

Ref. Tender No. BGL/553/2022-23 , dated 30.07.2022

Sub: Tender for Engagement of Consultant for Business Process Re-Engineering

CORRIGENDUM/ADDENDUM-02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
Technical Queries					
1	Vol II of II , Section-7 Special Conditions of Contract	07 of 26	Section 4(b)- Completion of the Project shall be considered to have been achieved on realization of minimum benefits of Rs. 100 Crores.	Since BGL's last few year's profit has been ~8.5 crs and 19 crs, a profit of 100 crores in a span of 18 months would be quite an uphill one. Even if we consider the current financial year revenue of ~300 crs and PAT of 44 crs, an increased PAT of 144 crs shall be almost 48% of the revenue. Bidder queried whether the target be rationalised to 10 to 15% of the current one and to clarify if the profit target is a 5 year NPV or annualised gain.	Refer Annexure - 1 to Corrigendum02
2	Vol II of II , Section-7 Special Conditions of Contract	10 of 26	cl. 7 Terms of Payment - Fixed portion covering deployment of resources, overheads etc: 25% of agreed amount Variable portion linked with profit increase achieved: 75% of agreed amount . Section 7(i) states 25% fixed fee is also dependant on implementation of 75 cr and 25 cr of benefits	Bidder given suggestion that the Fixed fee payout should be unconditional and not linked to any profit increase.	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
3	Vol II of II , Section-7 Special Conditions of Contract	11 of 26	7(ii) Incentive - In case the profit realized by the consultant is more than the INR 100 crores during the tenure of this contract, additional amount as incentive shall be payable to the consultant on the incremental amount above INR 100 crores as per following:	Bidder given suggestion that the payout slabs be realigned as per Point 1 above , i.e. revised profit improvement targets.	Refer Annexure - 1 to Corrigendum02
4	Vol II of II , Section-7 Special Conditions of Contract	11 of 26	7 (iii) Team Deployment Consultant shall deploy adequate no. of personnel/ experts, as may be required to achieve the completion of project and targeted benefit of Rs. 100 Crore during the contract period at BGL office/Hyderabad as per BGL requirement.	Bidder given suggestion that the same be reworded to "Consultant shall deploy adequate no. of personnel/ experts, as may be required to achieve the completion of project and targeted benefit of Rs. 100 Crore during the contract period	Refer Annexure - 1 to Corrigendum02
5	Vol I of II, Section-1, BEC	16 of 86	Note:ii :- In case of Team Leader, his on-site involvement for the tendered project will be minimum 40% of the total individual engagement envisaged	Bidder given suggestion that any dedicated Team Leader deployment not be planned. This can rather be reworded to: "Team Leader to be present in all steercom meetings with the BGL Top Management"	Refer Annexure - 1 to Corrigendum02
6	Vol I of II, Section-1, BEC	15 of 86	QCBS - Experience of Bidder - Point 3	We suggest that the credentials BGL seeks be: No of Profit Maximization/ Cost optimization/ Margin Improvement/ Performance Improvement/ strategy consultancy engagement in Gas or Oil / Petrochemicals product of awarded value exceeding Rs. 2 Crore in the last 10 years	Refer Annexure - 1 to Corrigendum02
7	Vol I of II, Section-1, BEC	16 of 86	Dipstick study	It was mentioned in the Pre Bid meeting dated 10th Aug 22 that the dipstick study can be initiated post corrigendum release.Hence, bidder requested that the date for the study initiation be announced so that bidders can start appropriately	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
8	Vol II of II , Section-7 Special Conditions of Contract	11 of 26	7(iii) Consultant is required to deploy at least 1 Team Lead having minimum experience of 15 years, 1 Domain Expert having minimum experience of 15 years, 5 Specialists i.e. at least 1 specialist for each of the 5 levers, each having more than 8 years of experience for Corporate Governance, IT system, Gas sourcing, sales / trading; Energy and fuel cost analysis, O&M cost and CGD installations and network (minimum 1 each for 3 levers) and 6 years of experience for Treasury / cost structure / overheads, C&P, inventory and F&S, HR, Finance and other operations (minimum 1 each for 2 levers.)	Bidder requested to clarify: (minimum 1 each for 2 levers)	Levers of profit maximation is mentioned in Section Scope of Work Page 17 of 26. So, accordingly the deployment shall be done
9	Vol I of II, Section-5, Proposal Forms & Formats	76 of 86	Checklist, point.3:- Copy of WORK ORDER (WO)/LOA and completion/ execution certificate as stipulated in BQC	Bidder requested to accept CEO/country head approval for the past projects to be included in QCBS evaluation	Tender condition prevails.
10	General		RfQ- Due Date & Time.	Bidder requested to extend the bid submission due date by at least 1 week so as to enable us align our bid as per the amendments made after pre-bid meeting.	Due date for submission of Bids extended till 23.09.2022.
