assessing the current state of Indian Gas Sector
 - ii. Study of global experience for development of GTHE
 - iii. Identification of various trading hub concepts/models
 - iv. Consultations with relevant industry stakeholders
4. Simultaneously, MoP&NG advised PNGRB to take steps for framing of necessary regulatory framework (including necessary modifications/ amendments, if required, in the extant regulatory framework) to enable the establishment and operation of a Gas Trading Hub / Exchange in the country.

Accordingly, PNGRB proposes to hire a consultancy firm to provide assistance in carrying out a detailed study on various pre-requisites for creating gas trading hub/ exchange in India, reviewing existing regulations issued by PNGRB, undertake learning programme/study visit to 3 countries (USA, UK and Australia) where gas trading hub is successfully operating and suggest the need for amendment(s) in existing regulations and requirement of new regulations and provide draft public consultation documents with draft of amendment to existing regulations and draft of new proposed regulations etc. Detailed scope of work, bidder's eligibility criteria, method of selection, and timelines for study, etc. are given below.

5. **Scope of Work :** The scope of the assignment will include:
- A. To advise various pre-requisites for creating Gas Trading Hub / Exchange in India and review of related studies carried out by Government and Statutory bodies in India.

B. International study program to study global gas markets and regulations:

- a) To organize study visit to 3 countries (USA, UK and Australia) where gas trading hub is successfully operating, to understand the key aspects including the technology and process aspects of implementing and operating a gas trading hub and study the critical success factors of the same from regulatory perspective.

Analyse various regulatory dimensions of the gas trading hub to draw specific learnings for India. This would include following aspects –

- i. Broad regulatory framework including Industry structure
- ii. Pipeline Infrastructure – interconnectivity, third party access, model for grid operations (e.g. independent TSO), uniform network code, tariff model (e.g. zonal, entry-exit), separation of sales and transportation services
- iii. Contractual regime (Standardized and unbundled contracts across supply, transportation)
- iv. Market design and structure including the hub design (virtual or physical), products, market rules, settlement mechanism, role of market and system operators, etc.
- v. Identify various key enablers and successful models of trading hubs and draw specific learnings for India

C. Development of new and amendments to existing regulations required for Gas Trading Hub. The areas to be covered as part of regulatory changes may include:

I. Transmission related :

- a) Framework for Uniform Network Access code for common carrier or contract carrier natural gas pipelines

- b) Standardization of Gas Transmission Agreement for transporting trade volumes on Gas Trading Exchange
 - c) Standardization of Gas Transmission Agreement for transporting gas traded at other than gas Trading Exchange**
 - d) Capacity management and Imbalance Management Services including guidelines for an integrated system operator/ group
 - e) Integrity Management System for Natural gas pipelines
 - f) Harmonized natural gas pipeline tariff for effective flow across multiple pipeline systems (covering existing and upcoming pipelines) **
 - g) Capacity Data disclosure and transparency rules (covering all operating data information necessary for shippers)
 - h) Dispute settlement rules related to access to transmission, distribution grids and also complaints regarding breaches of contractual freedom
 - i) Transmission System Operator (TSO)- Interim and long-term solution and related requirements.
- II. Market / Exchange related: Regulations pertaining to market operations may include the following:
- a) Process for grant of licenses for exchange(s), eligibility criteria
 - b) Markets structure - Role of various players involved in exchange trade (transporter, seller, buyers, etc.)
 - c) Standardized contract structures
 - d) Price discovery and price indexation methodologies
 - e) Marketing clearing mechanisms
 - f) Settlement mechanism (Financial and physical)
 - g) Trading rights (including possible restrictions)

h) Market rules

III Any other regulations required for effective market operations to create Gas Trading Hub/Exchange in India.

Required working experience as Bidders Eligibility Criteria (BEC)

6. The prospective bidders i.e. consultant/consortium (having international repute in the area of establishment and operation of trading exchange) for this work, as per latest Annual Audited Financial Statement, should have annual turnover from consultancy business of Rs. 10 Crore with one contract of minimum value of Rs. 50 Lakh from consultancy assignments in Oil and Gas sector (in case of contracts awarded in currency other than INR then exchange rate on RBI reference rate at RBI site {rbi.org.in} as on the date of award of contract shall be considered for evaluation) during the last 5 years and should also fulfill any of the eligibility criteria :

(i) The bidder should have prepared at least one consulting report for one or more multinational companies (MNCs - means a company having facilities and other assets in at least one country other than its home country and has one centralized office from where it coordinates Global Management) in oil and gas sector in the preceding 05 (Five) years prior to the due date of submission of bid.

