



# CENTRAL U.P. GAS LIMITED

[A Joint Venture of Gail (India) Limited & Bharat Petroleum Corporation Limited]

INVITES EXPRESSION OF INTEREST [EOI]

*FOR*

OPERATING OWNED/LEASED CNG  
MOBILE REFUELING UNIT [MRU]  
ON OWN AND OPERATE MODEL

*from single entity, consortium, partnership  
firm and companies.*

**NOTICE INVITING EXPRESSION OF INTEREST [EOI]**

EOI NO.: CUGL/CNG/MRU/02

DATED: 06.01.2022

**EOI for Operating Owned/Leased CNG Mobile Refueling Unit on Own and Operate Model**

1. CUGL invites offers through Expression of Interest (EOI) from SINGLE ENTITY, CONSORTIUM, PARTNERSHIP FIRM, COMPANIES (herein after called APPLICANT) for Submitting their proposal for CNG Mobile Refueling Unit on Own and Operate Model.
2. The purpose of EOI is to encourage the APPLICANT to operate the CNG Mobile Refueling unit (MRU) in CUGL's authorised geographical areas of KANPUR, BAREILLY & JHANSI.
3. Finalization of the Application is as mentioned in the EOI is an ongoing process.
4. Schedule of release of EOI is as per below table:

EOI Ref No.	Start date	End date
CUGL/CNG/MRU/02	06.01.2022	31.03.2022

CUGL reserves the right to extend the EOI period and due date for submission, mentioned above

Major details of the EOI:

EOI Download	EOI can be downloaded from WWW.CUGL.CO.IN from the date of notification.
Last date of Submission	31.03.2022
EOI opening date	As this is an ongoing process, CUGL shall open the submitted EOI periodically and inform the Applicants accordingly.
Submission of EOI	The completely filled, signed and stamped EOI to be submitted at below mentioned address:  Senior Manager- Marketing Central U.P Gas Limited (A Joint Venture of Gail (India) Limited & BPCL) Reg. Off: 7 <sup>th</sup> Floor, UPSIDC Complex, A-1/4, Lakhanpur, KANPUR -208024, U.P.

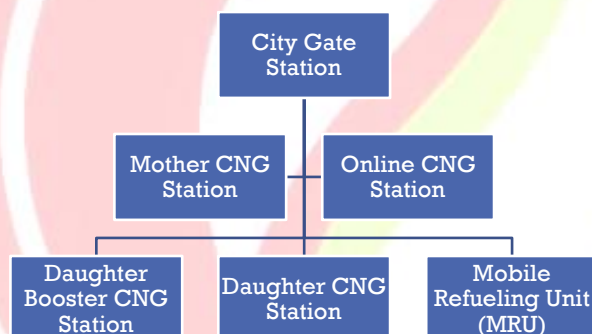
5. Queries: Applicants to note that any queries related with the EOI to be submitted online only at email id [billinfo@cugl.co.in](mailto:billinfo@cugl.co.in). Queries/clarifications received in any other form are liable to be unanswered. A written reply from the concerned CUGL official will be given on the same id.

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6. All revisions, clarifications, corrigendum, addenda, time extensions etc., to the EOI will be hosted on CUGL website. Applicants to regularly visit the website to keep themselves updated.
7. Submission of EOI: The EOI complete in all respect should be filled, signed, stamped and submitted to the above- mentioned address.

