Ref. No.: CHT/RPIP/20/01

Date: 30th July 2020

Subject: Expression of Interest (EOI) for Performance Improvement Programme at Indian Public Sector Undertaking (PSU) Refineries

1.0 INTRODUCTION

1.1 Centre for High Technology (CHT), a nodal organisation under the Ministry of Petroleum & Natural Gas, Government of India, is a specialized agency to take up programmes for performance evaluation, improvement, capability development, technical services etc. for Indian Refineries on a centralized basis.

1.2 CHT assists the oil companies to improve product pattern & their quality, reduce energy consumption, emission and operational performance etc. CHT also carries out the analysis of current operations of the oil industry including evaluation and development of new technologies besides various other activities.

1.3 CHT on behalf of Indian PSU Refineries proposes to engage experienced consultants for undertaking Refinery Performance Improvement Programme (henceforth called “RPIP”) in 02 phases.

1.4 RPIP for Indian PSU refineries:

Phase – I: Completed.

Phase-II:

- **IOCL**: Barauni, Gujarat, Haldia (Lube Refinery), Guwahati, Digboi & Bongaigaon Refineries
- **CPCL**: Manali Refinery (Lube Refinery)
- **NRL**: Numaligarh Refinery

Note:

- This EOI is for seeking interest of new prospective consultant for RPIP Phase II.
- Consultants who qualified in Phase I, EOI, are not required to submit documents afresh. However a line of confirmation has to be submitted by the consultant for participation in the RPIP Phase II Programme.
- Tender will be issued subsequently refinery-wise only and the shortlisted consultants will be free to quote for all/any refineries.
1.5 Interested and capable consultants are requested to respond by e-mail/post/fax with all the documents duly signed on each page latest by 28.08.2020, 1500 hrs. to the following:

**Sumit Jha / Partha Jyoti Sharma**  
Joint Director  
Centre for High Technology  
OIDB Bhawan, Tower A, 9th Floor, Plot No. 2  
Sector – 73, Noida– 201307  
Uttar Pradesh, India  
Tel No. +91 120 2593707/2593722  
Email: jha.sumit1@cht.gov.in; parthajyoti.sharma@cht.gov.in

2.0 SCOPE OF WORK

Scope of Work of RPIP shall be **Yield & Energy Optimisation study** towards Profitability of Refinery indicating the key focus areas as outlined in clause no. 2.1.

Scope of RPIP shall be identification & prioritization of opportunities, mainly through operational excellence and with low capital investments, for performance improvement, developing & implementation of approved Projects and transfer of Consultant’s operational experience and know-how to Refinery’s personnel.

2.1 The areas of study / implementation of refinery shall include but not limited to the following:

- Total distillate Yield & Product Mix improvement through Process Optimization, Operation Strategy, Improvement in existing Advanced Process Control (APC), Blend Optimization
- Energy & Hydrocarbon Loss Management
- Plant Availability and Reliability including Maintenance / Inspection Best Practices
- Hydrogen Management
- Refinery Margin improvements

Following areas are excluded from scope of study:

- Crude oil selection, scheduling, procurement and crude capacity enhancement
- Turnaround Management
- Implementation of new APC
- Change in catalyst

2.2 The Scope of services to be provided by the Consultant shall include but not limited to the following:

- Study the existing operations of the Process units, Operation & Maintenance Practices, Refinery Economics / Profitability
- Suggest the revised operating philosophy / operating conditions
- Obtaining NOC from various Process Licensors/Catalyst Vendors (Refer Clause 3.2)
• Identify areas / projects of improvement & indicating cost of implementation, benefits, payback period, Implementation methodology
• Develop projects for improvement
• Develop Basic Design Engineering Package and detail engineering
• Reviewing/vetting the equipment supplier’s documents before its implementation
• Provide support for implementing the proposed scheme
• Provide on-site support, as & when required during implementation phase including sustained operation

2.3 The focus of the Programme will be on operational excellence i.e. quick-wins and minor capital / fixed cost type changes.