Or

(ii) The Bidder should have prepared at least one consulting report for Government(s)/Regulator(s) of one or more countries in Oil and Gas sector in the preceding 05 (Five) years prior to the due date of submission of bid.

Or

(iii) The Bidder should have presence in at least 03 (Three) countries abroad having its own/hired offices in those countries and should have prepared at least one consulting report in oil and gas sector of those countries in the preceding 05 (Five) years prior to the due date of submission of bid.

7. In case, a bidder has no past experience in Oil and Gas sector, they can also participate in tender provided their Parent/Holding/Subsidiary/Affiliate Company(ies) (together defined as "Group Entity(ies)") independently or jointly meet the eligibility criteria as stated above. In such a situation, the bidder and their Parent/Holding/Affiliate Company(ies) (as the case may be), shall be jointly and severally liable for the performance of the contract and an Authenticated Declaration to this effect duly signed & stamped by the bidder and their Parent/Holding/Affiliate Company(ies) (as the case may be) shall be submitted along with the bid and the same shall be made a part of the Contract (in the event of award).

8. Documents to be submitted by the bidders: The Bidder/Group Entity(ies) shall furnish the following documentary evidences along with the bid to establish experience for meeting BEC criteria as per sl. No. 6 & 7 :

(i) Copy of Completion Certificate or any other document, including email, showing reference of Work Order no. and date, evidencing completion of the assignment and value thereof , issued by the Client or Authorized Signatory of the bidder. Upon completion, of the work, the bidder should not have been involved in any dispute/litigation with the client. In support of annual turnover, bidder to submit copy of annual audited statement / CA certificate clearly showing turnover from consultancy business.

OR

(ii) Copy of registration having offices in at least 03(Three) countries with copy of completion certificate issued by the clients in those countries stating the scope of work/services, date of completion etc.

9. Experience acquired by the Bidder/Group Entity(ies) as a sub-contractor can also be considered for qualifying the BEC provided the Bidder/Group Entity furnishes the following documents in support of meeting the BEC:

- i. Copy of Assignment(s) issued by Main Consultant(s) to the Bidder/Group Entity(ies) showing the scope of work /services in the area of establishment and operation of trading hub/exchange
- ii. Copy of Completion certificate(s) issued by the end User / Owner and also from the Main Consultant / Client in favour of Bidder/Group Entity(ies) in the area of establishment and operation of trading hub/exchange. The Completion Certificate(s) shall have details like work order no., date, brief scope of work / services, completion date, etc. In the absence of certificate from end user / main consultant, the Authorized Signatory of the Bidder/Group Entity(ies) may certify.

10. A job executed by a Bidder for its own project/study cannot be considered as experience for the purpose of meeting the requirement of BEC of the tender. However, jobs executed for any Group Entity(ies)/ Government(s)/ Regulator(s) will be considered as experience for the purpose of meeting BEC subject to submission of tax paid invoice(s) of the Bidder / Group Entity towards payments of statutory taxes in support of the job executed for the Group Entity (ies)/ Government(s)/ Regulator(s). Such Bidder should submit these documents in addition to the documents specified in the bidding

document to meet BEC.

Method of Selection:

11. Two Bid System (Technical Bid & Financial Bid) would be followed:
 - a. Opening of Technical Bids by a Committee appointed by the competent Authority. The Technical Bids shall be opened in the presence of Bidder, or his authorized representative, who choose to attend.
 - b. The Financial Bids of those Bidders, whose Technical Bids are found to be acceptable, will be opened on a fixed date, time & venue, which shall be communicated to the technically acceptable Bidders.
 - c. The bids will be evaluated on Quality and Cost Based Selection (QCBS) method giving weightage of 70 % for technical criteria and 30 % for financial bid. All bidders will be required to make presentation to PNGRB on understanding of the scope of work, work plan and execution competence and innovation/customizing to suit PNGRBs requirement (refer sl. No. 5 of Annexure III-QCBS table), after technical bid opening.

Timelines

12. Time is the essence of this study, the consultant shall complete the job in all respect, within 18 weeks from the date of award of work order. Further, the deliverables as defined in Clause 13 shall be strictly adhered. In case of delay beyond 10% of the stipulated timelines for any of the deliverables mentioned in Clause 13, PNGRB reserves the right to take appropriate actions and get the work done from any other consultant at the risk and cost of the Consultant.