**I. INTRODUCTION:**

1. Central U.P. Gas Limited is a Joint Venture of GAIL (India) Ltd. & BPCL and is into the business of City Gas Distribution in authorized Geographical areas of:
  - a) Kanpur & Unnao
  - b) Bareilly
  - c) Jhansi
2. A typical schematic of the types of CNG stations is as under:



3. CUGL is interested to expand the reach of CNG for the convenience of the customers. CNG Mobile Refueling Unit (MRU) is the solution for providing CNG filling service to the customers at convenient locations.
4. MRU can supply CNG with ease to areas unconnected with pipeline, rural areas as well as dense urban areas wherein land availability is constrained.
5. It is envisaged to provide this service through entrepreneurs willing to work in the field of CNG retailing. Interested party needs to own/lease the MRU and operate it in CUGL authorized areas or any other areas as directed by CUGL.
6. MRU should consist of following items:
  - a) PESO approved CNG Cylinder Cascades (preferable Type-III or Type-IV) of approx. minimum 4,500 WL capacity.
  - b) Booster compressor as per business requirement.
  - c) Provision for dispensing CNG at minimum pressure of 200 bar to the vehicles at all the times.
  - d) 2 arms dispensing arrangement.
  - e) Average flow rate of 100 SCM/H over the range of 250 bar to 10 bar cascade pressure.
  - f) It should be mounted on HCV for mobile operations of MRU.
  - g) GPS Tracker.

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Note: As the MRU technology is a new concept to the Indian CGD sector, the above is as per the best available understanding of Central U.P. Gas Limited.

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

Flow diagram is as follows:

**II. SCOPE OF WORK:**

1. EOI is invited from the interested parties having experience in the field of CNG cascades, transportation/retail/storage of hydrocarbons or any other flammable material or Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit to submit their interest for operating their owned/leased CNG Mobile Refueling Unit on Own and Operate Model.
2. It will be the responsibility of the interested party to obtain all the applicable statutory approvals such as.
  - i. PESO,
  - ii. District Administration or
  - iii. All other approvals depending on statutory requirements & the area of operation.
3. Ownership of MRU shall be of the interested party and the party shall be indemnifying CUGL from any loss/damage caused by MRU or during the operation of MRU. An indemnity bond shall be executed accordingly.
4. It shall be responsibility of the party to ensure safe operations of MRU at all the times.
5. Party shall be responsible for finding customers for sale of gas from its MRU.
6. Ownership of gas shall be of CUGL and CUGL shall be paying the commission to the party on sales.
7. Arrangement of power supply required for MRU shall be in the scope of the interested party.
8. The interested party must clearly mention the relevant experience and submit the requisite proof.
9. The interested party should also submit its tentative business plan for gas sales from MRU.

**III. OTHER TERMS & CONDITIONS:**

1. Successful applicant has to utilize its MRU for dispensing CNG to Transport Vehicles ONLY within the authorized GAs of CUGL.
2. Successful applicant shall not set-up its MRU within 2 km Road distance of existing CNG station of CUGL.
3. Successful applicant shall have to inform CUGL the location of its MRU in advance prior to every change in location.
4. GPS shall be installed in MRU by the successful applicant along with providing the access to CUGL.
5. Successful applicant has to sell CNG at the Retail Selling Price (RSP) determined by CUGL for the respective GAs.
6. Successful applicant shall deposit advance payment to CUGL, an amount equivalent to CNG required to be filled by CUGL in its MRU for seven days [Amount of Advance Payment=CNG Quantity (Kg) X CNG Rate (Rs/Kg) X (Seven days)]. CNG shall be supplied only up to advance amount deposited i.e. No CNG shall be supplied if deposited amount is utilized.
7. Security Deposit of Rs. 10 Lakhs (Rupees ten lakhs only) shall be deposited to CUGL before commencement of operations 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 CUGL.
8. The party must deposit the amount of the CNG sold in the designated CUGL account on daily basis. Any violation of the same results in the forfeiture of the advance payment available with CUGL after due notice to the party. The party to replenish the forfeited amount within three business days to CUGL account.
9. CUGL shall pay the fixed commission charges exclusive of all taxes of CNG sold on fortnightly basis as mentioned below;

Sr. No.	CNG Sales in Kg/day	Lump Sum Commission charges in Rs. Per Kg (Excluding taxes, duty, or charges, if any)
1	0 - 1000 Kg	9.75
2	1001 - 2001 Kg	9.35
3	More than 2001 Kg	8.95

10. The party to raise the service invoice in triplicate along with the required documents to CUGL for the CNG sold on fortnightly basis. CUGL shall process the payment within 15 days after the receipt of the invoice after due approval from the OIC.
11. A Joint record of CNG dispensed shall be signed every time CNG is supplied to the MRU.
12. The Agreement shall remain valid for an initial period of 5 Years with provision for extensions in 2 years block with mutual consent.
13. Successful applicant shall be dispensing CNG with proper branding of CUGL on MRU.