11	Vol I of II, Section-1, BEC	15 of 86	With reference to clauses 3.3 and 3.4, Under Quality & Cost Based Selection: Experience of Bidder Clause 3	both are exactly similar and each carry equal weight of 5 points. As per bidder review, the clause 3.4 is the repetition of 3.3 and requested to clarify the same.	Refer Annexure - 1 to Corrigendum02
12	Vol I of II, Section-1, BEC	15 of 86	With reference to clauses 3.3 and 3.4	under Experience of Bidder is very restrictive in nature.Bidder suggested that it should also include projects done in the 'Oil & Gas' sector rather than just 'CGD industry / Natural Gas' sector projects	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
13	Vol I of II, Section-1, BEC	15 of 86	Clauses 3.1, 3.3, 3.4 and 3.5 are	clause becoming very restrictive in nature given the large ticket size requirement. Bidder suggested that the ticket size requirement be relaxed to ensure more participation and foster competition.	Refer Annexure - 1 to Corrigendum02
14	Vol I of II, Section-1, BEC	15 of 86	Under Quality & Cost Based Selection: Experience of Bidder Clause 3:	Bidder suggested that due weightage should also be given to experience of the consultant in the area of new energies/ energy transition.	Refer Annexure - 1 to Corrigendum02
15	Vol I of II, Section-1, BEC	14,15,16 of 86	Under Quality & Cost Based Selection: Experience of Bidder Clause 3:	Bidder requested to provide clarity on the type of documents that will be required from our end as proof of experience of bidder under the clauses 3.1, 3.2, 3.3, 3.4 and 3.5	Refer Annexure - 1 to Corrigendum02
16	Vol I of II, Section-1, BEC	16 of 86	Under Quality & Cost Based Selection:	The weightage of dip stick study to be carried out during tendering phase is kept at 10%. However, the total maximum marks assigned to the dip stick study have not been disclosed. Bidder Requested to provide the same	Refer Annexure - 1 to Corrigendum02
17	Vol II of II, Section-7 Special Conditions of Contract	10 of 26	Terms of Payment:	The proportion of fixed payment is 25% while that of variable is 75%. The total payment including fixed, and variable is linked to the achievement of milestones. However, the proportion of fixed payment to be paid by BGL with the achievement of each milestone is not provided	Refer Annexure - 1 to Corrigendum02
18	Vol II of II, Section-7 Special Conditions of Contract	11,12 of 26	Point 3: Deployment of Team Lead and minimum no. of specialists	Please provide clarity on the minimum number of personnel from our side required to work at BGL office in Hyderabad during the tenure of the project	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
19	Vol I of II, Section-1, BEC	13 of 86	Evaluation Methodology, Point 1	The consultant can carry out dip stick study test at BGL installations. Please let us know if the consultant would be made available any data/documents from BGL to aid in the dip-stick study.	Refer Annexure - 1 to Corrigendum02
20	Vol I of II, Section-1, BEC	14 of 86	Quality and Cost based Selection (QCBS) Clause 1.1 , Number of personnel from oil and gas sector from overseas offices who will be engaged / involved for this project	Bidder Requested to remove the clause as way of operations of CGD outside India is quite different and hence inputs of international personnel are not suitable in the Indian context.	Refer Annexure - 1 to Corrigendum02
21	Vol I of II, Section-1, BEC	13 of 86	1.Eligibility and Evaluation / The tender document has been issued on tender platform, responder to the tender issued by BGL and shall subsequently carry out Dip Stick Study at BGL installations and submitted their findings through report / presentation along with bid.	We understand that the Dip-stick study needs to be carried out at BGL installation (Hyderabad, Kakinada, Vijayawada). Bidder requested to confirm about the time frame to carry out the Dip Stick study.	Refer Annexure - 1 to Corrigendum02
22	Vol I of II, Section-1, BEC	16 of 86	Post bid presentation submission – Clause 5, Presentation inter alia covering following aspects – <ul style="list-style-type: none"> • Understanding of BGL and CGD business. • Value (Profit potential) of implementable quick win ideas (identified and accepted within 6 months of the date of work order) • Value (Profit potential) of other than quick win ideas • Suggested investment by BGL for incremental profit • Methodology/ way forward. Case study. • Implement ability in BGL of the suggested Ideas 	Bidder understand that the Profit potential for quick win benefits and long-term benefits to be estimated in the Diagnostic and Assessment phase as per SCC. Bidder requested to clarify if the second, third and fourth bullet points need to be identified during Dipstick study itself.	Refer Annexure - 1 to Corrigendum02
23	Vol II of II, Section-7 Special	5 of 26	Section 3.2 Assessment Phase , Consultant shall submit the estimated man-hours to Engineer-in-Charge (EIC) of BGL, based on the detailed scope of work provided by BGL for	The SOR provided is in terms of Lumpsum. Bidder requested to clarify if the consultant is required to submit man-hour rate & If yes, where	Refer revised SOR as annexure -2

