

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

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

REPLIES TO PRE-BID QUERIES /CORRIGENDUM/ADDENDUM

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 request that the target be rationalised to 10 to 15% of the current one. Also, requested to clarify if the profit target is a 5 year NPV or annualised gain.	as per annexure-I to Pre- bid queries
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 suggested that the Fixed fee payout should be unconditional and not linked to any profit increase.	as per annexure-I to Pre- bid queries
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 suggest that the payout slabs be realigned as per Point 1 above, i.e. revised profit improvement targets.	as per annexure-I to Pre- bid queries

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
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 suggested 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	as per annexure-I to Pre- bid queries
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 suggested 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"	as per annexure-I to Pre- bid queries
6	Vol I of II, Section-1, BEC	15 of 86	QCBS - Experience of Bidder - Point 3	Bidder suggested 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	as per annexure-I to Pre- bid queries
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. Request that the date for the study initiation be announced so that bidders can start appropriately	as per annexure-I to Pre- bid queries
8	Vol II of II , Section-7 Special Conditions of Contract (SCC)	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	Bidder requested to clarify the statement of (minimum 1 each for 2 levers in cl. No 7 (iii) of SCC	Levers of profit maximization is mentioned in Section Scope of Work Page 17 of 26. So, accordingly the deployment shall be done

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
			Treasury / cost structure / overheads, C&P, inventory and F&S, HR, Finance and other operations (minimum 1 each for 2 levers.)		
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	We request you to accept CEO/country head approval for the past projects to be included in QCBS evaluation	Tender condition prevails
10	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 our review, the clause 3.4 is the repetition of 3.3. Please provide clarity on it	as per annexure-I to Pre- bid queries
11	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. We suggest that it should also include projects done in the 'Oil & Gas' sector rather than just 'CGD industry / Natural Gas' sector projects	
12	Vol I of II, Section-1, BEC	15 of 86	Clauses 3.1, 3.3, 3.4 and 3.5 are	becoming very restrictive in nature given the large ticket size requirement. We suggest that the ticket size requirement be relaxed to ensure more participation and foster competition.	
13	Vol I of II, Section-1, BEC	15 of 86	Under Quality & Cost Based Selection: Experience of Bidder Clause 3:	We also suggest that due weightage should also be given to experience of the consultant in the area of new energies/ energy transition.	
14	Vol I of II, Section-1, BEC	14,15 ,16 of 86	Under Quality & Cost Based Selection: Experience of Bidder Clause 3:	Please 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	
15	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 and request to provide the same	
16	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	as per annexure-I to Pre- bid queries, Sl. nos:2,3 &4

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
				BGL with the achievement of each milestone is not provided	
17	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	
18	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.	
19	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	Request you to please 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.	as per annexure-I to Pre- bid queries
20	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). Request you to please confirm how much time will be provided to carry out the Dip Stick study.	as per annexure-I to Pre- bid queries
21	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 	We 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. Kindly clarify if the second, third and fourth bullet points need to be identified during Dipstick study itself.	as per annexure-I to Pre- bid queries

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
			<ul style="list-style-type: none"> • Methodology/ way forward. Case study. • Implement ability in BGL of the suggested Ideas 		
22	Vol II of II , Section-7 Special Conditions of Contract	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 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.	The SOR provided is in terms of Lumpsum. Kindly clarify if the consultant is required to submit man-hour rate also? If yes, where it is required to be submitted as there is no provision in the SOR.	as per annexure-I to Pre- bid queries
23	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 requested whether understand that Implementation phase starts after Assessment phase. 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	as per annexure-I to Pre- bid queries

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
24	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	1. Bidder requested 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	as per annexure-I to Pre- bid queries
25	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 payment in assessment phase.	as per annexure-I to Pre- bid queries, Sl. nos:2,3 &4
26	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 queried 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. Please confirm if our understanding is correct.	The job shall be completed within 18 months from the date of first notification of award., Further read as per cl. No 5 in Annexure-I to pre- bid queries.

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries	BGL Remarks / Clarifications
27	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.	The job shall be completed within 18 months from the date of first notification of award., Further read cl. No 5 in Annexure-I to pre- bid queries.
28	Vol II of II , Section-7 Special Conditions of Contract	10 of 26	Section 7 – Implementation phase part 1 and part 2, Terms of payment	Bidder raised query that 20% of the payment will be made after the completion of Diagnostic phase and 30% after Assessment phase and another 20% after realization of quick win benefits. The remaining 30% will be payable on proportionate basis realization of at least Rs. 50 Cr. benefit and requested to confirm the same.	as per annexure-I to Pre- bid queries
29	Vol II of II , Section-7 Special Conditions of Contract	11 of 26	Section 7 – Implementation phase part 1 and part 2, “Realization of Quick- Win Benefits of at least Rs. 75 Crore. Realization of other Benefits of at least Rs. 25 Crore.”	Since SCC has higher order of precedence, request you to please align the target for quick win benefits to Rs. 30 Cr. and other benefits to Rs. 70 Cr.	as per annexure-I to Pre- bid queries
30	Vol I of II, Section-1, BEC	13-14 of 86	Quality and Cost based Selection (QCBS) : Evaluation Methodology	Bidder requested for modifications in in the weightage of mark in QCBS evaluation and proposed as follows:	as per annexure-I to Pre- bid queries

