

REF NO: BPC/TENDER/VDR/DISINVEST/04, Date 3rd feb, 2018

BHARAT PUMPS AND COMPRESSORS LIMITED
MIRZAPUR ROAD
PO- TSL
NAINI,
ALLAHABAD-211010

LETTER OF INVITATION

REQUEST FOR PROPOSAL (“RFP”) FOR ENGAGEMENT OF VIRTUAL DATA ROOM SERVICE PROVIDER FOR SECURELY HOSTING THE DOCUMENTS FOR DUE DILIGENCE IN RELATION TO THE STRATEGIC DISINVESTMENT OF BHARAT PUMPS & COMPRESSORS LIMITED (HEREINAFTER REFERRED TO AS THE “PROJECT ”)

Bharat Pumps & Compressors Limited (the “**Company**”), intends to engage a Virtual Data Room Service Provider for securely hosting the documents for due diligence in relation to the purposes of strategic disinvestment of the Company

The Company invites bids from national corporate/firms/organisations/institutions, which have requisite experience in the field of secured virtual data room services as detailed in this RFP. The salient features of the Project, eligibility criteria and instructions on how to bid and other details are available in this RFP document uploaded on the website of the Company at www.bpcnaini.co.in and also on Central Public Procurement Portal at <https://eprocure.gov.in/eprocure/app>.

Pursuant to this RFP, the persons who respond shall hereinafter be called as **Interested Bidder**. Interested Bidders are requested to submit their response to the RFP to M/S BHARAT PUMPS AND COMPRESSORS LIMITED in sealed envelope and sent to the following address, on or before 17.02.2018 ,02.00PM.

Shri A N Pandey
Senior Manager(P&D)
BHARAT PUMPS AND COMPRESSORS LIMITED
MIRZAPUR ROAD
PO- TSL
NAINI,
ALLAHABAD-211010

DISCLAIMER

1 This RFP document is neither an agreement nor an offer by Bharat Pumps & Compressors Limited (the “**Company**” or “**BPCL**”) to the prospective Interested Bidders or any other person. The purpose of this RFP is to provide information to the Interested Bidders that may be useful to them in the formulation of their proposals pursuant to this RFP.

2 The Company, its employees and advisors do not make any representation or warranty as to the accuracy, reliability or completeness of the information in this RFP document and shall have no liability to any person, including any applicant or Interested Bidder, under any law, statutory rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way for participation through this RFP. It is not possible for the Company to consider particular needs of each party who reads or uses this RFP document. This RFP includes statements which reflect various assumptions and assessments arrived at by the Company in relation to the Transaction and the scope of services. Such assumptions, assessments and statements do not purport to contain all the information that each Interested Bidder may require.

3 The Company will not have any liability to any prospective consultancy company/ firm or any other person under any laws (including without limitation the law of contract, tort), the principles of equity, restitution or unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this RFP document, any matter deemed to form part of this RFP document, the information and any other information supplied by or on behalf of Company or their employees, any consultants or otherwise arising in any way from the selection process for the Project. The Company will also not be liable in any manner whether resulting from negligence or otherwise however caused arising from reliance of any Interested Bidder upon any statements contained in this RFP.

4 The Company will not be responsible for any delay in receiving the proposals. The issue of this RFP does not imply that the Company is bound to select an Interested Bidder or to appoint the “**Successful Bidder**”, as the case may be, for the Project and the Company reserves the right to accept/ reject any or all of proposals submitted in response to this RFP document at any stage without assigning any reasons whatsoever. The Company also reserves the right to withhold or withdraw the process at any stage with intimation to all who submitted the Bid in response to this RFP.

5 The Company reserves the right to change/ modify/ amend any or all provisions of this RFP document. The amendments shall be issued as an addendum to the RFP and will be made available on the website of the Company www.bpcnaini.co.in and also on <https://eprocure.gov.in/eprocure/app>

1. Background

Bharat Pumps & Compressors was established in 1970 to fill the tremendous gap that existed in the technology for manufacturing of rotating equipments for fluid handling in the country. With the growth in oil exploration and downstream industries such as refiners, petro-chemicals, chemicals and fertilizer, process industries as well as thermal, hydro and nuclear power plants, it was found that most of the equipments had to be imported. To meet the ever growing demand and to fill the gap, BPC successfully established within a short span of 15 years sophisticated capacity to manufacture indigenously high technology heavy duty Centrifugal and Reciprocating Pumps, Reciprocating Compressors and high pressure seamless and welded Gas Cylinders. Apart from this, the other areas in which complete foreign exchange saving are being made are Cementing Units and Sucker Rod Pumping Units.