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
	Conditions of Contract		each individual assignment/ handholding required. Man-hours (with classification of level as Partner/ Director/ Principal (minimum experience of more than 15 years) &/OR Sr. Consultant (minimum experience of more than 10 years) &/OR Team Member (minimum experience of more than 3 years)] shall be mutually agreed between BGL & Consultant before proceeding of the work and shall be paid at the rate of manhour rates specified in Schedule of Rates.	it is required to be submitted as there is no provision in the SOR.	and to submit the bids as per the SOR as attached.
24	Vol II of II, Section-7 Special Conditions of Contract	6 of 26	Time Schedule – Clause 7 – Implementation phase, Part 1 – Realization of Quick-Win Benefits of at least Rs. 30 Crore within 6 months from date of Work Order.	Bidder understanding that Implementation phase starts after Assessment phase and requested to following clarifications.. 1. to clarify if the Rs. 30 Cr. quick win benefits to be realized is 6 months from the start of implementation period or quick win benefits are expected to be implemented in the Assessment phase. 2. to clarify if BGL’s normal profits for 2 quarters will be considered towards the total target of Rs. 30 Cr. 3. to clarify if the realization of benefits is accrued or estimated benefits in the given time period	Refer Annexure - 1 to Corrigendum02
25	Vol II of II, Section-7 Special Conditions of Contract	7 of 26	Time Schedule – Clause 8 – Implementation phase, Part 2 – Realization of other Benefits of at least Rs. 70 Crore within 18 months from the date of Work Order	Bidder requested 1.to clarify if the time schedule for Rs. 70 cr. is 18 months from the work order or 12 months post the schedule of realizing quick win benefits 2. to clarify if BGL’s normal profits for 1 year and 2 quarters will be considered towards the total target of Rs. 70 Cr. 3. to clarify if the realization of benefits is accrued or estimated benefits in the given time period	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications
26	Vol II of II, Section-7 Special Conditions of Contract	6 of 26	3.2 Assessment phase, The payment for the executed work shall be made for the number of man-hours utilized for the individual assignment and certified by the EIC.	bidder requested to clarify the cl no 3.2 in Special Conditions of Contract.	Refer Annexure - 1 to Corrigendum02
27	Vol II of II, Section-7 Special Conditions of Contract	7 of 26	Section 4. Clause b, Completion of the Project shall be considered to have been achieved on realization of minimum benefits of Rs. 100 Crores. In case the completion is not achieved in 18 months or if proposed increase in profit is beyond Rs. 50 Crs, BGL at its sole discretion may extend the contract period beyond 18 months, up to 24 months without any prejudice to the Terms and Conditions of the Tender Document.	Bidder requested the confirmation of their understanding that within 18 months of the work order in case the profit realization is below 100 crores but above 50 Cr. another 6 months may be provided by BGL for realization of the total estimated profits..	Refer Annexure - 1 to Corrigendum02
28	Vol II of II, Section-7 Special Conditions of Contract	10 of 26	Section 7 - Terms of Payment, "Fixed portion covering deployment of resources, overheads etc.: 25% of agreed amount Variable portion linked with profit increase achieved: 75% of agreed amount" Clause i) Payment for Fixed Portion (25% of lump sum as finalized as per SOR)	As per the heading, the table provided under clause (i) is for 25% of lump sum as finalized as per SOR and the payment milestone for Diagnostic and Assessment phase total sum up to 50% of the total order value. Bidder requested to clarify the payment milestones for the consultant.	Refer Annexure - 1 to Corrigendum02

