

**BHARAT PETROLEUM CORPORATION LIMITED**



**CPO REFINERIES**

**EXPRESSION OF INTEREST (EOI)**

**FOR**

**“SURVEILLANCE OF CROSS COUNTRY PIPELINES OF BPCL USING  
UNMANNED AERIAL VEHICLE/SHUTTLE”**

**EOI Ref : PIPELINES.HQ/EOI/2015-16**

**E-Tender System ID : 11758**

**Submission of EOI Document by: 21.04.2016, 11:00 hrs.**



**Bharat Petroleum Corporation Limited  
Central Procurement Organization (Refineries), Mumbai Refinery,  
Mahul, Mumbai-400 074.**

**NOTICE INVITING EXPRESSION OF INTEREST**

BPCL, CPO(R) invites Expression of Interest (EOI) for **“Surveillance of BPCL cross country pipelines using Unmanned Aerial Vehicle / Shuttle”** (E-Tender System ID : 11758).

Details of the EOI can be downloaded from following websites:

- [www.bharatpetroleum.in](http://www.bharatpetroleum.in) → Tenders → View Tenders → CPO(Refineries)
- E-tendering website : <https://bpcleproc.in>
- Central Public Procurement Portal : <http://eprocure.gov.in/cppp>

**Interested parties are requested to submit/upload their EOI along with relevant details on or before 21.04.2016, 11:00 hrs.**

Important: All updates, amendments, corrigenda, etc, (if any) will be posted only on the above websites. There will not be any publication of the same through newspapers or any other media.

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## 1. **BPCL Overview**

- I. **Bharat Petroleum Corporation Limited (BPCL)** is a Fortune Global 500 (rank of 280 in 2015) oil refining, exploration and marketing Public Sector Undertaking Company with Navratna status.
- II. BPCL is considered to be a pioneer in Indian petroleum industry with various path-breaking initiatives such as Pure for Sure campaign, Petro card, Fleet card etc. BPCL is also one of the foremost organizations to implement ERP successfully across its business domain. This has helped to centralize data and subsequent analysis to meet the challenging market scenario and is still termed as a landmark in the sector. BPCL is a member of the elite group, which SAP consults for further improvements in its Oil & Gas related products.
- III. BPCL has network of underground cross country pipelines across the length and breadth of the country. The approximate length of BPCL pipelines is 2,200 kms.
- IV. BPCL intends to undertake surveillance of its pipeline network through Unmanned Aerial Vehicle/Shuttle (UAV/UAS) to further enhance the surveillance system in inaccessible terrains and vulnerable areas. Initially it is proposed to explore the possibility of this technology for a small section at a location / zone which will be decided at a later stage.
- V. As we understand unmanned aerial vehicles/shuttle (UAV/UAS) equipped with cameras and sensors, infrared or laser pulses are proving to be beneficial for surveillance of pipelines. Moving forward it is required to extract more value from this exercise by storing this data, analyzing, and maintaining historical records for comparison.
- VI. Through this Expression of Interest, BPCL intends to collect information with regard to the “Best Value for Money” option, meeting all the functional / performance requirements of UAV/UAS surveillance system required for BPCL cross country pipeline network.

## **2. Expectation from the proposal**

- I. The applicant party could be either UAV/UAS manufacturer (or) their sole authorized distributor / channelizing agency who has carried out surveillance in the past using UAV/UAS.
- II. The applicant party shall submit the technical specification/details of the Unmanned Aerial Vehicle/Shuttle (UAV/UAS) being proposed and should showcase how effectively it can be deployed for the job of pipeline surveillance.
- III. The surveillance of the pipeline Right of User will consist of surveying of pipeline (partial or full) using the UAV/UAS during day time with suitable daylight camera and in night time with suitable infrared camera. Applicant party to provide details of the cameras which shall be used for both day and night operations which shall prove effective for pipeline surveillance.
- IV. The applicant party shall provide us with the detailed information about usage of the UAV/UAS and the permissions and approvals which are required to be taken from various statutory bodies for flying the UAV/UAS. The vendor shall also throw light on the restricted areas for the flying of the UAV/UAS like the no flying zone etc. Initially it is proposed to explore the possibility of this technology for a small section at a location / zone which will be decided at a later stage.
- V. The applicant part shall guide and provide us a clear policy regarding the usage of the UAV/UAS for the surveillance and also clearly come out with the associated risk of flying an UAV/UAS.
- VI. The deployed UAV/UAS system shall have both the provision of flying autonomously as well as piloted remotely from the ground.
- VII. Applicant party shall provide real time colour video image as well as photographs of the survey in a Laptop/Hand Held Device at the ground control station during the flight of the UAV/UAS. The collected images and videos should be able to detect various observations like sabotage, illegal tapping, excavations and construction work and possible leaks etc. and generate the inspection report.
- VIII. To create a tamper proof record of the events being covered by each camera for post event analysis, applicant party to confirm that all the recordings will be admissible as evidence in any court of law.
- IX. The system should have advanced video analytics available. e.g. zooming facilities etc.
- X. The system should be remotely available over internet to any authorized BPCL user.
- XI. User should be able to easily control the UAV/UAS through a user friendly interface. Viewing live and recorded videos, export movie evidence should be at ease.