2.4 Typical areas under Process Optimization shall include but not limited to the following:
• Refinery business processes
• Refinery Energy Reduction including optimization of fuel & loss performance
• Refinery product optimization and overall volume expansion
• Process Unit (including LOBS Plant)
• Process Unit Modelling, HC Stream Routing
• Refinery Product Blend optimisation
• Modification in existing Advanced Process Control
• Interfaces with other refineries & Petrochemicals facilities

2.5 Under Power and Utilities, any improvement in operation & Breakthrough Technologies/ Best Practices which are operational, may be suggested for overall performance improvement.

2.6 Project specific agreements shall be signed by Consultant and refinery, if required after assessment phase.

2.7 Key focus should be towards gross margin improvement, reduction in Refinery total operating cost & cash operating expenses, etc. Typical areas under Refinery Margin Improvement shall include but not limited to the following:
• Improvement in Process unit yields
• Reduction in energy consumption & loss
• Product blending, product-mix & quality optimization
• Improvement in Offsites, Power & Utility operation
• Feedstock optimization for process units.
• Hydrogen management

2.8 Study the current operations and practices for the critical process units & Offsites of refinery. Compare the performances parameters with appropriate bench marks, identify the performance gaps and recommend actions for improvement and implementation.
2.9 Study shall include individual unit optimization as well as overall refinery wise optimization.

2.10 Feedstock management / optimization for secondary processing units based on feedstock requirement, quality, level of impurities etc.

2.11 Hydrocarbon loss control with respect to the following areas:
- Accounting losses
- Custody transfer
- Flare losses
- Slop generation and handling
- Other losses

2.12 Energy Optimisation
- Benchmark each major energy consuming unit / area and bridge the gap
- Optimise use / balance of steam & power in process units, offsite areas and in Captive Power Plant
- Identify the potential for improving the energy performance of critical equipment e.g. furnace / boilers (including burner management), compressors, turbines & distillation. Identify potential benefits for reducing energy consumption level through heat integration
- Action plan for reducing the gap w.r.t best in benchmark unit for the whole refinery along with clear road map for implementation. The consultant, for this purpose of benchmarking, can follow their in-house benchmarking methodologies which should be mutually agreed between the Consultant and refinery
- Undertake detailed analysis of refinery fuel & loss and provide recommendations to reduce fuel & loss

2.13 Hydrogen Management
- Develop hydrogen balance model for the refinery
- Identify inefficiencies and bottlenecks in the system
- Identify improvement opportunities, hydrogen recovery options & cost benefit analysis
- Optimize hydrogen usage in Hydro-processing Units
- Improve efficiency of hydrogen generation & reduce cost of production
- Quantify the improvement potential and recommend road map for implementation of identified schemes
- Mechanism for regular and continuous monitoring of hydrogen system and also tracking its effectiveness. Necessary software tool may be provided for the above. Refinery engineers are to be trained on using this tool.

2.14 Consultant shall provide best practices towards Plant Availability, Reliability, defect elimination, unplanned downtime, maintenance cost, maintenance efforts and
Execution Efficiency. However, these will not be considered in benefit calculation. Typical areas shall include but not limited to the following:

- Improved operational reliability
- Increase plant availability
- Improved Maintenance Practices
- Defect elimination
- Asset reliability and integrity
- Maintenance / Inspection best practices

2.15 Change Management and Organisational Effectiveness

Wherever the Change Management and Organisational Effectiveness are critical to successful implementation and sustainability of the implemented projects, the consultant should include these elements also in the Assessment and Implementation Phases of the Programme.