Deliverables:

13. The consultant will submit following-

- i. 1st interim report by the end of 6th week, covering 5 A and 5 C (** except for paras c) and f) for which timeline may read as 18th week) above and presentation there on to PNGRB.
- ii. 2nd interim report by the end of 12th week after study tour of 3 countries (USA, UK and Australia) providing draft public consultation document(s) including draft amendment(s) to existing regulations and draft on new regulations (legal vetting shall be done by PNGRB).
- iii. Presentation incorporating public comments and suggested changes in the extant regulations as well as new regulations by the end of 16th week.
- iv. Final report by the end of 18th week.
- v. However, the successful bidder shall be associated, with the assignment till finalization of regulations after public comments.

Price reduction for default in timely completion:

14. Timely completion of this project is essential. In the event of the delay in completion of scope of work beyond stipulated period of 18 weeks, under the contract, the Contractor will be liable to pay price reduction @ 0.5 % of Contract value per week or part thereof, but not exceeding 10 % of the total contract value. Part thereof means, that part of the week will be treated as full week, e.g. a delay of one week and one day and so on will be treated as delay of two weeks (not for one week and one day) and price reduction will be levied accordingly.

Earnest Money Deposit :

15. Rs. 4,00,000/- may be taken as a deposit along with bid through NEFT/RTGS/Demand Draft drawn in favour of “**Petroleum and Natural Gas Regulatory Board**” payable at New Delhi by the bidders. The EMD shall not attract any interest.

Payment Terms :

16. The consultant will be paid in Rs. INR for its services as per following payment schedule-

- i. 20% on submission of 1st interim report,
- ii. 30% on submission of 2nd interim report,
- iii. 30% on submission of the final report including new and amended regulation, if any,
- iv. 20% on acceptance of the report by the competent authority.

Out of pocket expenses payable as per contract, shall be reimbursed after conclusion of overseas visit.

Payment shall be released within 15 days of submission of Tax Invoice(s) complete in all respects.

17. **Submission of Bids** : Bids duly sealed and signed to be submitted as follows :

Technical Bid : Technical Bid should be submitted in the prescribed format (Annexure I) in a sealed envelope superscribed "**Technical bid**".

Financial Bid : The Financial Bid should be submitted in the prescribed format (Annexure II), in separate sealed envelope superscribed "**Financial Bid**".

Technical Bid and Financial Bid should then be put together in another envelope superscribed as "Hiring of Consultant for developing Regulatory framework to develop and operationalize Gas Trading Hub / Exchange (GTHE) in India".

18. Bids should be addressed to **Secretary**, Petroleum and Natural Gas Regulatory Board, 1st Floor, World Trade Centre, Babar Road, New Delhi-110001. The bids are to be dropped in the Tender Box placed at PNGRB Office/ or reach this office on or before 23rd April 2018 by 11:00 hrs. The technical Bids

will be opened on 23rd April 2018 at 15:00 hrs in the presence of the bidders or their authorized representative who wish to remain present.

19. Amendment of Tender Document :

At any time prior to the deadline for submission of bids, PNGRB may, at its own discretion and for any reason, what so ever whether at its own initiative or in response to a clarification requested by a bidder modify the Tender Document by notifying any such amendment as may be drafted/incorporated to the original Tender document. The amendment will be communicated in writing by Email/ Fax and/or Letter to all bidders who had originally received the said Tender Document. In order to allow the bidders reasonable time to take the amendment into account in preparing their bids, the PNGRB may at its discretion, extend the deadline for the submission of Bids and any such extension will be conveyed to all the bidders.

20. Bid Prices : Prices quoted by the successful bidder shall be held firm during its performance of the contract and will not be subject to variation on any account. A bid submitted with an adjustable price quotation will be treated as non-responsive and will be liable to be rejected. Price quotations are to be strictly in accordance with price bid, conditional bid, if any, is liable to be rejected.

21. Period of validity of bids : Bids shall remain valid for 90 days after the bid closing date. A bid valid for a shorter period will be considered as non-responsive and be liable to be rejected by the PNGRB.

22. Award of Work :

The final selection of the Successful Bidder will be as under :

All the consultants who qualify in the technical evaluation round will be allotted weightages of 70% multiplied by marks obtained by them

- The financial proposals of the qualified consultants will be allotted weightages of 30%
- Proposal with the lowest cost will be given a financial score of 100 and other proposals will be given financial scores that are inversely proportional to their prices.
- Highest Point Basis: On the basis of the combined weighted score, the consultants shall be ranked in terms of the total score obtained. The consultant obtaining the highest total combined score will be ranked as H-1 followed by the proposals securing lesser marks as H-2, H-3, etc. The consultant securing the highest combined marks and ranked H-1 will be considered for award of the contract.