- XII. The system supplied should be scalable for future additions of cameras & network switches & storage capacity & based on open standards.
- XIII. The system should have adequate inbuilt tamperproof measures and should generate alarms/alerts.

### 3. EOI DOCUMENT

- I. Applicant parties need to download this Expression of Interest (EOI) document from BPCL website or our e-tendering website. For participation in this EOI, applicant parties should have a legally valid digital certificate (Class II and above).
- II. All prospective applicant parties are requested enroll onto our e-tendering platform <https://bpcleproc.in/> maintained by M/s. E-procurement Technologies Ltd, our authorized Service Provider for E-tendering.
- III. Upon logging in to the e-procurement website, applicant parties can download the bid documents and shall thoroughly go through the same. All documents required for the bid, shall be uploaded on the appropriate place in the E-Procurement web site, digitally signed. No physical scanned documents need to be uploaded except those specifically indicated.
- IV. Applicant parties are advised to read the Instructions for participating in the electronic tenders directly through internet (Bid Submission Manuals are available on the above mentioned e-procurement site) and get conversant with the process of online submission of the tenders well in time so as to submit tenders by the due date.
- V. E-Bidding instructions are also attached along with the tender document for reference and guidance.
- VI. Please read the entire EOI document carefully and in detail to ensure that you understand all the instructions fully.
- VII. The EOI document is divided into three parts :-

Form 1 :	Information of applicant parties along with enclosures
Form 2 :	Undertaking to be submitted by applicant parties on their letter head
Annexure A :	Information sought from the applicant party about UAV to be provided as Annexure A in their own format (Refer Sr. No. 2 - Expectation from the Proposal.)

**4. PROCEDURE FOR SUBMISSION OF EOI:**

- I. EOI document containing all information and supporting documents as mentioned above should be uploaded in BPCL e-tendering portal on or before the due date & time. Each page of all documents, submitted by the bidder, shall be duly signed & stamped, and then scanned and uploaded in the portal. The offer shall be submitted in the Portal under the digital signature of the applicant party.
- II. **Submission of EOI Document by : 21.04.2016, 11:00 hrs**
- III. BPCL shall not be responsible for any delay in uploading of the offer in e-tendering portal.
- IV. The applicant party shall submit/upload Declaration of holiday listing as per Annexure I.
- V. Every page and document of EOI submitted must have signature and seal of a designated competent representative of the applicant parties.
- VI. All the documents should be submitted in a proper manner with Index for easy identification and evaluation.
- VII. Applicant parties to submit documents/information to satisfy BPCL requirements and should also be in a position to produce further information as and when required by BPCL.
- VIII. BPCL will evaluate the proposal based on data / documents provided by vendor and data/information available with BPCL and inspect the applicant parties facilities to confirm the data submitted/ capabilities. The applicant parties shall be evaluated based on documents submitted and also may be invited for making a presentation to Evaluation committee about their capabilities and experience.
- IX. BPCL at its discretion reserves the right to verify/re-verify the information submitted.
- X. Response from any applicant parties to this advertisement doesn't entitle them for receipt of tender enquiry for procurement at a later date.
- XI. This EOI is non-binding and the purpose of this document is to ascertain interest of prospective vendors and explore effectiveness of this technology for surveillance of pipelines.
- XII. Post submission of EOI, respondents may be invited to our Office for giving presentations, demo, etc to understand the use of UAV/UAS for surveillance purpose.
- XIII. It shall be sole decision of BPCL for utilizing / not utilizing the information gathered from EOI.