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries			BGL Remarks / Clarifications		
				Sr. No.	Criteria/Particulars	Weightage		Proposed Criteria/Particulars for BGL	Weightage
				1	Size & Presence of Consulting Firm in India & Globally	5			
				1.1	Number of personnel from oil and gas sector from overseas offices who will be engaged /involved for this project	2	Number of personnel from oil and gas sector from offices in Indai who will be engaged / involved for this project	5	
				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 exceeding Rs. 1 Crore in the last 10 years	5	
		4	Presentation by Consultant post bid submission	30		30	

Sl. no.	Vol & Section	Page no	Clause /Description	Bidder Queries			BGL Remarks / Clarifications
		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 100%)	
			Weightage of Dip Stick Study carried out during Tendering phase	Weightage 10%	We request to include this part Phase 1 study with detailed analysis of as on date study and analysis for BGL	Weightage 0%	

Annexure-I

Replies to pre-bid queries/Corrigendum/ Addendum

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 sector 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 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	>=5 : 5 =4 : 4 =3 : 3	No.	5

	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	=2 : 2 =1 : 1 < 1 : 0		
3.5	No of engagement in HR/Organization Structure/manpower planning/CRM/Digitalization in Oil & Gas/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 two components for achieving minimum increase in profit as per Incentive in clause 10:

Fixed portion covering deployment of resources, overheads etc: 50% of agreed amount

Variable portion linked with profit increase achieved: 50% of agreed amount

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 (50% 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	03 months	10% of total order value including tax
Assessment Phase		

Milestone / Diagnostic Phase	Timeline (from date of Work Order)	Payment on completion of milestone
Identification and implementation of Quick win ideas	04 months	
Developing detailed implementation plan; validating designs with stakeholders	05 months	15% of total order value including tax
Identifying risk areas; quantifying Benefit, investment required to realize the Benefit.	06 months	15% of total order value including tax
Implementation Phase		
Implementation Phase Part 1	Realization of Quick-Win Benefits of at least Rs. 15 Crore.	20% of total order value including tax
Implementation Phase Part 2	Realization of other Benefits of at least Rs. 25 Crore.	Balance Contract Value shall become payable on proportionate basis on Realization of Benefit amount of at least Rs. 25 Crore.

3. **Clause no. 7 (Terms of Payments) under Section SCC on page no. 42 For payment for variable Portion (lump sum as finalized as per SOR) point no. a may be read as:**

- a) Realization of Benefit amount shall be said to have been achieved on successful execution of the proposal / scheme and increase in profit for consecutive 06 (Six) months. The same shall be certified by EIC.

4. **The following clause is added in the clause no. 7 (Terms of Payments) under Section SCC:**

Measurement of Benefit - Increase in Revenue/Profit and reduction in Cost

- a) Based on study, review, analysis etc. carried out by the consultant, the consultant shall from time to time submit with respect to each lever. the proposal of Benefit to BGL Task Force / Site team(s). The proposal shall interalia include the nature and area of benefit, basis of benefit, calculation of benefit amount(s), supporting documents, etc.
- b) The proposal shall be vetted by BGL task force. Once the proposal is accepted by task force (through Site Team in case of site related proposals), including the anticipated amount of Benefit, BGL and consultant shall sign-off the proposal for implementation.
- c) In case the amount of Benefit is likely to occur in more than one year, the total amount of Benefit achieved will be calculated as the Present Value of Benefit for 5 (Five) years, discounted at 10% per annum. Where the proposal entails investment to be made by BGL, the benefit amount will be calculated on Net Present Value basis and must be in excess of 14% IRR for long term returns post tax paid by BGL.
- d) Realization of Benefit amount shall be said to have been achieved on successful execution of the proposal and increase in profit for consecutive 6 (six) months.
5. **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	Part 1 — Realization of Quick-Win Benefits of at least Rs 15 Crore within 9 months from date of work order.

Implementation Phase Part 2	Part 2 — Realization of other Benefits of at least Rs. 25 Crore within 18 months from the date of worder
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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. 25 Crores within 18 months period. This will be in the form of Quick-Win Benefits of at least Rs. 15 Crores to be realized within 9 months of the start of the project with almost negligible investment and at least another Rs. 25 Crores in next 9 months with minimal investments. (Fetching at least 14% IRR for long term returns post tax paid by BGL).

7. Clause no. 7 under Section SCC - (Deployment of team lead and Minimum no. of specialists) may be read as:

Consultant is required to deploy at least 1 Team Lead having minimum experience of 10 years, 1 Domain Expert having minimum experience of 10 years, 5 specialist i.e. at least 1 specialist for each of 5 levers, each having 8 years of experience for Gas Sourcing, sales / trading ; energy and fuel cost analysis, O&M cost and CGD installation 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 levels).

8. Under Section Special Conditions of Contract (SCC) 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:

- (a) For increase in profit beyond minimum Rs. 100 Crores, additional charges to the consultant will be paid as per below formula:
- (b) Above Rs. 100 Crores and up to Rs. 125 Crores: @8% of incremental value
- (c) Above Rs. 125 Crores and up to Rs. 175 Crores: @10% of incremental value
- (d) Above Rs. 200 Crores: @15% of incremental value

The corrigendum/Replies to pre-bid queries becomes the part of the tender document and must be submitted along with the offer duly signed and stamped.

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