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries		BGL Remarks/ Clarifications
		1.2	Number of personnel from oil and gas sector from India office who will be engaged / involved for this project	3	We request to delete this and make one point for personnel to be engaged	0
		2	Key Personnel / Specialist to be engaged with BGL in this assignment	30		30
		2.1	Experience of Team-Leader in Oil & Gas Sector who will be engaged with BGL for this project (15 years)	7	Ok	7
		2.2	Experience of Domain Expert across sectors for Profit Maximization Projects	7	Ok	7
		2.3	Experience of the respective Specialists in the Oil and Gas Sector in the following 5 Levers, who will be engaged with BGL for this project:	16	Ok	16
		2.3.1	Gas sourcing, sales / trading, marketing and pricing of CNG / PNG / Petroleum products	4	Ok	4
		2.3.2	Energy and fuel cost analysis, O&M cost of major equipment	4	Ok	4
		2.3.3	CGD installations & network – CNG stations, PNG Network; Gas Pipelines-steel, MDPE. CAPEX	4	Ok	4
		2.3.4	Treasury / Cost structure / Overheads; C&P and Inventory Controls	2	Ok	2
		2.3.5	F&S, HR, Finance and other operations	2	Ok	2
		3	Experience of Bidder	35		35

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks/ Clarifications		
		3.1	Number of Profit Maximization / Cost Optimization/ Margin Improvement / Business Performance / Efficiency Improvement consultancy engagements where incremental profit achieved for value more than Rs. 10 Crores in Oil and Gas sector by the Bidder in the last 10 years.	10	Number of Profit Maximization / Cost Optimization/ Margin Improvement / Business Performance / Efficiency Improvement consultancy engagements where incremental profit achieved for value more than Rs. 10 Crores in Oil and Gas/Energy/Utility sector by the Bidder in the last 10 years.	10	
		3.2	Total Cumulative Incremental Profit achieved for the projects mentioned at S. No. 3.1 in the last 10 years	10	Ok	10	
		3.3	Number of Profit Maximization/Cost Optimization/Margin Improvement consultancy engagements in CGD industry / Natural Gas of awarded value exceeding Rs. 5 Crores in the last 10 years.	5	No of Profit Maximization/ Cost optimization/ Margin improvement/ Performance Improvement/ Strategy Consultancy engagement in CGD industry/ natural Gas of awarded value exceeding Rs. 1 Crore in the last 10 years.	5	
		3.4	Number of Profit Maximization/Cost Optimization/Margin Improvement consultancy engagements in CGD industry / Natural Gas of awarded value exceeding Rs. 5 Crores in the last 10 years	5	No of Profit Maximization/ Cost optimization/ Margin improvement/ Performance Improvement/ Strategy Consultancy engagement in digitalization, IT/OT implementation in Oil & Gas/Energy/Utility sector of cumulative awarded value exceeding Rs. 1 Crore in the last 10 years	5	
		3.5	Number of Profit Maximization/Cost Optimization/Margin Improvement consultancy engagements in Energy costing, O&M of equipment & Hydrocarbon Pipeline of awarded value exceeding Rs. 5 Crores in the last 10 years	5	No of engagement in HR/Organization Structure/manpower planning/CRM/ Digitilization in Oil & Gas/Energy/Utility sector of cumulative awarded value	5	

