

EOI No. AGCL/RB/2023-24/AUTOMATION /029/06

Date: 09/05/24

Expression of Interest (EOI) for “Development of Retail Fuel Automation System for AGCL Retail Outlets”

Introduction

Assam Gas Company Ltd. (AGCL), a Govt. of Assam Undertaking was incorporated on March 31, 1962 in Shillong as a limited company wholly owned by the Government of Assam to carry out all kinds of business related to natural gas in India. The first gas transportation business started in the year 1967 with supply of natural gas to Namrup Thermal Power Station of APGCL. Subsequently, the company grew from strength to strength and stands today as one of the premier natural gas transmission and distribution companies in India. Further keeping itself aligned with its vision of growth, the company has forayed into retail fuel business to capitalize on the market potential of MS/HSD and to create an infrastructure for alternative green fuel (viz. CNG).

The company has already received MOPNG & PIB approval to set up 120 integrated retail fuel outlets across North-East India under Company Owned Company Operated (COCO) and Dealer Owned Dealer Operated (DODO) models. These outlets will initially be offering MS/HSD and CNG fueling facilities.

Background

Based on the approval to set up 120 integrated retail fuel outlets, the company has started work in this front and has already issued 40 LOA's. The company has already received PESO initial license for 27 locations and construction of these outlets are in various stages. Procurement of all major equipment has been planned /procured.

AGCL intends to fully automate its operations of MS/HSD/CNG and as such is in the process of identifying experienced solution providers for “MS/HSD and CNG retail outlet automation”.

The service provider who has past experience and capability in this field and meet the qualifying criteria as per “EOI Prequalification Criteria” are requested to visit Assam tenders web site <https://www.assamtenders.gov.in> for “Expression of Interest” for further details and submit their proposal as per details procedure mentioned on the EOI on or before 03/06/24 up to 14:30 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.

1. PREAMBLE

AGCL is envisaging its fuel retail outlets automation through forecourt wireless communication with Integrated Payment solution. The automation solution shall include, but not limited to, Dispensing units, Underground storage tanks, CNG facilities, Integration with Forecourt Controller/equivalent with various forecourt devices like Pylon EPS, Bowser loading facility, TT earthing relay, Media

controller, EDC/POS terminals, Earth Monitoring System, Lux Sensors, DG Set Monitoring, Air Gauge Monitoring etc.

2. OBJECTIVE

The objective of the enquiry is to find experienced vendors who can create a retail automation system architecture and offer AGCL an optimal cost-effective implementable solution for setup of Retail outlet automation. These shall include supply, installation, commission, maintain and support end-to-end latest Retail Automation System at retail outlets of ASSAM GAS COMPANY LTD, and Centralized Head Office Server Software at HQ Level (Cloud based or otherwise).

3. LOCATION OF RETAIL OUTLET SITES

Primarily across Assam and at limited locations across Meghalaya, Manipur Arunachal Pradesh, and Nagaland.

4. BRIEF SCOPE OF WORK

The scope includes but not limited to the following points and the prospective/ interested parties/bidders are requested to provide detail scope and deliverables as a report which shall include brochures/ approvals etc and may be required to present a presentation to understand the complete scope as submitted by them. The bidders /interested parties may provide the solutions in modules so that the company can select the modules according to their need.

1. Retail Automation Vendor shall create a wireless automation solution for Retail outlets of AGCL and implement & support end-to-end latest retail automation system including supply, installation and commissioning equipment's Such as FCC / equivalent, Android EDC, RFID tags, ATG and connectivity. The scope of work shall include the design, supply, installation, testing, and commissioning and CAMC support of Automation.
2. Real-time Data transfer from FCC or equivalent/EDC to Assam Gas Company Ltd HOS and development of HOS either web or physical.
3. The automation solution shall be capable of taking inputs and transmitting all data necessary for sales accounting, cash accounting, non-cash accounting, losses accounting and fraud accounting.
4. Typically the FCC (Forecourt controller) / equivalent centric automation solution should integrate equipment like MPDs, Single-product dispensers, CNG dispensers, ATG Systems of standard makes, Attendant Tagging (RFID), RDU (Monolith) and Connectivity Media like LED displays.

The FCC/equivalent will comprise of all site management tools for sales and stock reconciliation, generate various MIS reports for analysis, Shift end processes and all forecourt operations for example reports such as Daily Sales Report, Dealer's Daily Sales Report as per Shift closure, Shift Report, Stock Reconciliation Report, Inventory Report, Field Officer Inspection Report, Tank Truck Receipt Report, DU/Nozzle Wise Sales Report, DU Log Reports, Product Price History Report, Transaction Report, Tank Wise Reconciliation Report, Product Sales Total Report and Exception reporting to name a few. It should also be possible to take download of all the reports in spreadsheet and pdf formats in external USB drive. The provision to export the downloaded reports from FCC/equivalent to external drive shall be through user friendly option and would not require any commands etc. to be given by user.