3.0 RPIP EXECUTION

3.1 RPIP DURATION

The total RPIP duration will be for a period of 36 months from the date of award of job by the refinery (Excluding NDA period of maximum 4 months). The total Programme may need to be extended beyond thirty-six (36) months as required in order to accommodate the various Assessment / Implementation Phases / Stages as explained here on, depending on final scheduling of activities, in line with Refinery Turnarounds and due to other unforeseen reasons outside the control of the parties. However, any such extension shall not be beyond 24 months. In case of any eventuality which requires further time extension, shall be granted by the refinery at its discretion. The consultant has to provide detailed schedule for the Programme during Kick-Off-Meeting (KOM).

3.2 MAJOR ACTIVITIES OF RPIP

The agreement with Refinery shall include an Assessment Phase and Implementation Phase. The Assessment Phase will consist of setting a Baseline for the Refinery, data collection & validation and then conducting an Assessment of the Refinery. The implementation Phase will consist of three stages i.e. Implementation Stage, Commissioning Stage and Sustainability Stage as described here in after. The consultant shall provide sufficient resources to carry out its role during the RPIP as Consultant.

The Consultant will take the lead in the Assessment phase, which will end with an agreed Project portfolio. During Implementation phase, the Consultant will take the lead in providing guidance, direction and expertise for implementation of Projects. The Refinery will be implementing the Projects, being the owner of the facility. The consultant & the refinery will support each other by providing suitable resources on
time to be able to execute the respective tasks of the RPIP also in reporting Programme progress to Refinery management.

The Consultant shall obtain ‘No Objection Certificates’ from Third Party Licensors of Proprietary technology for Process units & Catalyst Vendors before commencement of the Assessment Phase at each refinery, by entering into confidentiality agreements, as required. ‘No Objection Certificates’ are not required for ‘Open Art’ (technology) designed units. Refineries shall facilitate communication between Licensors/catalyst vendors & consultants.

3.3 BASELINE

3.3.1 The baseline for the purpose of RPIP will be the operating performance of Refinery for mutually agreed period. The operating data will be supplied by the Refinery to Consultant in the standard formats provided by Consultant and as agreed by Refinery. The methodology for finalization of the base case shall be discussed and finalized between refinery and the consultant during Kick off meeting. The time gap between Award of job & kick-off meeting shall be maximum three weeks.

3.3.2 It may be noted that at Refinery, many initiatives are continuously being taken for performance improvement. Such initiatives, which have commenced, have been approved or are under active consideration (initiatives for which preliminary benefit evaluation has already been carried out) before the commencement of the Programme will be communicated to the Consultant prior to the commencement of the RPIP during kick-off meeting. The economic impact of these initiatives will be adjusted in the baseline.

3.3.3 In Refinery, some of the units may have undergone change or are in the design stage for revamp or are going to become redundant which has not been reflected in the agreed operating period. Therefore, the baseline for RPIP shall reflect all such changes.

3.3.4 It may also be noted that the operating period may include abnormal operating conditions for any unit. These abnormal operating conditions have to be removed from the baseline.

3.3.5 In order to assess the Benefits of the initiatives that will be identified during the Assessment Phase and to measure the Benefits as they accrue during the Implementation Phase, as set out later, a set of economic data, to be provided by refinery, such as crude, finished product prices and fuel and energy values, gross and net margin calculation model will be agreed between Consultant and Refinery prior to commencing the Assessment Phase. Refinery will assess the benefit based on finished product and refinery input prices to be agreed during kick off meeting. The prices used for this purpose shall be the average of the last 36 months prior to kick off meeting or as agreed with the refinery during kick off meeting. In case of any deviation / revision of prices, the same has to be agreed between Consultant and Refinery.
3.3.6 Refinery will submit the Baseline operational and economic data as per the format to be provided by the Consultant, in advance. The Consultant may carry out data validation prior to the commencement of the Assessment Phase and reconcile the same with the Refinery.