With the objective to design, research & development and manufacture and supply of capital goods in the field of fluid handling provision of service connected therewith, BPC had entered into technical collaboration with world renowned manufacturers of pumps, compressors and high pressure gas cylinders. As a result in a very short duration of time the company established itself as a world class manufacturer for a wide range of high technology products.

KEY TECHNOLOGIES OF BPCL UNDER PUMPS & COMPRESSORS DIVISION

BPCL manufactures followings products under pumps & compressors division-

1. Reciprocating compressors
2. Centrifugal pumps
3. Reciprocating pumps
4. Cementing units
5. Sucker rod pumping units
6. Ammonia & Carbamate Pumps

The technology of above products have been obtained from following sources-

1. Reciprocating compressors – M/S NUOVO PIGNONE, ITALY
2. Centrifugal pumps – M/S POMPES GUINARD, FRANCE
3. Reciprocating pumps – M/S OIL WELL, USA
4. Cementing units – M/S BJ HUGHES, USA
5. Sucker rod pumping units – M/S ROMCONSULT, ROMANIA
6. Ammonia & Carbamate Pumps- URACA, Germany

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The technology adopted by BPCL for these products belongs to meet the requirements of following core sectors of national importance-

1. Refineries
2. Nuclear power & BARC
3. Oil & gas exploration sector such as ONGC, Oil India Ltd.
4. Petrochemicals sector
5. Fertilizers & chemicals
6. Power Plants
7. CNG filling stations
8. Coal & steel plants etc.

All our products are still in use of above sectors of national importance, therefore their technology are not in obsolescence. BPCL is regularly quoting against various customer's requirements and securing prestigious orders.

Further, there is regular demand of spares of our products from our customers, since our products are having their long life of 15 to 20 years. We are successfully supplying spares of our products to the full satisfaction of our customers based on technology acquired from various collaborators.

2. SCOPE OF WORK

- 2.1 Providing secured virtual data room services (“**VDR**”) for the purposes of hosting the documents in relation to the Transaction for a period not exceeding one year. The VDR services shall conform to the following :
 - 2.1.1. VDR shall be a web-based interface for document uploading and accessing, must support recent versions of all the leading web browsers like Mozilla Firefox, Internet Explorer, Microsoft Edge, Safari, Chrome, etc.
 - 2.1.2. Generic document types like plain text files, Portable Document Format (PDF), Microsoft Word, Microsoft Excel, Microsoft Power Point; common image formats, etc. shall be supported each with access protection.
 - 2.1.3. Generic documents shall be viewable in their respective formats directly and securely, each with access restrictions enabled on the web based interface with the ability to restrict download, replication, copying (in any manner whatsoever) of such files. All access to the VDR shall be logged and time-stamped.
 - 2.1.4. All necessary assistance for uploading data with proper security to the uploaded data will be given by the service provider.
 - 2.1.5. Support Digital Rights Management (DRM) or higher levels of data protection to restrict viewing/printing/copying of downloaded documents and provide control over termination of access to all such files.
 - 2.1.6. Document storage space of 10 GB for 6 months.
 - 2.1.7. Flexible scalability option for a period of one year and extendable on mutual agreement.
 - 2.1.8. Five hundred user licenses with ability to group users into categories as may be instructed and facility to add users in bulk and manage permissions for each of the users.
 - 2.1.9. There shall be no restrictions on the number of documents which may be uploaded or downloaded/viewed.
 - 2.1.10. The user interface shall be customizable which shall include a user-friendly document folder view that supports grouping, arranging, sorting, listing, arranging etc. with time-stamps.
 - 2.1.11. VDR shall support smart filters, indexing, keyword search and bulk print/download/upload operations each subject to the respective file permissions.
 - 2.1.12. The Interested Bidder’s data centres where the data is finally stored should be ISO 27001 certified with necessary safe data back-up facilities.

Security features including :