PNGRB shall be under no obligation to accept the lowest or any other offer received in response to this tender and entitled to reject any or all offers without assigning any reason, whatsoever. The consultant should comply with the entire detailed bid evaluation criterion. Non-compliance will entail summarily rejection of the offer. PNGRB reserves its rights to independently verify/evaluate the claims made by the consultant(s).

Quality and Cost Based Selection (QCBS) The bidders are required to quote lumpsum amount for the entire work as described under the Scope of Work . The Successfull Bidder shall be decided with respect to the highest composite score as per QCBS criteria (refer Annexure-III).

23. PNGRB's right to accept or reject bid : The PNGRB reserves the absolute right to accept to reject any or all Bids, at any time, prior to the award of Contract, without assigning any reason.

24. Termination for Unsatisfactory Performance : If PNGRB considers that the performance of the consultant is unsatisfactory, or not up to the expected standards, PNGRB shall notify the consultant in writing and specify in details the

cause of the dissatisfaction. PNGRB shall have the option to terminate the contract by giving 15 days notice in writing to the consultant , if the consultant fails to comply with the requisitions contained in the said written notice issued by PNGRB.

25. Security Deposit / Performance Bond

25.1 The successful Bidder, within 10 days from the date of issue of Letter of Acceptance (**LOA**) from the PNGRB, will be required to send Performance Security in the form of Bank Draft or in lieu thereof, Performance Bond for 10 % of the contract value in the form of Bank Guarantee from a Scheduled Commercial Bank. Detailed Work Order shall be placed only after receipt of acceptable Security (i.e. Security Deposit/Performance Bond).

25.2 PNGRB shall not be liable to pay any bank charges, commissions or interest on the amount of Security Deposit / Performance Bond.

25.3 Security Deposit / Performance Bond shall be refunded/returned to the consultant after successful completion of work, within 15 days from release of final payment .

25.4 In the event of non performance of the contract, PNGRB shall forfeit the Security Deposit / Performance Bond and shall get the work done by any other consultant at the risk and cost of the Consultant.

25.5 The Security Deposit / Performance Bond shall remain at the entire disposal of PNGRB as a security for the satisfactory completion of the supply in accordance with the conditions of the contract.

26. **Signing of contract :** The successful bidder shall be required to sign the contract within 15 days after issuance of LOA.

27. **Dispute Resolution :** If there is any dispute between the parties

arising out of or relating to this Agreement, the parties agree that such dispute or controversy will be arbitrated in accordance with proceedings under Arbitration and Conciliation Act of India. The decision and award determined by such arbitration will be final and binding upon both parties.

Courts at Delhi shall have the jurisdiction to entertain any proceedings related to agreement or arbitration arising therefrom.

Annexure I
Petroleum and Natural gas regulatory Board
Technical Bid

Sno.	Particulars	
1.	Name of the Company	
2.	Address of the Company	
3.	Contact Person name and Address of Communication.	
4.	Date of inception of Firm/Company	
5.	Turnover of the Consultant as per tender conditions	Annual Audited Financial Statements of the latest Financial year
6.	Experience required as per tender conditions	Attach work orders/completion
7.	Details of services provided by the Company	Attach supporting documents
8.	Whether the firm is blacklisted by any Govt. Department or any criminal case is registered	YES / NO
9.	Self attested copy of PAN and GST Registration	Attach documents.
10.	Number of persons who are proposed to be associated for executing the assignment with name including that of the Team Leader.	Attach CV duly certified by the Authorized person of the bidder.
11.	To accept all the T&C of the tender document.	YES / NO

All above enclosures must be valid.

Date:

Signature & Seal of the Bidder

Petroleum and Natural gas regulatory Board

Financial Bid

With reference to PNGRB Tender Enquiry No PNGRB/M(C)/GTH/2018/01/ Revised for Hiring of Consultant for developing “Regulatory framework to develop and operationalize Gas Trading Hub / Exchange in the country.

