



**MAHARASHTRA NATURAL  
GAS LIMITED**

**Expression of Interest for CNG Mobile Refueling Unit  
for CNG & CGD Network of MNGL, Pune**

**EOI No.: MNGL/C&P/2020-21/EOI/01/CNG\_MRU**

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

**Ref.: MNGL/C&P/2020-21/EOI/01/CNG\_MRU**

**Date: 08.08.2020**

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

**Maharashtra Natural 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 Area of Pune & Pimpri-Chinchwad city including adjoining areas of Hinjewadi, Chakan & Talegaon.**

**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: 08.08.2020 (From 10:00 Hrs) to 29.08.2020 (Up to 15:00 Hrs).
  - b) Last Date for Submission of EOI: 29.08.2020 (Up to 15:00 Hrs).

Maharashtra Natural 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.mngl.in](http://www.mngl.in) within the above-mentioned period. Any amendment, clarification, corrigendum w.r.t. EOI will be hosted on [www.mngl.in](http://www.mngl.in). Applicants should regularly visit this website to keep themselves updated. Any query related to EOI may be submitted online only at Email ID [gasaid@mngl.in](mailto:gasaid@mngl.in). Queries/clarifications received in any other form are liable to be unanswered. A written reply from the Maharashtra Natural Gas Ltd. will be suitably given.
4. The completely filled & signed EOI, along with requisite documents, is to be submitted by Applicant to “*Chief Manager (C&P), Maharashtra Natural Gas Ltd., Plot No. 27, A-Block, 1<sup>st</sup> Floor, Narveer Tanajiwadi PMPML Bus Depot Commercial Building, Shivajinagar, Pune - 411005.*”
5. EOI, complete in all respect, shall be opened and evaluated by Maharashtra Natural Gas Ltd. and the Applicant shall be informed accordingly on time to time basis.



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6. Maharashtra Natural Gas Ltd. 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. Maharashtra Natural Gas Ltd. 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 Pune in Maharashtra, India alone.



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

1. Maharashtra Natural Gas Limited (MNGL) is operating CNG stations in the Geographical Areas (GA) of Pune & Pimpri-Chinchwad city including adjoining areas of Hinjewadi, Chakan & Talegaon in Maharashtra, Nashik & Dhule in Maharashtra and part of Valsad in Gujarat, Sindhudurg in Maharashtra & Ramanagara in Karnataka.
2. Maharashtra Natural Gas Ltd. 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 GA of Maharashtra Natural Gas Limited. Intended GA for this EOI is Pune & Pimpri-Chinchwad city including adjoining areas of Hinjewadi, Chakan & Talegaon in Maharashtra.

#### **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. Two (02) arms 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 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 Maharashtra Natural Gas Ltd.

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

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

- a. Maharashtra Natural Gas Ltd. shall be supplying CNG to the MRU, on advance payment basis, through its own Company Owned Company Operated CNG station or through filling facility of other entity tied up by MNGL. Sourcing of CNG shall be done only from MNGL and MNGL reserves the right to verify the CNG quality being dispensed through MRU at any point of time.
- b. Ownership of natural gas/CNG shall be of MNGL at all times till CNG dispensation to the transport vehicles and MNGL shall be paying the commission to the successful applicant party on per unit CNG sales. Supplier has to quote the Lump-sum Commission Charges in Rs./Kg



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(excluding taxes & duties) of CNG in EOI which is applicable for 5 years. There will be no escalation on the quoted rates during this period due to any reason what so ever.

- 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. It will be the responsibility of the successful applicant to obtain statutory approvals for regular operations. All expenses against same shall be borne by the successful applicant including Insurance of CNG stock in MRU. Any loss towards transmission, compression & dispensing shall be on the account of the supplier.
- d. Land, power supply, HCV transportation and other utilities/facilities requirement shall be the responsibility of the successful applicant.
- e. GPS shall be installed in MRU by the successful applicant along with providing the access to MNGL.
- f. Successful applicant shall be responsible for marketing and sale of CNG with branding of MNGL in MRU.
- g. MNGL shall be suitably indemnified from any loss/damage caused by MRU during the operation of MRU. An Indemnity Bond shall be executed accordingly.