The automation solution shall be capable of stock accounting with ATG. The solution provider has to supply ATG System which shall consist of ATG equipment installed in each tank and all other peripherals such as ATG consoles etc that combinedly will provide product level, density, water level and temperature of the product in the tank and will transmit product and water level, density and temperature data to the ATG System. In addition, Tank wise online density measurement as available to FCC /equivalent in real time basis, shall also be communicated to Connected DUs so that display panel in DUs for density shows same density as displayed in ATG Console / BOS. The same will be implemented for all DUs wherever DU's protocol provides so. Similarly In case of ATG Equipment communication failure and ATG console communication failure the connected DU/nozzles will be locked by the Automation system.

Integration with Monolith Signage for displaying Retail Sales Price. Integrating CNG/EV transactions for Realtime data monitoring through 4G/5G connectivity, which in turn will help business monitor usage/downtime/customer count /load consumes etc. Integrating, capturing and transferring of data/event/Logs from IoT Devices (Solar Panel, Air Gauge /Compressor, Illumination – Lux levels Power Quality, Earth Pit, and Office Energy Management: Remote supervision RO facilities and utilities consumption across ROs using IoT devices.

In order to create visibility of RO Automation in the forecourt, it is intended to integrate the LED screens available at RO with RO Automation system through a media controller, wherein Automation DU / GUI, promotional messages, Customer centric initiatives / Customer ratings etc can be displayed.

5. The system should also be able to integrate /communicate on real time basis over internet with CMS (or any other server like SAP) for Stock, Issue, Receipt and Alarms (SIRA), other masters and transaction data and all other database Servers i.e., Loyalty program, Payment solutions (ITPS), RFID, Media for seamless operations as per protocols or any other Server as per requirement and protocol shared with Vendor.

6. FCC should be compatible to communicate over VSAT, GPRS, Broadband, LTE etc. not limited to any make & Model of connectivity media available.

7. Vendor should integrate FCC with HOS application seamlessly for sending/ receiving real time Automation data like tank inventory, nozzle sale, DSM related, price etc. – The automation solution should

- Provide a complete solution for Product movement. i.e. from the point when the Product is loaded into the Tank Truck (TT) till decantation in respective chamber of RO. The system shall be able to fetch data from SAP and communicate the chamber wise details to FCC/equivalent. It should also provide an interface to complete the Tank Truck receipt details. The system shall have provision to enter short receipt and the system shall be able to automatically detect product receipts from ATG system and Challan quantity will be used for wet stock reconciliation.
- Provide an interface to setup Product prices, & capable of implementing the prices as communicated from CMS, should be able to provide Price change history data at any given time.
- Dynamic Pricing – There will be facility to define product wise differential pricing for defined period defined centrally by Head Office updated in FCC/equivalent through CMS System.
- Loyalty Program - The system should be able to account /award loyalty bonus /program as & if defined by the company

8. Updating at sites, remote monitoring – Assam Gas will share the APIs for the data transfer between Cloud HOS and site FCC.

10. Supply, Design, Installation, Commissioning & Maintenance of following Broad Line items for the said system shall be:

I. No	Line Item
1	Forecourt Controller (FCC) with Back Office Software (BOS) includes Monitor/KB/Mouse/Enclosure/Conditioned Power Supply
2	ATG PROBE with IS Barrier as per PESO
3	Wireless communication for DU
4	POS Integration
5	Supply of Cable for wired communication
6	Electronic Price Signage Integration
7	VRS/Air gauge/DG Set/DDD Flow meter Integration
8	Router
9	2 Year Warranty along with Connectivity
10	CAMC for 5 years along with Connectivity
11	Development of Web based cloud Centralized Head Office Server

11. The solution provided by the parties should also cover training, factory and site Acceptance Test (FAT/SAT), two-year warranty and five-year post warranty AMC for the total solution including all hardware, software, materials, services and support etc. for automating AGCL's retail outlets and Centralized Head Office System integration on a central server accessible over internet over cloud.

5. PRE-QUALIFICATION CRITERIA:

The Bidder/Solution Provider must fulfill the following minimum prequalifying criteria to participate in the EOI.

a. Experience of successfully carrying out similar fuel retail outlet automation in the oil and gas industry in the past Seven (7) years from the original EOI closing date.

b. To demonstrate their experience and capabilities, the Solution Provider should provide information separately such as job completion certificates, work orders etc.

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. (Minimum Turnover 50 lakhs)

d. Net worth of Bidder/Solution Provider must be positive for preceding financial / accounting year.

Note:

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-I

6. INSTRUCTIONS TO PARTICIPANTS

6.1. 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.

6.2. 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 AGCL to facilitate the evaluation process.

c. This EOI does not commit AGCL 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.

6.3. ISSUE OF ADDENDUM

a. At any time prior to the last date for receipt of EOI, AGCL may modify the EOI document by issuing an addendum/ corrigendum.

b. The addendum/ corrigendum (if any) will be posted on the same 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, AGCL may, at its discretion, extend the last date for the receipt of EOI Proposals.