	Parameter	Amount in INR (in figures)	Amount in INR (in Words)
1.	Lumpsum Professional Fee for entire scope of work and deliverables as detailed in para 5 of tender document.		
2.	Out of pocket expenses reimbursement shall be done on per manday charges for visit to USA, UK and Australia. Per manday charges shall include all expenses (ticketing, boarding and lodging, transportation, etc). For evaluation purposes 10 mandays shall be considered for each country. However, payment shall be limited to capped 10 mandays or actual mandays (prorata) for each country visits which ever is lower. Bidders to quote for each country separately for 10 mandays : <ul style="list-style-type: none"> i) USA ii) UK iii) Australia 		

3.	Taxes		
	Total		

1. All expenses pertaining to PNGRB Team for overseas visit shall be borne by PNGRB, successful consultant has to finalise the schedule itinerary in consultation with PNGRB for actual date of visit and meetings with overseas regulatory bodies.
2. Mandays for overseas visit shall be counted from the date and time of leaving India till arrival back to India. Further, period up to 12 hours shall be considered half manday and above 12 hours shall be considered as 01 manday.
3. Any variation in taxes, due to change in law, subsequent to submission of bid shall be reimbursed by PNGRB, on submission of documentary proof.
4. Payment shall be made after applicable Deduction of Tax at Source (TDS).
5. In case of difference in amount quoted in figures and words, the amount quoted in words shall be considered. Further, in case of totaling error then the amount arrived as per correct totaling shall be considered.
6. In case bidder quote in any currency other than INR, the TT Selling rate of SBI applicable on the last day of submission bids, shall be taken into consideration for the purpose of deciding H1.

Date:

Signature & Seal of the Bidder

Quality and Cost Based Selection (QCBS)

In QCBS selection, minimum qualifying marks as benchmark for quality of the technical proposal is 60 % for allotting marks for various technical criteria/attributes. During evaluation of technical proposal, quality score is assigned out of the maximum 100 (Hundred) marks, to each of the responsive bids. The bidders who are qualifying as per the technical evaluation criteria are considered as technically responsive and the rest would be considered technically non-responsive and would be dropped from the list. Financial proposals are then opened for only eligible and technically responsive offers and other financial offers shall not be considered. The financial proposals are also given cost-score based on relative ranking of prices, with 100 (Hundred) marks for the lowest and pro-rated lower marks for higher priced offers. The total score shall be obtained by weighting the quality and cost scores and adding them. The weight given to the technical score may not be confused with the minimum qualifying technical score (though they may in some case be equal). For example, the weightage given to cost score will be 30% (Thirty per cent) and technical score will be given weightage of 70%. The ratio of weightages for cost and technical score is 30:70. The firm obtaining the highest total score shall be selected.

QCBS Selection

Under QCBS selection, the technical proposals will be allotted weightage of 70% (Seventy per cent) while the financial proposals will be allotted weightages of 30% (Thirty per cent). Proposal with the lowest cost shall be given a financial score of 100 (Hundred) and other proposals given financial scores that are inversely proportional to their prices w.r.t. the lowest offer. Similarly, proposal with the highest technical marks (as allotted by the evaluation committee) shall be given a

score of 100 (Hundred) and other proposals be given technical score that are proportional to their marks w.r.t. the highest technical marks. The total score, both technical and financial, shall be obtained by weighing the quality and cost scores and adding them up. On the basis of the combined weighted score for quality and cost, the bidder shall be ranked in terms of the total score obtained. The proposal obtaining the highest total combined score in evaluation of quality and cost will be ranked as H-1 followed by the proposals securing lesser marks as H-2, H-3 etc. The proposal securing the highest combined marks and ranked H-1 will be invited for negotiations, if required and shall be recommended for award of contract. In the event two or more bids have the same score in final ranking, the bid with highest technical score will be H-1.

QCBS Table

Parameter	Evaluation	Marks	Remarks
	No. of projects		
1. Work order size(15)			Contract Date would be considered for 5 year timelines . Value may be supported as laid out in the contract .
Consultancy assignments a single contract value Rs. 50 Lakh and above in Oil and Gas Sector in the last 5 (Five) Financial Years	5 or more	15	
	3-4	10	
	1-2	5	
2. Consulting report for one or more multinational companies (MNC - defined in the contract) in the preceding Five Financial Years prior to submission of bid (15)	3 or more	15	Copy of Signed Contract to be submitted / Contract Date would be considered for 5 year timelines
	2	10	
	1	5	
3. The Bidder should have prepared at least one consulting report for Government(s) /Regulator(s) of one or more countries in the preceding 05 (Five) years prior to the due date of submission of bid (15)	3 or more	15	Copy of Signed Contract to be submitted / Contract Date would be
	2	10	
	1	5	