Sl.no.	Vol & Section	Page no	Clause /Description	Bidder Queries		BGL Remarks/ Clarifications
					exceeding Rs. 1 Crore in the last 10 years	
		4	Presentation by Consultant post bid submission	30		30
		5	Presentation inter alia covering following aspects: -Understanding of BGL and CGD business. -Value (Profit potential) of implementable quick win ideas (identified and accepted within 6 months of the date of work order) -Value (Profit potential) of other than quick win ideas -Suggested investment by BGL for incremental profit -Methodology/ way forward. Case study. -Implement ability in BGL of the suggested Ideas		Ok	
			Total	100% (Weightage 90%)		100% (Weightage 90%)
			Weightage of Dip Stick Study carried out during Tendering phase	Weightage 10%	requested to include this part Phase 1 study with detailed analysis of as on date study and analysis for BGL	Weightage 0%
		1	Implementation Phase 1: Realization of Quick— Win Benefits of at least Rs. 15 Crore.		Payment @ 25% of contract value	
		2	Implementation Phase 2: Realization of other Benefits of at least Rs. 10 Crore.		Payment @ 25% of contract value	

Annexure-I

CORRIGENDUM/ ADDENDUM-02

Subject: Engagement of Consultant for Project Profit Maximization at BGL (Bid document ref: BGL/553/2022-23, dtd. 30.07.2022)

This has reference to tender document no. BGL/553/2022-23 for the above subject requirement.

The subject tender is modified to the following extent: -

1. **Clause no. 3 (Evaluation of Financial Bids) under Volume I of Bid document sub-section - Quality and Cost Based Selection (QCBS) on page no. 14-17 point no. I(a), I(b), 2(a), 2(b), 2(c).1, 2(c).2, 2(c).3, 2(c).4, 2(c).5, 3(a), 3(b), 3(c), 3(d), 3(e), 4(a) and 5 may be read as:**

Sr. No.	Criteria/Particulars	Limits / Values	Unit	Weightage
1.	Consultant to be deployed for each levers			5
	Number of personnel from oil and gas sector from offices of consultant who will be engaged / involved for this project	>=5 : 5 >=3 : 3 >=1 : 1	No.	2 to 5
3.	Experience of Bidder			35
3.1	Number of Profit Maximization / Cost Optimization/Margin Improvement / Business Performance / Efficiency Improvement consultancy engagements where incremental profit achieved for value more than Rs. 10 Crores in Oil and Gas/CGD sector/utility/energy by the Bidder in the last 10 years	>=5 : 10 =4 : 8 =3 : 6 =2 : 4 =1 : 2 <1 : 0	No.	10
3.2	Total Cumulative Incremental Profit achieved for the projects mentioned at S. No. 3.1 in the last 10 years	>=100:10 >=80 : 8 >=60 : 6 >=40 : 4 >=20 : 2 <20 : 0	Rs. In Crore	10
3.3	No of Profit Maximization/ Cost optimization/ Margin improvement / Performance Improvement/ Strategy Consultancy engagement in CGD industry/ natural Gas of awarded/executed value exceeding Rs. 1 Crore in the last 10 years	>=5 : 5 =4 : 4 =3 : 3 =2 : 2 =1 : 1 < 1 : 0	No.	5
3.4	No of Profit Maximization/ Cost optimization/ Margin improvement/ Performance Improvement/ Strategy Consultancy engagement in digitalization, Corporate Governances/IT/OT implementation in Oil & Gas/CGD/Energy/Utility sector of cumulative awarded value exceeding Rs. 1 Crore in the last 10 years	>=5 : 5 =4 : 4 =3 : 3 =2 : 2 =1 : 1 < 1 : 0	No.	5

Sr. No.	Criteria/Particulars	Limits / Values	Unit	Weightage
3.5	No of engagement in 3. Gas sourcing and Pricing/Marketing and sales /HR/Organization Structure/manpower planning/CRM/ Digitalization in Oil & Gas/CGD/Energy/Utility sector of cumulative awarded value exceeding Rs. 1 Crore in the last 10 years	>=5 : 5 =4 : 4 =3 : 3 =2 : 2 =1 : 1 < 1 : 0	No.	5
4.	Presentation by Consultant post bid submission			30
5.	Presentation inter alia covering following aspects – -Understanding of BGL and CGD business. -Value (Profit potential) of implementable quick win ideas (identified and accepted within 6 months of the date of work order) -Value (Profit potential) of other than quick win ideas -Suggested investment by BGL for incremental profit -Methodology/ way forward. Case study. -Implement ability in BGL of the suggested Ideas			(5 marks for each point)
	Total	Weightage 100%		100