6.4. SUBMISSION OF EOI & FORMAT

A. Submission:

a. Interested parties meeting the pre-qualifying criteria as above are invited to submit their EOI in ASSAM TENDERS PORTAL within 03/06/24, followed by hard copies of the same through courier/post super-scribing "Expression of Interest No.: EOI NO. AGCL/RB/2023-24/AUTOMATION/029/06 at the following address:

DGM- RB&C
Retail Business
Assam Gas Company Ltd
Central Mall, 6th Floor
Christian Basti, Mahapurush Srimanta Sankardev Path (G. S. Road)
Guwahati - 781005
Assam, India

B. EOI FORMAT:

a. The following undertaking shall be provided by the interested parties: -

"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 below. 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. AGCL reserves the right to modify and amend any of the above-stipulated condition/ criterion depending upon project priorities vis-à-vis urgent commitments.
- f. The proposal and all correspondence and documents shall be written in English.
- g. Validity of the EOI shall be for 90 days.

6.5. EVALUATION PROCESS

- a. AGCL shall evaluate the responses to the EOI and all supporting documents & credentials of only those solution providers who confirm that they had prior such similar experience. 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 the supporting documents submitted by the parties and during the presentation when asked for by AGCL.
- c. The solution providers may be called for a presentation/ technical demo. The Venue Shall be Guwahati /Online 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.

6.6. SPECIAL NOTES TO PARTICIPANTS

- a. All documents submitted along with the EOI must be self-certified by the Solution Provider and should be clear & legible.
- b. AGCL 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. AGCL reserves the right to ignore any or all EOIs without assigning any reason thereof.
- e. AGCL 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. AGCL 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 may be held to discuss and finalize the detail scope and other terms and conditions. Time & Venue for the same shall be intimated separately.

7. MANDATORY REQUIREMENTS

All respondents MUST submit the following which will be the basis for short listing:

1. Name and full address of the Organization.
2. Management Structure.
3. Contact Person with designation.

4. Contact telephone numbers and fax No.
5. Email address.
6. Current operational areas of work.
7. Turnover for last three years.
8. Approval/registration with any Govt./Agency.
9. Details of expertise available in the developing such brown/green field projects.
10. Regular manpower available on roll for proposed work along with their age, qualification and experience (minimum expected qualification is Graduate in Engg./ Post Graduate)
11. Any other credentials in the subject area.
12. Terms and conditions.
13. Annexure –I filled and duly signed and stamped.
14. Detailed description of proposed proposal.
16. No. of years of experience in the field of Fuel Retail Outlet Automation.
17. No. of successful completion of such similar jobs

ANNEXURE-I

CERTIFICATE OF ANNUAL TURNOVER & NET WORTH

TO BE ISSUED BY PRACTICING CHARTRED 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 firm / service provider)For the last three (3) completed accounting years upto..... (as the case may be) are correct.

Year	TURNOVER in INR (Rs)	Net Worth

Place:

Date:

Seal:

Signature

Name:

Designation:

Membership No.

Registration Code:

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

To

DGM- RB&C

Retail Business

Assam Gas Company Ltd

Central Mall, 6th Floor

Christian Basti, Mahapurush Srimanta Sankardev Path (G. S. Road)

Guwahati - 781005

Assam, India

Subject: Submission of response against Expression of Interest (EOI) for “Development of Retail fuel Automation system for AGCL Retail Outlets”

Dear Sir,

This is with reference to your advertisement inviting response to Expression of Interest (EOI) for “Development of Retail fuel Automation system for AGCL Retail Outlets”

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
	Name of the Company		
	Company Registration Date in India (Provide supporting documents)		
	Company Type (Proprietary/ Partnership/ Pvt/ Public Ltd)		
	Corporate website URL		
	Address of Head Office		
	Number of Offices in India & Abroad (including Head Office) – Provide list with Addresses		
	Name, designation and contact address of the person to whom, all references shall be made, regarding this Eoi		
	Mobile number of the Contact Person		
	Fax number of the Contact Person		
	Email ID of the Contact Person		
	Annual Turnover (in Rs. Crores) (Last three Years:)		
	Annual Net worth (in Rs. Crores) (Last three Years:		
	Years of Operation of Company in the		

	field of Fuel Retail outlet automation (in Years)		
	Number of employees in the Company		
	Number of employees in Oil and Gas / petroleum retail automation Domain		
	No. of real time data monitoring solutions deployed for any process industry in the last 3 years covering the following areas: Experience in providing automation solution to MS/HSD retail outlet Experience in providing automation solution to CNG/ EV retail outlets		
	No. of years of Experience in the field of providing Fuel Retail Outlet automation solution for Oil and Gas Industry / petroleum sector (Provide details of Solutions implemented in last 3 years with copies of PO and satisfactory completion proof)		
	Detailed Description of proposed Solution including Architecture.		

I/ We understand AGCL 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 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 application in India (Provide supporting documents)		
4	OEM Country from where equipment would be purchased		

FORM 3: DETAILS OF THE OEM OF PROPOSED SOFTWARE (if any)

(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 (if any)		
5	Can the application /solution be Module based so that the company can select the modules according to their need		
6	Can the application be interfaced with other Applications e.g. SCADA, SAP.		

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		
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	Indicative timelines for Complete solution for 30 retail outlets		