			considered for 5 year timelines
4. The Bidder should have presence in at least 03 (Three) countries abroad having its own/hired offices in those countries and should have prepared at least one consulting report of those countries in the preceding 05 (Five) years prior to the due date of submission of bid (10)	5 or more	10	(i) Copy of registration having offices in at least 05(five) countries with copy of completion certificate issued by the clients in those countries stating the scope of work/services, date of completion etc.
	4	7	
	3	5	
5. Approach and Methodology (30)	NA		
		30	
Understanding of Scope of Work	5		Based on presentation in PNGRB office at New Delhi
Work Plan and Execution Competence	15		
Innovation / Customizing to suit PNGRB requirement	10		
6. Project team Lead (15)			
- Having done assignments in as per Sr nos 1- 3 as above (10)	3	10	The details should be contained in the CV. CV's are to be attested by authorised signatory of the Bidder.
	2	8	
	1	5	
- Educational Qualifications (5)		5	
- Engineer plus MBA	1+1		
- Minimum 20 years work experience	2		
Directed the works as defined as Sr nos 1-3 above	1		
maximum marks achievable	100	100	

In such a case, an **Evaluated Bid Score (B)** will be calculated for each responsive Bid using the following formula, which permits a comprehensive assessment of the Bid price and the technical merits of each Bid:

$$B = \frac{C_{low}}{C} * 0.3 + \frac{T}{T_{high}} * 0.7$$

where,

C = Evaluated Bid Price

C_{low} = the lowest of all Evaluated Bid Prices among responsive Bids

T = the total Technical Score awarded to the Bid

T_{high} = the Technical Score achieved by the Bid that was scored best among all responsive Bids

The Bid with the best evaluated Bid Score (B) among responsive Bids shall be the Most Advantageous Bid

Example

In a particular case of selection of bidder, it was decided to have minimum qualifying marks for technical qualifications as 60 (Sixty) and the weightage of the technical bids and financial bids was kept as 70: 30 (Seventy: Thirty). In response to the tender, three proposals, A, B & C were received. The technical evaluation committee awarded the following marks as under:

A: 75 Marks

B: 80 Marks

C: 90 Marks

The minimum qualifying marks were 60 (Sixty) thus, all the three proposals were found technically suitable. Using the formula T/T_{high} , the following technical points are awarded by the evaluation committee:

A: $75/90 = 83$ points

B: $80/90 = 89$ points

C: $90/90 = 100$ points

The financial proposals of each qualified consultant were opened after notifying the date and time of bid opening to the successful bidders. The price evaluation committee examined the financial proposals and evaluated the quoted prices as under:

A: Rs.120.

B: Rs.100.

C: Rs.110.

Using the formula C_{low}/C , the committee gave them the following points for financial proposals:

A: $100/120 = 83$ points

B: $100/100 = 100$ points

C: $100/110 = 91$ points

In the combined evaluation, thereafter, the evaluation committee calculated the combined technical and financial score as under:

Proposal A: $83 \times 0.30 + 83 \times 0.70 = 83$ points.

Proposal B: $100 \times 0.30 + 89 \times 0.70 = 92.3$ points

Proposal C: $91 \times 0.30 + 100 \times 0.70 = 97.3$ points.

The three proposals in the combined technical and financial evaluation were ranked as under:

Proposal A: 83 points: H-3

Proposal B: 92.3 points: H-2

Proposal C: 97.3 points: H-1

Proposal C at the evaluated cost of Rs.110 (Rupees One hundred and ten) shall be declared as winner and recommended for negotiations/approval, to the competent authority.

Negotiations and Award of Contract

In case it is felt necessary to conduct negotiations with the selected consultant for discussions on the Scope of Work (SoW), methodology, staffing, Government Ministry/Department's inputs and special conditions of the contract. These discussions shall not substantially alter (or dilute) the original SoW or terms of the offer, lest the quality of the final product, its cost and the initial evaluation be vitiated. The final SoW and the agreed methodology shall be incorporated in "Description of Services," which shall form part of the contract.

6.10.2 Financial negotiations shall only be carried out if, due to negotiations, there is any change in the scope of work which has a financial bearing on the final prices or if the costs/ cost elements quoted are not found to be reasonable. In such negotiations, the selected firm may also be asked to justify and demonstrate that the prices proposed in the contract are not out of line with the rates being charged by the consultant for other similar assignments. However, in no case such financial negotiation should result in an increase in the financial cost as originally quoted by the consultant and on which basis the consultant has been called for the negotiations.