2. Clause no. 7 (Terms of Payments) under SCC on page no. 10-26 may be read as:

The lump sum charges (fee) quoted by the bidder and agreed / finalized by BGL for award of contract shall be considered having three components for achieving outcomes as per Incentive in clause 10:

1. Fixed portion covering deployment of resources, overheads etc. of agreed fee
2. Variable portion linked with suggestions duly accepted by BGL for implementation phase 2 (b):

The Consultant shall submit Invoice to Engineer-In-Charge as per the payment terms and payment to consultant shall be based on the certification by the Engineer in Charge. The payment shall be made within 15 days of receipt of Invoice duly certified by the Engineer in Charge and with complete supporting documents.

Payment will be released as per the following table:

Payment for Fixed Portion (100% of lump sum as finalized as per SOR):

Milestone / Diagnostic Phase	Timeline (from date of Work Order)	Payment on completion of milestone
Mobilization of team and kick off meeting	01 week	
Submission of Dip Stick Study	02 week	
Submission of draft baseline & idea report	02 months	10% of total order value including tax
Submission of final report on the scope of internal transformation relating to corporate governance framework, IT system, CRM of CNG, PNG, allied	03 months	20% of total order value including tax

Milestone / Diagnostic Phase	Timeline (from date of Work Order)	Payment on completion of milestone
services, optimizing finance, C&P, HR operations.		
Assessment Phase		
Identification and implementation of Quick win ideas	04 months	
Developing detailed implementation plan; validating designs with stakeholders	05 months	10% of total order value including tax
Identifying risk areas; quantifying Benefit, investment required to realize the Benefit.	06 months	10% of total order value including tax
Implementation Phase		
Implementation Phase Part 1	Realization of Quick-Win Benefits of at least Rs. 10 Crore in comparison incremental profit to FY 21-22.	20% of total order value including tax
Implementation Phase Part 2 (a)	Successful submission of minimum 10 nos. of initiatives to BGL from identified levers for realizations of other benefits of at least of Rs. 100 Crores per year average enhancement in projected revenue for FY 23-24 to FY 28-29 (5 Financial years) in comparison to FY 21-22.	30% of total order value including tax
Implementation Phase Part 2 (b)	Successful implementation pilot project atleast of three initiatives from suggested implementation phase 2 (a), till FY 24 – 25 estimated realizations of other Benefits of at least Rs. 15 crores or IRR of 14% in comparison to profit of FY 21-22.	As per rate quoted in the SOR item

3. **Clause no. 3 (Contract Period and Completion period) under Section SCC on page no. 4 – 6 and Time Schedule for Implementation Phase on page no 6 may be read as:**

Implementation Phase	
Implementation Phase Part 1	Realization of Quick-Win Benefits of at least Rs 10 Crore within 9 months from date of work order.
Implementation Phase Part 2 (a)	Successful submission of minimum 10 nos. of initiatives to BGL from identified levers for realizations of other benefits of at least of Rs. 100

Implementation Phase	
	Crores per year average enhancement in projected revenue for FY 23-24 to FY 28-29 (5 Financial years) in comparison to FY 21-22.
Implementation Phase Part 2 (b)	Successful implementation pilot project atleast of three initiatives from suggested implementation phase 2 (a), till FY 24 – 25 estimated realizations of other Benefits of at least Rs. 15 crores or IRR of 14% in comparison to profit of FY 21-22.

4. **Under SCC on page no. 11-26 may be read as: Assessment Phase: 4 - 8 months**

After completion of the above-mentioned assignment of Preparation of Medium Term (4 to 5 Years) and Long Term (8 to 10 years) Business Plan of Bhagyanagar Gas Limited, certain developments may warrant a detailed discussion and analysis to reach a probable conclusion on some specific topic(s) emanating out of the developed Business Plan. BGL shall identify such topic(s) and share a brief covering the expectations, if any. Consultant will be required to critically analyse the development and submit a report with alternative solutions and finally make a detailed presentation to the senior management on the subject. Further for implementation of relatively new or complex initiative(s), suitable hand holding by consultant may also be required.