**IV. Qualification 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, may 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:
1. Either Manufacturer/Supplier/Operator of CNG Mobile Refueling Unit in India  
Or
  2. having at least ONE (1) year on-ground practical experience in the field of CNG Stations forecourt management.  
Or
  3. having at least ONE (1) year on-ground practical experience in the field of transportation/retail/storage of hydrocarbons or any other flammable material.  
Or
  4. In case of partnerships, there should be at least one partner fulfilling any of the above eligibility criteria

Note: Applicant must clearly mention the relevant experience and submit the requisite documentary proof of meeting technical criteria.

- c. **Financial Criteria:**
1. Applicant must have Minimum Net-worth of Rs. 1 Crore 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.
  2. 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.
  3. Undertaking by the applicant for acceptance of Commission charges fixed by CUGL as below;

Sr. No.	CNG Sales in Kg/day	Lump Sum Commission charges in Rs. Per Kg (Excluding taxes, duty, or charges, if any)
1	0 - 1000 Kg	9.75
2	1001 - 2001 Kg	9.35
3	More than 2001 Kg	8.95

- d. Following documents needs to be submitted along with EOI proposal in support of eligibility:
1. Self-attested copy of EOI (along with all amendments/addendums/corrigendum etc.) as downloaded from CUGL website as acknowledgement of stipulated terms and conditions of EOI.

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2. Undertaking for acceptance of above mentioned commission charges in the format mentioned at Annexure-II.
3. Other documents required from Applicant-

**Individuals**

- ❖ Copy of AADHAR & PAN cards
- ❖ Self-Attested Copy of Certificate/Marksheet of highest educational qualification issued by a Board / School conducting the examination or equivalent.
- ❖ Contact Address, Phone/Mobile Number & Email ID for any communication.

**Other than Individuals:**

- ❖ Partnership deed (for applicants under partnership)
- ❖ Attested copy of Registration certificate / copy of Certificate of Incorporation of the entity from competent authority.
- ❖ Authority letter & copy of Resolution specifying name of the authorized person for making application.
- ❖ Contact Address, Phone/Mobile Number & Email ID for any communication.

**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 understand and acknowledges the terms and conditions stipulated in this EOI
- ❖ That the applicant undertakes to indemnify CUGL from any loss/damage caused by MRU during the operation of MRU

**e. Requisite documentary proof w.r.t. meeting the Technical Eligibility Criteria –**

- i. Copies of PO/Experience Certificate against proof of being manufacturer/supplier/ Operator of CNG Mobile Refueling Unit in India sales along with the application for EOI.
- ii. 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.
- iii. Shop and establishment certificate/Registration certificate of the firm, Partnership deed (in case of partnership firm).
- iv. 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.
- v. Net-worth statement in the form of affidavit and duly certified by Chartered Accountant.
- vi. Credit letter from Scheduled Bank / Financial Institution ensuring Credit / Credit worthiness of the applicant along with EOI proposal.
- vii. Copy of balance sheet for the Last Financial Year.
- viii. Copy of Income tax return of last financial year

*Note: All the documents attached should be self-attested.*

**V. 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 work order shall be issued to those applicants qualifying all the eligibility criteria and fulfilling all the terms and conditions mentioned in EOI document and able to provide their undertaking for the commission charges specified by CUGL in this EOI.
- c. CUGL reserves the right to discontinue the process at any point of time without assigning any reasons. Further, CUGL 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 CUGL 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.

