



OIL INDIA LIMITED
(A Govt. of India Enterprise)
P.O. DULIAJAN, DIST: DIBRUGARH,
ASSAM, INDIA, PIN-786 602

CONTRACTS DEPARTMENT
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NOTICE INVITING GLOBAL EXPRESSION OF INTEREST (EOI)

EOI NO.EOI/ O/2/2019-2020

OIL INDIA LIMITED (OIL), a Government of India Enterprise, is a premier Oil & Gas Company engaged in exploration, production and transportation of hydrocarbon with its headquarters at Duliajan in the Dibrugarh district of Assam. **OIL** has more than 400 producing onshore wells spread across Assam & Arunachal Field which has a mix of oil and gas producers, self-flowing and SRP (sucker rod pump) wells, gas-lift wells etc. OIL is intended to identify solution providers for “Real-Time monitoring and analytics of onshore oil and gas wells using wireless devices”.

The global oil & gas service provider who have enough experience and capability in this field and meet the qualifying criteria as per EOI Pre-qualification criteria are requested to visit OIL’s web site <https://www.oil-india.com> under Vendors > “Expression Of Interest” for further details and submit their proposal as per details procedure mentioned on the EOI on or before **21.06.2019** up to 15:30 HRS IST. All Corrigenda, addenda, amendments, time extensions to the EOI will be hosted on the website and no separate notification shall be issued in the press. Prospective participants against the EOIs are requested to visit the website regularly to keep themselves updated.

(B Bharali)
Sr.Manager Contracts
For Dy.General Manager Contracts (Global)
For Chief General Manager – Contracts
For Resident Chief Executive



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EXPRESSION OF INTEREST (EOI)

SUBJECT: Invitation of Expression of Interest (EOI) to identify solution providers for “Real-Time monitoring and analytics of onshore oil and gas wells using wireless devices”

1. P R E A M B L E:

OIL INDIA LIMITED (OIL), a Government of India Enterprise, is a premier Oil & Gas Company engaged in exploration, production and transportation of hydrocarbon with its headquarters at Duliajan in the Dibrugarh district of Assam. **OIL** has more than 400 producing onshore wells spread across Assam & Arunachal Field which has a mix of oil and gas producers, self-flowing and SRP (sucker rod pump) wells, gas-lift wells etc. The number of satellite oil fields has increased due to new recent discoveries and planned oil field developments in Oil India Limited. In this regard, the number of wells has also increased in many folds which are scattered in various satellite oil fields. Most of the onshore wells do not have regular power supply and are also unmanned. Taking care of individual wells by monitoring well head parameters on daily basis is becoming more and more challenging due to various environmental issues.

2. OBJECTIVE:

With recent developments in the E&P industry with respect to Digital Oil Field, Oil Field Automation, Integrated Operations, Smart Fields, Intelligent Oil Field, Artificial Intelligent etc. the “COST PER BARREL OF OIL” can be reduced using the concept of Digital Oil Field & Automation.

OIL is looking forward to deploy the real-time monitoring and analytics solution in its oil/gas wells and is seeking Vendors’ response in use of Technologies under Industry 4.0 to achieve this objective.

Oil India Limited invites EOI from reputed and established E & P Vendor/experienced process solution providers for monitoring of onshore oil and gas wells of OIL on real-time basis who can supply and install field instrumentation

on well heads, transmit well parameters to OIL's Field Installations (OCS/GCS) by using public GSM network and provide Artificial Intelligence based Analytics. The Virtual Flow Metering shall be used to determine fraction of oil and gas mixture and flow rates based on the variation in Pressure and Temperature without using physical flow meters and this data will be analysed by building a Data Analytics Model for production and field optimization with provision for fine tuning the Model periodically using test separator data.

3. LOCATION OF THE AREA

The company has operating interests across the country as well as in several foreign countries. However, the major oil & gas producing assets of the company are located in Upper Assam Basin of North East India, barring a hydrocarbon producing asset in Rajasthan. The operational area for installation /commissioning, operation and maintenance will be in Eastern asset of the company which is the highest producing asset of OIL in Hebeda oil field and nearby outlying fields of Makum & Hapjan which is approximately 40 KM from Field Head Quarter – OIL, Duliajan.

4. SCOPE OF THE WORK

Following minimum well parameters shall be measured to facilitate the virtual flow metering and other relevant analytics:

- a. Tubing Head Pressure & Temperature
- b. Flow Arm Pressure (After Bean)
- c. Casing Pressure
- d. Multi-Phase Flow (Derived) - Model to derive flow rates with accuracy of 2% wrt Gas and Liquid
- e. FBHP & FTHP (Derived)

Necessary Server hardware shall be provided by the solution provider. Apart from that, all the instrumentation and software along with the public mobile communication link and wireless field devices and related equipment at site shall be in the scope of the solution provider. Communication link from sensor to the central site of OIL and data aggregation is in the scope of the solution provider. Further, the solution provider shall have to develop oil/gas production and field optimisation analytics.