3.4 **ASSESSMENT PHASE**

3.4.1 The Assessment Phase objective will be to deliver:

- Gap Analysis Report
- Quick win Projects
- Identify minor Projects for performance Improvement with appropriate economic analysis
- Implementation milestones
- Training requirement for Refinery personnel (Refer clause 3.5.5)
- Sharing of best operational practices and benchmarks

3.4.2 The Assessment should be carried out for a maximum period of 22 weeks from kick off meeting excluding NDA period. Refineries shall communicate the acceptance or rejections within a maximum period of 4 weeks from the date of final report submission in assessment phase. Incase refineries take more than 4 weeks for acceptance/rejection of assessment phase ideas, time extension may be given accordingly on the written request of the consultant.

The Assessment phase shall include, but not be limited to, the following activities:

- A kick off cum alignment & Programme methodology workshop between Refinery & the Consultant
- Pre-assessment Data validation/ Reconciliation session
- Site assessment including Interviews of key refinery personnel
- Observations and technical analysis via dedicated on-site workshops
- Identifying the projects for performance improvement including impact assessment for facilities affected by the proposed change
- Developing the implementation plan & strategies along with the resources required with cost benefit analysis

3.4.3 The main activity of the Assessment Phase will be the development of Proposals having complete information of Projected Benefits, ±40% estimated cost, requirement of resources, constructability and the Implementation Phase schedule. Project proposals shall include sufficient information to facilitate necessary approvals by Refinery Management. At the end of the Assessment Phase, a portfolio of Projects to be implemented will be agreed between the Refinery and the Consultant.

Based on the operational and economic data provided by the Refinery, the scope of the Assessment Phase Services should include the identification, prioritisation of opportunities for improvement (Assessment Phase) and development of Projects
and advice on implementation of Projects (Implementation Phase) with low capital investments

3.4.4 If there is any delay in assessment period (22 weeks from KoM excluding NDA period as defined in clause no 3.1) on account of consultant, Price Adjustment shall be applied at the rate of 0.5% per week of delay subject to maximum of 5% of Contract Value. Any delay may be condoned by refinery, if Engineer in-charge is satisfied that the delay is not attributed to the consultant.

3.5 IMPLEMENTATION PHASE

During the Implementation Stage, the Consultant shall provide Basic Design Engineering Package (BDEP) & Detail Engineering Package for mutually agreed investment opportunities. The consultant shall provide +/- 10% cost for the investment proposal. The consultant may subcontract preparation of BDEP & detailed engineering; however the Consultant shall have the single point responsibility and take the lead in providing guidance, direction and expertise for the implementation of Projects and share proven project execution methodologies. Consultant’s guidance, direction and coaching will include sharing project execution methodologies that Consultant has previously implemented in similar projects. Refinery will be responsible for the overall implementation of the Projects.

The Consultant should provide specifications for materials and equipment, if any, to be installed in the Facility as part of a Project. The Consultant shall also provide Offsite inputs / assistance on availability of vendors for proprietary items. Refinery will be responsible for the overall implementation of the Projects.

The Implementation Phase will consist of three stages i.e. Implementation Stage, Commissioning Stage and Sustainability Stage.

3.5.1 All the projects mutually agreed after assessment phase shall be completed by the consultant. However after the assessment phase, if the refinery decides not to proceed with any of the project, no penalty shall be levied for that project. Refinery may implement any project on its own if the same is acceptable to the consultant, on payment of 50% fee payable to the consultant.

3.5.2 Approved Projects which are planned to be implemented either during turnaround or after turnaround, are required to be assessed afresh for their benefits and feasibility before implementation. Implementation Stage will follow after the Assessment Phase as per the jointly agreed timetable.

