

Review of Points raised during

# Premier Vendors' Workshop 20<sup>th</sup> November 2017



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	<u>Points raised</u>	<u>Reply</u>
Registration with BPCL	Registration process at BPCL to be centralised at Refinery level	A common registration process shall be explored for Mumbai Refinery, Kochi Refinery, Bharat Petro Resources Ltd and Numaligarh Refinery Ltd.
Bid form	Bidders as ked to quote price inclusive of freight. This would lead to disparity in evaluation for long distance parties	Shall be taken into consideration in future tenders
Price Escalation Clause	Escalation/de-escalation is based on <i>Steelguru</i> prices for MS Barrels.. <i>Steelguru</i> prices covers different CR Coil other than tender requirement. Also rates for Kolkatta are not covered. <i>Steelguru</i> uses traders prices & not manufacturer's prices and hence not accurate	<i>Steelguru</i> is referred only for working out the delta(difference) in the rates. However, bidders should consider the actual scenario at the time of quoting. No alternative source is available currently to work out the esca/de-esca delta. <i>Steelguru</i> reference is working fine for other tenders. Bidder is Free to revert if any other source is available.

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<b>BPEC related</b>	Wrongly deducted Retention money Octroi on	Vendor was requested to approach BPEC officials for resolving the query.
<b>Future prospects with BPCL</b>	How to partner with BPCL in its growth story	<p>All vendors would be a part of BPCL's growth story as they were for "Project Ujjwala" wherein cylinder manufacturers rose to the occasion. For Project Sankalp of BPCL, Rs 1 lakh crore would be spent on marketing infrastructure expansion. Retail outlet network expansion is yet another major area.</p> <p>Refineries, Petrochemicals and other new ventures such as PDPP at Kochi Refinery, Expansion plan at Bina Refinery, World's biggest refinery at Ratnagiri will be the areas where vendors would be partnering with BPCL. Additionally, 2-G Ethanol refineries being put up and Rs 5-6 crores in pipelines expansion would be yet another</p>

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Appreciation to Vendors	Post GST, those vendors who came forward for re-negotiation to be appreciated	Due appreciation would be given by BPCL
Award of Job Criteria	Weightage for Quality during evaluation to be given. This will also facilitate product improvement.	For goods and services where there is parity across all vendors, the weightage for quality cannot be given. However, wherever possible, it will be explored.
Make-in India	What are the initiatives taken by BPCL for promoting Make In India initiative	Purchase preference policy linked with local content has been implemented by BPCL thus promoting locally sourced products.

Thank You