XIV. BPCL may not take any further action after the invitation of this EOI at its own discretion without assigning any reason thereof.

XV. **CONTACT PERSONS:**

Please note that EOI is invited through e-tendering mode. In case of any clarification regarding the EOI, following are the contact persons:-

**FOR E-TENDERING RELATED ISSUES:**

If applicant party need some clarifications or are experiencing difficulties while enrolling or while participating in this e-Tender, please E-Mail to the following E-Mail ID along with the snapshots of the errors being faced to:

**M/s E-procurement Technologies Ltd,**  
E Mail - support@bpclproc.in & with a copy to:  
bhatepp@bharatpetroleum.in  
(OR)  
Contact the following helpdesk numbers:  
All India +91 79 4001 6868.

**FOR EOI QUERIES:**

For any clarifications/queries regarding this EOI, please contact:

Shri. B R Gadekar, Chief Manager, ROU & HSSE, Pipelines, BPCL – Mumbai Refinery, Mahul, Mumbai.  
Tel No. 022 – 25524239. E mail: gadekarbr@bharatpetroleum.in

Shri. A Pathare, Manager ROU, Pipelines, BPCL – Mumbai Refinery, Mahul, Mumbai.  
Tel No. 022 – 25524249. E mail: patharea@bharatpetroleum.in

XVI. In case of any appeal regarding any matter pertaining to this EOI, following is the appellate authority;

**General Manager (I/C), Pipelines,  
Bharat Petroleum Corporation Limited  
South Block, Admin Bldg,  
Mahul Refinery, Chembur,  
Mumbai - 400074  
Ph No. 022 – 25533419.**

**5. Form 1: Particulars of Applicant parties****APPLICATION FORM FOR APPLICANT DETAILS**

<b>BASIC INFORMATION</b>		
(Please attach the documents as per Annexure Numbers mentioned in the form)		
1	Name of the applicant	:
2	Office Address Telephone No : Mobile No E-mail	: : : :
3	Factory Address Telephone Mobile No E-mail	: : : :
4	Name of Representative Address Telephone Mobile No E-mail	: : : : :
<b>ORGANISATIONAL DETAILS</b>		
5	Constitution – Sole Proprietorship / Partnership / Pvt Ltd / Public Ltd. / Public Sector	:
6	Names of Proprietor/ Partners / Directors / Executives (Attach as Annexure-I)	:
7	Registration Certificate / Partnership deed / Article of Association and Memorandum of Association (Attach Photo copies as Annexure-II)	:
8	Year of Establishment & Establishment Certificate (Attach Photo copies as Annexure III)	:
<b>PAST WORK / CLIENT REFERENCES</b>		
9	Details of works carried out in the last three financial years on Surveillance using UAV system. (Attach list preferably indicating work done /supplies made, Work order copy and completion certificate as Annexure IV)	:

10	Additional information regarding technology requirements, statutory licenses and approvals, etc for use of UAV/UAS for surveillance purpose.	
11	Indicate relationship with any of our Directors.	

I / We hereby confirm that the above information is true to the best of my / our knowledge & belief.

I / We also undertake that, if at any stage, the above information are found to be incorrect, the Corporation shall reserve the right to cancel my /our registration, at any time, without notice, at its discretion.

Date : Signature of the Proprietor/Partner / Authorized representative.

Place : Seal of the Firm

**NOTE: Documents submitted/uploaded against this EOI in the e-tendering portal may be verified with originals at appropriate stage of the evaluation process.**

## **6. Form 2: Proforma for Undertaking**

(To be submitted on the letter head of the applicant party)

I/We hereby undertake that the statements made herein/information given in the documents submitted and referred to above are true in all respects and that in the event of any such statement or information being found to be incorrect in any particular, the same may be construed to be a misrepresentation entitling Bharat Petroleum Corporation Ltd. to reject / disqualify my / our offer/ proposal.

I/We further undertake as and when called upon by Bharat Petroleum Corporation Ltd. to produce, for its inspection, original(s) of the document(s) of which copies have been annexed hereto.

The above declarations are given in accordance with the EOI conditions.