3.5.3 In case refinery undertakes any modification/catalyst or hardware change on its own, after the completion of assessment, any impact on the already assessed benefit will be mutually agreed upon. Refinery may provide the list of recently changed catalyst along with the list of catalysts proposed to be changed during the period of RPIP during KOM.
3.5.4 During Implementation Stage, the Consultant will provide an overall Programme Manager, Site Implementation Manager(s) and assistance of other specialist Consultants to guide the Refinery through implementation stage, Commissioning Stage and Sustainability Stage of the Projects. Depending on the results of the Assessment Phase, the actual duration of the Implementation Stage may be changed. Phasing could also change due to the sequence of turnarounds or other Refinery activities including procurement and the same may extend beyond the contract period, but not beyond 5 years. In such cases, the Consultant shall arrange its resources so as to meet the requirement during the extended contract period.

3.5.5 Training needs identified during assessment phase is to be imparted to the refinery personnel by the consultant free of cost.

3.6 COMMISSIONING STAGE

3.6.1 Post implementation of the scheme, the timeframe for commissioning of the project shall be maximum Three (03) months. The Commissioning Stage should include training through workshops & other means besides handing over of the final implemented Projects to the Refinery operating personnel. During this period, the direct site support from the Consultant should be available.

3.6.2 A schedule of regular review sessions shall be developed by the Consultant, subject to agreement by the Refinery. Necessary on-site assistance shall be provided by the Consultant to ensure commissioning of the projects in line with expectations.

3.7 SUSTAINABILITY STAGE

3.7.1 During the Sustainability Stage, the Consultant will provide necessary support for ensuring the sustainability of implemented Projects and assist the refinery personnel to acquire sufficient know-how and expertise so as to enable continued achievement of the benefits after completion of the Programme.

3.7.2 The Sustainability Stage shall start on and after completion of commissioning stage and will have duration of maximum Three (03) months within which refinery shall carry out PGTR (Performance Guarantee Test Run) for establishing the benefit for the specific scheme for a period of 72 hours at the earliest possible opportunity.

3.7.3 Refinery may from time to time request the Consultant to arrange for a visit of refinery’s personnel to other Refineries, where the consultant had rendered services similar to the services to be rendered by the Consultant, for better understanding of the Programme Methodology / Schemes. The Consultant shall facilitate such a visit(s). Refinery shall bear the cost of such visits.

3.8 RPIP MANAGEMENT

The program will be managed and administered through two committees, namely Executive Committee (ECOM) and Refinery Committee (RCOM). ECOM will consist of Refinery Head, ED CHT & Representative of Consultant for overall management of the programme & dispute resolution. RCOM will consist of two representatives of...
Refinery & representative from consultant. The role of RCOM shall be to facilitate the consultant for the whole programme in a dedicated manner, approves project identified for implementation, along with consolidation of the benefits including closure of the programme within schedule. Additionally, RCOM shall apprise the progress of the program to ECOM.

At the time of acceptance of project(s), project-wise Engineer-in-Charge shall be nominated by refinery and will be responsible for overall execution of the project and resolution of benefits and payments through RCOM representatives.

4.0 INPUTS TO BE PROVIDED BY REFINERIES:

The relevant inputs will be provided in three phases as under:

i. Preliminary input shall be provided along with the tender

ii. Further input shall be provided during the Pre-bid meeting as deemed necessary

iii. All detailed inputs shall be provided for finalising the base line to the successful bidder.

5.0 PREQUALIFICATION CRITERIA (PQC)

The consultant must have successfully carried out Refinery Performance Improvement Programme (RPIP) earlier. The consultant will be given weightage as per the attributes given in the table below

1. Minimum 60 weightage points are required for meeting the pre-qualification criteria for a non-lube refinery.

2. Additional weightage of 10 points shall be given to refineries with lube experience. However the qualifying marks for a lube refinery shall be 70 points against qualifying marks of 60 for a non-lube refinery.