5. SAFETY, HEALTH AND ENVIRONMENT:

The Bidder/Solution Provider shall have to comply with the applicable and prevailing provisions of Mines Act, 1952, OISD (Oil Industry Safety Directorate), OMR guidelines and MoE&F (Ministry of Environment and Forest) directives.

6. PRE-QUALIFICATION CRITERIA:

- 6.1.** The Bidder/Solution Provider must fulfil the following minimum prequalifying criteria to participate in the EOI
 - a. Experience of successfully carrying out design, installation, operation and maintenance of "Real-Time monitoring and analytics of onshore oil

and gas wells using wireless devices” in at least 5 (five) nos. of wells in the past five (5) years from the original EOI closing date.

- b. To demonstrate their experience and capabilities, the Solution Provider should provide information separately four (4) numbers of FORMs given in Annexure-I.
- c. The Bidder/Solution Provider shall have to submit their Annual financial turnover during any of the preceding 03 (three) financial/accounting years reckoned from the original EOI closing date.
- d. Net worth of Bidder/Solution Provider must be positive for preceding financial / accounting year.

NOTE:

- a. For proof of Annual Turnover & Net worth any one of the following documents must be submitted along with the EOI:
 - i. A certificate issued by a practicing Chartered /Cost Accountant (with Membership Number and Firm Registration Number), certifying the Annual turnover & Net worth as per format prescribed in ANNEXURE-II

OR

- ii. Audited Balance Sheet along with Profit & Loss account. In case of foreign Bidder/Solution Provider, self-attested/digitally signed printed published accounts are also acceptable.
- b. In case the Audited Balance Sheet and Profit Loss Account submitted along with the EOI are in currencies other than INR or US\$, the Bidders/Solution Providers shall have to convert the figures in equivalent INR or US\$ considering the prevailing conversion rate on the date on which the Audited Balance Sheet and Profit & Loss Account is signed. A CA Certificate is to be submitted by the bidder regarding converted figures in equivalent INR or US\$. Else, the Audited Balance Sheet and Profit & Loss Account shall be evaluated by considering the BC selling rate declared by State Bank of India (on the date on which the Audited Balance Sheet and Profit & Loss Account is signed) for conversion to INR.

7. INSTRUCTIONS TO PARTICIPANTS

7.1. COMPLETENESS OF RESPONSE

- a. Solution providers are advised to study all instructions, forms, requirements and other information in the EOI documents carefully. Submission of the EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications.

- b. The response to this EOI should be full and complete in all respects. Failure to furnish all information required by the EOI documents or submission of a proposal not substantially responsive to this document will be at the Bidder's risk and would result in rejection of its Proposal.

7.2. EOI PROPOSAL PREPARATION COSTS & RELATED ISSUES

- a. EOI should not be treated as a commercial tender document.
- b. The solution provider is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/ discussions/ presentations/ demonstrations/ preparation of proposal, in providing any additional information required by OIL to facilitate the evaluation process.
- c. This EOI does not commit OIL to award a contract or to engage in negotiations. Further, no reimbursable cost may be incurred in anticipation of award or for preparing this EOI.

7.3. ISSUE OF ADDENDUM

- a. At any time prior to the last date for receipt of EOI, OIL may modify the EOI document by issuing an addendum/ corrigendum.
- b. The addendum/ corrigendum (if any) will be posted on the same OIL's tender site.
- c. Any such addendum/ corrigendum shall be deemed to be incorporated into this EOI.
- d. In order to provide reasonable time for taking the addendum/ corrigendum into account, OIL may, at its discretion, extend the last date for the receipt of EOI Proposals.

7.4. SUBMISSION OF EOI & FORMAT

A. Submission:

- a. Interested parties meeting the pre-qualifying criteria as above are invited to submit their EOI at our e-mail id: **eoicontracts@oilindia.in** within **21.06.2019**, followed by hard copies of the same through courier/post super-scribing "Expression of Interest No.: **EOI NO.EOI/O/2/2019-2020**" at the following address:

**CGM-CONTRACTS
OIL INDIA LIMITED
CONTRACTS DEPARTMENT
P.O. DULIAJAN-786602
DIST. DIBRUGARH, ASSAM, INDIA**

- b. The offer(s) may also be uploaded in Parties' FTP server/ File sharing website (portal) and the link(s) may be provided to us at our e-mail within above specified period.