(Authorized Signatory)

(Name / designation of the signatory along with seal)

Complete name and address of the Applicant party

### PROFORMA OF DECLARATION OF HOLIDAY LISTING

In the case of a Proprietary Concern:

I hereby declare that neither I in the name of my Proprietary concern M/s. \_\_\_\_\_ which is submitting the accompanying Bid / Tender nor any other concern in which I am a proprietor nor in any partnership firm in which I am involved as a Managing Partner have been placed on holiday list declared by Bharat Petroleum Corporation Limited or its Administrative Ministry or any other Indian Government Public Sector Undertaking, except as indicated below:

(Here given particulars of holiday listing and in absence thereof state "NIL").

In the case of a Partnership Firm

We hereby declare that neither we, M/s. \_\_\_\_\_ submitting the accompanying Bid / Tender nor any partner involved in the management of the said firm either in his individual capacity or as proprietor of any firm or concern have or has been placed on holiday list declared by Bharat Petroleum Corporation Limited or its Administrative Ministry or any other Indian Government Public Sector Undertaking, except as indicated below:

(Here given particulars of holiday listing and in absence thereof state "NIL").

In the case of Company

We hereby declared that we have not been placed on any holiday list declared by Bharat Petroleum Corporation Limited or its Administrative Ministry or any other Indian Government Public Sector Undertaking, except as indicated below:

(Here given particulars of holiday listing and in absence thereof state "NIL").

It is understood that if this declaration is found to be false in any particular, Bharat Petroleum Corporation Limited or its Administrative Ministry, shall have the right to reject my / our bid, and, if the bid has resulted in a contract, the contract is liable to be terminated.

Place: \_\_\_\_\_

Signature of the Applicant Party \_\_\_\_\_

Date: \_\_\_\_\_

Name of the Signatory \_\_\_\_\_

## **INSTRUCTIONS TO BIDDERS ON E-TENDERING**

### **1.0 GUIDELINE FOR E-PROCUREMENT SYSTEM:**

Bharat Petroleum Corporation Ltd. has gone for online submission of bid through e-procurement system on <https://bpclproc.in>. Bidders are advised to read the Instructions for participating in the electronic tenders directly through internet (Bid Submission Manuals are available on the above mentioned e-procurement site).

To participate on tenders hosted by BPCL on e-procurement site, bidders are required to have a digital certificate and do "Enrollment" (Register on site) by creating one User Id on the above site.

Bidders shall make their own arrangement for e-bidding. The Un-priced Technical Bids along with all the copies of documents should be submitted in e-form only through BPCL e-Procurement system. Before the bid is uploaded, the bid comprising of all attached documents should be digitally signed using digital signatures issued by an acceptable Certifying Authority (CA) in accordance with the Indian IT Act 2000. If any modifications are required to be made to a document after attaching digital signatures, the digital signature shall again be attached to the modified documents before uploading the same.

Late and delayed Bids / Offers after due date / time shall not be permitted in E-procurement system. However if bidder intends to change the bid already entered may change / revise the same on or before the last date and time of submission deadline. No bid can be submitted after the last date and time of submission has reached. The system time (IST) that will be displayed on e-Procurement web page shall be the time and no other time shall be taken into cognizance. Bidders are advised in their own interest to ensure that bids are uploaded in e-Procurement system well before the closing date and time of bid. No bid can be modified after the dead line for submission of bids.

BPCL shall not be responsible in any way for failure on the part of the bidder to follow the instructions. Further BPCL in any case will not be responsible for inability of the bidder in participating in the event due to ignorance, failure in Internet connectivity or any other reason. It is advised that the bidder uploads small sized documents preferably (up to 5 MB) at a time to facilitate in easy uploading into e-Procurement site. BPCL does not take any responsibility in case of failure of the bidder to upload the documents within specified time of tender submission.

Bidders are required to Login with their User ID & Password (along with Digital Certificate) on e-tendering site (<https://bpclproc.in>), then click on "Dashboard", click on "Action" button against required Tender, If the required tender number/ details are not available in the first displayed page, then they can click on "more" button, for proceeding to next page(s). They will get "Download files" as well as "Tender Common Forms" on the same page. For participating in

tender and for download Tender Documents, click on “Participate”. In the same menu, one can upload the scanned, signed stamped documents in “Edit Bid Common Forms”.

For downloading Java, please click on “Download JRE 6” on login page or more details about Bidding steps. Also, “New User Instruction Manual” from log in page can be referred.

Bidders are required to save / store their bid documents for each item into their computers before submitting their bid into e-tender.