3. For attributes 1 and 2, the consultant should score a weightage of minimum 30.

4. For attributes 3, 4 and 5, the consultant should score a minimum weightage of 20.

<table>
<thead>
<tr>
<th>S.N.</th>
<th>Attribute</th>
<th>Criteria</th>
<th>Weightage</th>
<th>Remark</th>
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<tbody>
<tr>
<td>1</td>
<td>Successful completion of RPIP during last seven years</td>
<td>5 or more refineries</td>
<td>30</td>
<td>Job Completion Certificate from client (Note-1 and 4)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4 refineries</td>
<td>20</td>
<td></td>
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<td></td>
<td></td>
<td>3 refineries</td>
<td>10</td>
<td></td>
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<tr>
<td>S.N.</td>
<td>Attribute</td>
<td>Criteria</td>
<td>Weightage</td>
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<tr>
<td>2</td>
<td>Delivery of net benefit in one refinery</td>
<td>Minimum INR 32 crore/ USD 5 million per year with maximum investment of 40 % of the benefits</td>
<td>20</td>
<td>Certificate from client  (Note-2&amp;4)</td>
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<tr>
<td>3</td>
<td>Experience of Operating Refinery</td>
<td>Owner or having tie up</td>
<td>10</td>
<td>Certificate from CEO/CFO</td>
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<tr>
<td>4</td>
<td>Capability for preparing Basic Process Design &amp; Engineering Package</td>
<td>Owner or having tie up with internationally reputed company</td>
<td>20</td>
<td>Certificate from CEO/CFO</td>
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<tr>
<td>5</td>
<td>Consultants having average annualized turnover for last 3 years</td>
<td>More than INR 32 crore/ USD 5 million</td>
<td>20</td>
<td>Refer Note-3&amp;4</td>
</tr>
</tbody>
</table>

**NOTE (applicable during submission of EOI)**

Interested consultants are requested to submit all supporting documents related to Pre-qualification criteria as specified in the EOI.

1. As a proof, the consultant should furnish reference list along with satisfactory completion certificate from the clients listing out the location of the refinery, Programme title and major areas of Yield & Energy Improvements etc. In the absence of proof of carrying out the RPIP, the consultant will be disqualified.

2. As a proof, a certificate from the client indicating actual net benefit realized and capital expenditure incurred with contact details of the client.

3. Consultant shall submit audited Balance Sheet & Profit & Loss Account for last 3 completed financial years. In case the audit of latest financial year is not completed, consultant may submit immediately three preceding financial years’ audited Balance Sheet & Profit & Loss Account. Foreign Consultants, in case they are not in a position to submit audited financial statements, may submit the required financial information signed by CEO/CFO & duly certified by independent auditor. In-case bidder cites the reason for non-endorsement by independent auditors due to local regulation. Bidder may submit information signed by CEO/CFO stating the local regulation prohibiting the same.

4. Consultant has to note the following before submitting the EOI:
i) Offer from following types of consultant will not be accepted

a. Who are in the Holiday/Negative list or its Administrative Ministry
b. Who are under liquidation, court receivership or similar proceedings

c. Consultant or their subsidiary Company or companies under the management of consultant for execution of the same project for which they are working as consultant

ii) Offer from Joint Consultants / Consortium will not be acceptable

iii) The subject work is indivisible and shall be awarded to single successful consultant unless stated otherwise elsewhere in the tender document.

iv) Consultant to take notice of corrigendum / amendment issued. Failure of consultant to submit EOI without taking cognizance of corrigendum / amendment issued by CHT shall make the same liable for rejection.

v) A job executed by a consultant for its own plant/projects shall not be considered as experience for the purpose of meeting requirement of experience criteria of the tender. However, jobs executed for Subsidiary / Fellow Subsidiary / Holding company will be considered as experience for the purpose of meeting experience criteria subject to submission of tax paid invoice(s) duly certified by Statutory auditor of the consultant towards payments of statutory tax in support of the job executed for Subsidiary / Fellow Subsidiary /Holding company. Such consultants shall submit these documents in addition to the documents specified in the PQ Documents to meet Experience Criteria

vi) Legal dispute, if any, shall only be within the jurisdiction of Local Court situated at New Delhi, India

vii) Consultant cannot make any claim against CHT towards its expense incurred in connection with the preparation and delivery of EOI.