Consultant shall submit the estimated man-hours to Engineer-in-Charge (EIC) of BGL, based on the detailed scope of work provided by BGL for each individual assignment/handholding required. Man-hours (with classification of level as Partner/ Director/ Principal (minimum experience of more than 15 years) &/OR Sr. Consultant (minimum experience of more than 10 years) &/OR Team Member (minimum experience of more than 3 years)] shall be mutually agreed between BGL & Consultant before proceeding of the work and shall be paid at the rate of man-hour rates specified here below. BGL may consider for payment regarding any additional Man-day deployment apart from mutually agreed man-hours for each assignment.

This should cover the final assessment of the executable Benefit after diagnostic study and getting it technically and financially vetted by BGL's designated representatives.

Opportunity prioritization – Identification and implementation of Revenue Enhancement ideas for implementation by BGL. Sign offs on the key areas identified.

1. Developing Detailed implementation plan/roadmap
2. Detailed design of templates for initiatives – developing design blueprint for each of the identified opportunity areas.
3. Validating designs with stakeholders
4. Identifying risk areas, if any.
5. Quantifying Benefit.
6. Quantifying investment required, if any, to realize the Benefit.

The total time period for the Diagnostic phase and Assessment phase should not exceed 8 months. The payment for the executed work shall be made for the number of man-hours utilized for the individual assignment and certified by the EIC.

5. **Under SCC on page no. 12-26 may be read as: Implementation Phase: 8-18 months**

Implementation phase 2 (a)

- a) Consultant must identify the initiative.
- b) Initiatives wise Consultant must provide the detail working such as financial model, detailed execution plan, step by step execution strategy, etc.
- c) Consultant must provide the project tracker sheet and performance management system, etc.

Implementation phase 2 (b)

- a) Consultant will do the handholding to BGL for minimum three initiatives identified in implementation 2 (a).

6. **Under Section Scope of Work - (Objective, paragraph 3) may be read as:**

The project envisages the Benefit (Increase in Profit and Reduction in Costs) of minimum Rs. 15 Crores within 18 months period. This will be in the form of Quick-Win Benefits of at least Rs. 10 Crores to be realized within 9 months of the start of the project with almost negligible investment and at least another Rs. 15 Crores in next 9 months with minimal investments. (Fetching at least 14% IRR for long term returns post tax paid by BGL).

The corrigendum-02 becomes the part of the tender document and superseded all related points in Bid document & further correspondences till now and must be submitted along with the offer duly signed and stamped.

All other terms and conditions of the subject tender documents remain unaltered.

Annexure- 02 (SCHEDULE OF RATES) –REVISED

<p style="text-align: center;">Bhagyanagar Gas Limited SCHEDULE OF RATES (SOR) as per Corrigendum-02 Financial Bid / Priced Bid Bid Document ref: BGL/553/2022-23, dtd. 30.07.2022 Item: Engagement of Consultant for Business Process Re-Engineering.</p>										
Name of the Vendor										
Sr.	Service Description	Qty.	Unit	HSN/ SAC Code	Unit Rate incl. all taxes &duties excl. GST (Rs.) (in figures)	Unit Rate incl. all taxes &duties excl. GST (Rs.) (in words)	Applicable GST @ ____ % (Rs.)	Unit Rate incl. of GST (Rs.)	Total Amount (inclusive of applicable taxes) (in Rs.) (figures)	Total Amount (inclusive of applicable taxes) (in Rs.) (words)
1	2	3	4	5	6	7	8	9 =(8) X(6)	10={{(6)+(9)} X(3)}	11
1	Fees Implied during diagnostic, assessment and implementation phase 1 and phase 2 (a)	1	Lump sum					-	-	
	Professional Fees for the services to be rendered by consultant as per the scope of consultancy given in the tender document for developing integrated business strategy for Business Process Re-Engineering as per BGL requirement.									

	Fees Implied during implementation phase 2 (b)									
2	Professional fees for Partner/Director/ Principal (minimum experience of more than 15 years)	100	Person – per hour							
3	Professional fees Associate Director/Senior Manager/Manager/Sr. Consultant (minimum experience of more than 10 years)	200	Person – per hour							
4	Professional fees Consultant/Associate/Team Member (minimum experience of more than 3 years)	500	Person –per hour					-	-	
Grand Total amount incl. of all taxes & duties, Rs.									-	