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

- a. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GA of MNGL. Successful applicant shall not set-up its MRU within 2 km Road distance of existing CNG station of MNGL. Successful applicant shall have to inform MNGL the location of its MRU in advance prior to every change in location.
- b. Successful applicant shall not be entitled to sell CNG at a price lower than the Retail Selling Price (RSP) fixed by MNGL for the GA.
- c. Successful applicant shall deposit advance payment to MNGL on fortnightly basis for the expected amount of CNG required to be filled by MNGL in its MRU [*Amount of Advance Payment=CNG Quantity (Kg) X CNG Rate (Rs./Kg) @ (RSP-Quoted Commission Charges(+taxes)by the Successful Applicant)*]. CNG shall be supplied only up to advance amount deposited i.e. No CNG shall be supplied if deposited amount is utilized.
- d. Security Deposit of Rs.5 Lakhs shall be deposited to MNGL before commencement of operations against default with respect to agreed Terms & Conditions. Security Deposit submitted is liable to be forfeited in case of any violation of the Terms & Conditions of the Agreement at the discretion of MNGL.
- e. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU.
- f. The Agreement shall remain valid for an initial period of 5 Years with provision for extensions in 2 years block with mutual consent.



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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 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 a positive Net-worth 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 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. The contract may be extendable for a further period of 2 years.



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- e. Following documents needs to be submitted along with EOI proposal in support of eligibility:
- Self-attested copy of EOI (along with all amendments/addendums/corrigendum etc.) as downloaded from MNGL website as acknowledgement of stipulated terms and conditions of EOI.
  - EOI as per enclosed Format (attached as **Annexure-I**).
  - General Information of 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 Maharashtra Natural Gas Ltd. from any loss/damage caused by MRU during the operation of MRU
- v. Requisite documentary proof w.r.t. meeting the Technical Eligibility Criteria –
- Copies of PO / Experience Certificate against proof of being manufacturer / supplier / Operator of CNG Mobile Refueling Unit in India
  - 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 Stations forecourt management.



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- 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 sales (SINGLE NUMBER IN RS./KG APPLICABLE FOR 5 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 i.e. Applicant(s) meeting the eligibility criteria and quoting lowest commission charges shall be successful. More than one applicant but matching the lowest quoted commission charges can be declared as successful.
- c. Maharashtra Natural Gas Ltd. reserves the right to discontinue the process at any point of time without assigning any reasons. Further, Maharashtra Natural Gas Ltd. 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 Maharashtra Natural Gas Ltd. 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.



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**ANNEXURE – I FORMAT FOR SUBMISSION OF EOI**

**To,  
Chief Manager (C&P)  
Maharashtra Natural Gas Limited  
Plot No. 27, A-Block, 1<sup>st</sup> Floor,  
Narveer Tanajiwadi PMPML Bus Depot Commercial Building,  
Shivajinagar,  
Pune - 411005**

**Ref. : MNGL/C&P/2020-21/EOI/01/CNG\_MRU dated 08.08.2020**

**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.: MNGL/C&P/2020-21/EOI/01/CNG\_MRU dated 08.08.2020** 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 Maharashtra Natural Gas Ltd. 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 years period is enclosed in a separate sealed envelope.

Yours Faithfully,

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





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



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**ANNEXURE – II FINANCIAL QUOTATION**

(To be submitted in separate sealed envelope)

**To,  
Chief Manager (C&P)  
Maharashtra Natural Gas Limited  
Plot No. 27, A-Block, 1<sup>st</sup> Floor,  
Narveer Tanajiwadi PMPML Bus Depot Commercial Building,  
Shivajinagar,  
Pune - 411005**

**Ref. : MNGL/C&P/2020-21/EOI/01/CNG\_MRU dated 08.08.2020**

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

<b>Details</b>	<b>Rate (in Figures)</b>	<b>Rate (in Words)</b>
Lump-sum Commission Charges in Rs./Kg (excluding taxes & duties) applicable for 5 years period for CNG sales through MRU.		

Yours Faithfully,

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