B. EOI FORMAT:

- a. The entire proposal shall be submitted strictly as per the format specified in this Invitation for Expression of Interest (EOI) and any deviation may result in the rejection of its EOI proposal.
- b. The following undertaking shall be provided by the intending Supplier:
-
"The information provided in the support of qualification criteria is factually correct and the company meets the pre-qualification criteria".
- c. Solution providers shall submit all the required documents as mentioned in the Annexure-I including templates (Form 1 to Form 4). It should be ensured that the formats mentioned in this EOI should be adhered to and no changes in the format should be done.
- d. EOI document submitted by the solution provider should be concise and contain only relevant information as required.
- e. OIL reserves the right to modify and amend any of the above-stipulated condition/ criterion depending upon project priorities vis-à-vis urgent commitments.
- d. The proposal and all correspondence and documents shall be written in English.

7.5. EVALUATION PROCESS

- a. OIL shall evaluate the responses to the EOI and all supporting documents & credentials of only those solution providers who confirm that they would be able to demonstrate the Virtual Flow Metering at the time of Presentation mentioned. Inability to submit requisite supporting documents or credentials by a bidder, may lead to non-consideration of its proposal.
- b. Each of the responses shall be evaluated to validate compliance of the bidders according to this template, Forms and the supporting documents specified in this document and submitted during the presentation.
- c. The solution providers shall be called for a presentation/ technical demo. The Venue Shall be Duliajan and exact time-slots shall be communicated before the date of presentation through e-mail. The Solution provider shall submit a copy of the presentation/documents before the presentation date.

7.6. SPECIAL NOTES TO PARTICIPANTS

- a. All documents submitted along with the EOI must be self-certified by the Bidder/Solution Provider and should be clear & legible.
- b. OIL INDIA LIMITED (OIL) reserves the right to physically check the original documents/certificates, copies of which are submitted along with the EOI.
- c. The EOI is liable to be ignored in case of submission of any misleading/false representation by the Bidder in the form of statements and attachments.
- d. OIL INDIA LIMITED (OIL) reserves the right to ignore any or all EOIs without assigning any reason thereof.
- e. OIL INDIA LIMITED (OIL) reserves the right to curtail/enhance the scope of work stated above or cancel, if required, without assigning any reason thereof.
- f. Any attempt by a solution provider to influence the EOI evaluation process may result in the rejection of its EOI Proposal.
- g. OIL reserves the right to (i) accept or reject any/all EOIs submitted by parties (ii) cancel the process at any time without any liability and assigning any reason thereof to the applicants.
- h. This EOI is not an invitation for bids. After reviewing the EOI of the responding parties, a pre-tender meeting with the prospective solution providers will be held to discuss and finalise the detail scope and other terms and conditions. Time & Venue for the same shall be intimated separately nearer the time.**

ANNEXURE-I

TEMPLATES/FORMS FOR EOI RESPONSE SUBMISSION

The bidders are expected to respond to the EOI using the forms given in this section and all supporting documents.

PROPOSAL OF EOI SHALL COMPRISE OF THE FOLLOWING DULY FILLED-IN FORMS/TEMPLATES:

- Form 1: Covering Letter with Correspondence Details for Solution Provider
- Form 2: Details of OEM of Instrumentation
- Form 3: Details of the OEM of proposed Software
- Form 4: Details of the Solution offered

FORM - 1: COVERING LETTER WITH CORRESPONDENCE DETAILS FOR SOLUTION PROVIDER

**To
CGM-CONTRACTS
OIL INDIA LIMITED
CONTRACTS DEPARTMENT
P.O. DULIAJAN-786602
DIST. DIBRUGARH, ASSAM, INDIA**

Subject: Submission of response against Expression of Interest (EOI) for “Real-time monitoring and Analytics of Onshore oil and gas wells using wireless devices”

Dear Sir,

This is with reference to your advertisement inviting response to Expression of Interest (EOI) for “Real-time monitoring and Analytics of Onshore oil and gas wells using wireless devices”

I/ We, the undersigned, offer to provide the response for the same, please find below the details of our company for your consideration along with relevant supporting documents:

Sl. No.	Information	Details	Attachment References, if any
1	Name of the Company		
2	Company Registration Date in India (Provide supporting documents)		
3	Company Type (Proprietary/ Partnership/ Pvt/ Public Ltd)		
4	Corporate website URL		
5	Address of Head Office		
6	Number of Offices in India & Abroad (including Head Office) – Provide list with addresses		
7	Name, designation and contact address of the person to whom, all references shall be made, regarding this EoI <ul style="list-style-type: none">• Mobile number of the Contact Person• Fax number of the Contact Person• Email ID of the Contact Person		
8	Annual Turnover (in Rs. Crores) (Last three Years: 2015-16, 2016-17, 2017-18)		