viii) Submission of authentic documents is the prime responsibility of the consultant. Wherever CHT has concern or apprehension regarding the authenticity/correctness of any document, CHT reserves the right to get the documents verified from issuing authority/any relevant source. If documents (part or full) are found forged such offers will be summarily rejected.

ix) In case of Sub contract works, the consultant is also required to submit a Certificate from the end user / Owner / Consultant of the Owner stating that the main contractor has intimated them about the engagement of sub-contracting OR have been allowed/ permitted as a sub-contractor.

x) In case of foreign consultants, if the value indicated is in currency other than USD the same shall be converted in equivalent USD considering the conversion rate as on SBI bill selling rate on the due date of receipt of EOI response.

xi) Notwithstanding any other condition/provision in the EOI, in case of ambiguity or incomplete documents pertaining to pre-qualification criteria (PQC), consultants shall be given only one opportunity with a fixed deadline after due date to provide complete & unambiguous documents in support of meeting the pre-qualification criteria (PQC). In case the consultant fails to submit any
document or submits incomplete documents within the given time, the consultant’s EOI is liable to be rejected. However, CHT reserves the right to make any further queries.

xii) CHT will select the consultant based on the evaluation criteria of maximum net benefit to the refinery. However, minimum net benefits of US 15 cents per bbl is to be guaranteed by the consultant to qualify for evaluation (please refer clause 7.2). Confirmation in this aspect needs to be submitted by Consultant.

6.0 DEMONSTRATED BENEFITS

6.1 The ‘Demonstrated Benefits’ means the net annualized savings, measured in Indian Rupees, realized in ‘operational income’ calculated from incremental income minus direct operating expenses on account of Catalyst & Chemicals and Energy, and a capital charge (15%) for incremental direct capital investment, if any, for a given project against the agreed baseline, measured in accordance with the agreed methodology and at the agreed milestones as indicated in each Project.

6.2 The reference date for the calculation of the Demonstrated Benefits will be arrived immediately after completion of Performance Guarantee Test Run (PGTR) of an implemented project. Benefits will be measured on an annualised basis, considering the normal throughput for the current period, measured in Indian rupees, based on the agreed Program price set. Penalty will be calculated in USD.

Invoices shall be raised by Indian Consultants after deducting penalty in equivalent INR. For foreign consultants, benefit& Penalty will be converted in USD & invoice shall be raised after adjustment of penalty, if any. For any currency conversion TT selling rate published in The State Bank of India/Associated Banks on the previous day of raising the invoice shall be considered for Indian/Foreign consultant.

Sample Calculation: (i) Total Capex invested in a project is Rs 100. Capital charge = Rs 15 (15%) (ii) Annualized Opex is Rs 10, (iii) Annualized Benefit i.e. Incremental income exclusively due to implementation of accepted project is Rs 30, (iv) % share quoted by consultant on demonstrated benefit is 10%.

Demonstrated Benefit = (30-15-10) = Rs 5
Fee payable to consultant = Rs 5 x 10% = Rs 0.50

7.0 EVALUATION CRITERIA

7.1 Tender will be issued only to short listed parties who have responded against the notification for Expression Of Interest (EOI) and satisfy the qualification criteria as per Clause 5.0.

7.2 CHT will select the consultant based on the evaluation criteria of maximum benefit to the refinery. However, minimum net benefit of US 15 cents per bbl is to be guaranteed by the consultant to qualify for evaluation. The consultant will quote for guaranteed benefits (US Cents per bbl of crude processed) and percentage share on
Demonstrable Benefit. The selection of the consultant shall be based on net benefit to the refinery (In US Cents per bbl) after deducting consultant’s share (including withholding tax in case of Foreign consultants) from the guaranteed benefits.

8.0 CHT reserves the absolute right to select or reject a party at their sole discretion without assigning any reason whatsoever.