**VI. GRIEVANCE REDRESSAL MECHANISM:**

1. Any matter which is not stipulated herein as well as any disagreement between parties shall be amicably resolved by the Parties based on mutual discussions within the spirit of this EOI.
2. In the event of any dispute between the parties, arising out of or as a result of this agreement and the arrangement herein, which cannot be settled amicably between the parties, shall be finally settled by arbitration in accordance with the Arbitration and Conciliation Act, 1996, as amended or replaced from time to time. Each Party shall have the right to appoint one (1) arbitrator and the two (2) arbitrators so appointed shall choose a person to be the third arbitrator. The award of the arbitral tribunal shall be a reasoned award and shall be final and binding on the Parties. The seat of arbitration proceedings shall be KANPUR, Uttar Pradesh, India. The arbitration proceedings shall be conducted, and the award shall be stated in English language.

**VII. GOVERNING LAWS:**

1. The laws of Union of India shall govern all matters concerning the EOI. Any issue arising related to the EOI, or the selection process shall be adjudged by the courts in KANPUR, India alone
2. CUGL reserves the right to accept or reject, any or all EOIs received at its absolute discretion without assigning any reason whatsoever.

**VIII. IMPORTANT NOTE:**

- ❖ CUGL has the sole discretion to qualify or accept the EOI and reject the proposal without assigning any reason whatsoever.
- ❖ Furthermore, this advertisement neither confirms the right nor an expectation on any party to participate in the proposed EOI



<b>ANNEXURE-I</b>
<b>FORMAT FOR SUBMISSION OF LOI</b>

**To,**

**SENIOR MANAGER MARKETING,**

**CENTRAL U.P. GAS LIMITED,**

**7<sup>TH</sup> FLOOR, UPSIDC COMPLEX, A-1/4 LAKHANPUR,**

**KANPUR -208024, U.P.**

**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.: CUGL/CNG/MRU/02 dated. 06-01-2022 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 CUGL is free to reject our candidature if any of the documents/photocopies of the documents is/are found to be false or forged at any stage.

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.

Yours Faithfully,

<b>NAME OF APPLICANT (Name, Designation, Signature &amp; Stamp of Authorized Signatory)</b>	<b>CATEGORY OF APPLICANT INDIVIDUAL/OTHERS (TO BE SPECIFIED)</b>
<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>

*Note: Annexure to be submitted on Company Letter head by applicant*

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<b>ANNEXURE-II</b>
<b>FORMAT FOR ACCEPTANCE OF FIXED COMMISSION CHARGES</b>

**To,****SENIOR MANAGER MARKETING,****CENTRAL U.P. GAS LIMITED,****7TH FLOOR, UPSIDC COMPLEX, A-1/4 LAKHANPUR,****KANPUR -208024, U.P.****Subject: Acceptance of fixed commission charges on sale of CNG from MRU**

Dear Sir,

With reference to the EOI Ref.: CUGL/CNG/MRU/02 dated. 06-01-2022 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 provide my/our acceptance regarding the fixed commission charges as informed by CUGL (as tabulated below) on sale of CNG through Mobile Refueling Unit.

Sr. No.	CNG Sales in Kg/day	Lump Sum Commission charges in Rs. Per Kg (Excluding taxes, duty, or charges, if any)
1	0 - 1000 Kg	9.75
2	1001 - 2001 Kg	9.35
3	More than 2001 Kg	8.95

Yours Faithfully,

NAME OF APPLICANT (Name, Designation, Signature & Stamp of Authorized Signatory)	CATEGORY OF APPLICANT INDIVIDUAL/OTHERS (TO BE SPECIFIED)
CONTACT ADDRESS	DETAILS OF REGISTRATION DOCUMENT/ INCORPORATION
PHONE/MOBILE NO.	DATE
EMAIL ID	PLACE

*Note: Annexure to be submitted on Company Letter head by applicant.*