9	Annual Networth (in Rs. Crores) (Last three Years: 2015-16, 2016-17, 2017-18)		
10	Years of Operation of Company in the field of IT (in Years)		
11	Number of employees in the Company		
12	Number of employees in Oil and Gas Domain		
13	No. of real time data monitoring solutions deployed for any process industry in the last 3 years covering the following areas: a. Experience to capture and visualize data from RTU, OPC server, Modbus, HART, etc. b. Virtual Flow metering <i>(Provide details of Solutions implemented in last 3 years with copies of PO and satisfactory completion proof)</i>		
14	No. of solutions deployed having Historian and Analytics developed for any process in last 3 Years. <i>(Provide details of Solutions implemented in last 3 years with copies of PO and satisfactory completion proof)</i>		
15	No. of years of Experience in the field of providing IT real-time monitoring solution for Oil and Gas Industry <i>(Provide details of Solutions implemented in last 3 years with copies of PO and satisfactory completion proof)</i>		
16	Detailed Description of proposed Solution including Architecture. PI Note that instrumentation and allied equipment, Solar Power System are in the scope of solution provider and they may insure the installed equipment against theft during POC phase. <i>(Provide details of hardware & software of proposed data aggregation tools with reference of Attachment as per Form 4)</i>		

I/ We understand OIL is not bound to accept any Proposal it receives.

I/ We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the short-listing process or unduly favours our company in the short-listing process, I/ We are liable to be dismissed from the EoI selection process.

I/ We agree to abide by the conditions set forth in this EoI. I/ We hereby declare that our proposal submitted in response to this EoI is made in good faith and the information contained is true and correct to the best of our knowledge and belief.

I/We undertake that we have the capability to monitor all the desired field parameters on realtime basis and also perform software based Virtual Flow metering based on the sample/simulated pressure and temperature data and would validate the same against test separator data and shall duly demonstrate the same during the Presentation/Demo on the date communicated to us.

Sincerely,

FORM 2: DETAILS OF OEM OF INSTRUMENTATION

(in case of multiple OEMs, please duplicate the table, mentioning the areas of Application)

Sl. No.	Information	Details	Attachment References, if any
1	Brand Name		
2	Name of the OEM		
3	Whether Instrumentation is certified for Hazardous Area use in India [as per applicable and prevailing provisions of Mines Act, 1952, OISD (Oil Industry Safety Directorate) guidelines and MoE&F (Ministry of Environment and Forest) directives.] <i>(Provide supporting documents)</i>		
4	OEM Country from where equipment would be purchased		

FORM 3: DETAILS OF THE OEM OF PROPOSED SOFTWARE

(in case of multiple OEMs, please duplicate the table, mentioning the areas of Application)

Sl. No.	Information	Details	Attachment References, if any
1	Type of Software (Closed/Open Source)		

2	Brand Name		
3	Name of the OEM (if Closed source)		
4	Database to be used		
5	Can the application be interfaced with other Applications e.g. SCADA, DCS, SAP, Landmark, Petrel etc. – Provide details including interface certification status		

FORM 4: DETAILS OF THE SOLUTION PROPOSED

Sl. No.	Information	Details	Attachment References, if any
1	Architecture & Schematic (including Data capture, transfer, aggregation, historian, analytics and interfacing – both hardware and software)		
2	Bill of Material for Hardware & Software (incl. Instrumentation, mobile communication, Solar Power, IT Hardware and Software etc.) – Attach Technical leaflets for all equipment/software		
3	Details of Wireless Sensors/ instrumentation including expected life and frequency of data reporting, well site mounting etc.		
4	Details of Security of data including encryption and other measures for fast, efficient and secure transfer and storage of data including taking care of communication breakdowns		
5	Details of Safety measures at well site including statutory certifications of deployed hardware		
6	Details of Security measures at Well site to take care of theft including inconspicuous CCTV local recording for		

	forensics and insurance against theft etc.		
7	<p>Indicative timelines for</p> <p>a) POC for 5-10 onshore wells in one field</p> <p>b) development of analytics including Virtual Flow metering with desired accuracy</p> <p>c) replicating successful POC across OIL's onshore oil and gas wells across India</p> <p><i>(Provide detailed breakup of timelines)</i></p>		

ANNEXURE - II

CERTIFICATE OF ANNUAL TURNOVER & NET WORTH

TO BE ISSUED BY PRACTISING CHARTERED ACCOUNTANTS' FIRM ON THEIR LETTER HEAD

TO WHOM IT MAY CONCERN

This is to certify that the following financial positions extracted from the audited financial statements of M/s..... (Name of the Bidders/Solution Providers) for the last three (3) completed accounting years up to **(as the case may be)** are correct.

YEAR	TURN OVER In INR (Rs.) Crores / (US \$ Million)	NET WORTH In INR (Rs.) Crores / (US \$ Million)

*Rate of Conversion (if used any): USD 1.00 = INR.....

Place:

Date:

Seal:

Membership No.:
Registration Code:

Signature