- 2.1.13.1. Minimum 256 bit encryption,
 - 2.1.13.2. two factor authentication,
 - 2.1.13.3. permission based users roles,
 - 2.1.13.4. permission based user access to specific files and folders,
 - 2.1.13.5. copy, view, download, print enable/disable,
 - 2.1.13.6. automatic session timeout/expiration,
 - 2.1.13.7. watermarking,
 - 2.1.13.8. logging of each access and time-stamping,
 - 2.1.13.9. easy and quick hiding of documents/portions, etc should be supported for securing the data uploaded.
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- 2.1.14. The provider shall ensure 99.5% uptime for the service once deployed.
 - 2.1.15. Facility for role based user management (creation, deletion, modification, privilege assignment, access restrictions) shall be provided.
 - 2.1.16. User access shall be restricted by valid credentials.
 - 2.1.17. Activity tracking of each individual users should be possible with reports on downloads, etc. to be provided on a weekly basis and also on demand to the Company.
 - 2.1.18. Audit trail of transactions related to data management shall be supported.
 - 2.1.19. The provider shall commit that the data uploaded by the Company / its representatives as may be authorized shall never be used directly or indirectly for any other purposes and also that no one else including the customer support team of the provider would have access to the Company's data and any other data in the VDR.
 - 2.1.20. 24x7 customer support over phone and email shall be available for all the technical and functional queries by the end users and/or the Company and/or representatives of the Company.
 - 2.1.21. Alerts intimating the critical events, maintenance, etc. shall be given via email and sms in advance.
 - 2.1.22. The Interested Bidder shall provide a written confirmation that post the assignment or upon the request of the Company, any and all data uploaded during the assignment have been returned to the Company on a disk and is permanently deleted and destroyed from the servers of the Interested Bidder including termination of access to all the files that may have been downloaded by end-users with immediate effect.
 - 2.1.23. The Interested Bidder shall provide on-site scanning services including for colour documents and all sizes of paper.
 - 2.1.24. The Virtual Data Room Services (VDR) to be started within 48 hours of intimation to service provider for the start of services.

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4. ELIGIBILITY CRITERIA

3.1. To be eligible for pre-qualification, an Interested Bidder shall fulfil the following conditions of eligibility:

3.1.1. The Interested Bidder shall have proprietary software which shall be capable of hosting the data room with all the features as outlined in Clause 2.1 .

3.1.2 The Interested Bidder should be an entity registered and operating in India.

3.1.3. Technical Capacity:

3.1.3.1. The VDR provider must host the Company's data on ISO 27001 Certified servers to ensure security, availability and privacy of the data. Copy of relevant ISO certificate must be enclosed.

3.1.3.2. The VDR provider must have worked with at least one reputed Indian company in last five years from the date of issue of the subject RFP. Photo copy of Work order/LOI, job completion certificate/ document showing proof of similar works (duly notarised) executed during last 05 years ending on 31-03-2017.

Work Experience :

- i) One Similar Completed Work costing not less than Rs. 6.00 Lakhs or
- ii) Two Similar Completed Works each costing not less than Rs. 3.75 Lakhs or
- iii) Three Similar Completed Works each costing not less than Rs. 3.00 Lakhs

3.1.3.3. The VDR provider must submit photo copy of PAN Card issued by Income Tax Authority and GST Registration certificate.

Note: “**Similar work**” shall mean Providing Service for Virtual Data Room for Securely Hosting Digital Documents.

3.1.4. Financial Capacity:

3.1.4.1. Average Turnover for last 3 years Rs. 2.25 Lakhs during the last three financial years, i.e. 2014-15, 2015-16 and 2016-17.

3.1.4.2. Positive Net worth last 3 years ending 31st March of 2015, 2016 and 2017.

3.1.4.3. Solvency Certificate.

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4. SUBMISSION OF BIDS

- 4.1 Interested Bidders are requested to submit their response to the RFP to M/S BHARAT PUMPS AND COMPRESSORS LIMITED in separate sealed envelopes for technical and price bid, so that to reach the same on or before 17.02.2018 ,02.00PM.

Envelopes should clearly marked as technical bid and price bid , both the envelopes should be put in third envelope and sent to the following address,

Shri A N Pandey
Senior Manager(P&D)
BHARAT PUMPS AND COMPRESSORS LIMITED
MIRZAPUR ROAD
PO- TSL
NAINI,
ALLAHABAD-211010
Mob: 91-9936792423

- 4.2. The RFP can be downloaded from Central Public Procurement Portal (<https://eprocure.gov.in/eprocure/app>) as well as company's website (www.bpcnaini.co.in) by the Interested Bidders. The Interested Bidders are expected to have already enrolled on the Central Public procurement Portal. The Interested Bidders can download the RFQ-cum-RFP and then upload their Bids along with scanned copy of original documents required under this RFQ-cum-RFP duly signed on or before the stipulated time on the Bid Due Date.

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4.3. Schedule of the Bidding Process

The Company shall Endeavour to adhere to the following schedule:

Event description	Date
Qualification Stage	
Invitation to Interested Bidders to Bid Stage	03.02.2018
Last date for receiving queries	16.02.2018
Client response to queries latest by	16.02.2018
Bid Due Date	On or before 17-02-2018, 2 pm
Opening of Techno Commercial Bids	17-02-2018, 4:30 pm
Opening of Price Bids	Will be intimated later.
Letter of Award to the Successful Bidder	Will be intimated later.
Signing of Service Agreement	Will be intimated later.