

Review of Points raised during Premier Vendors' Workshop - 2014

Points raised

Steps Taken

Data bank of documents

To avoid repeated submission of the same documents, a data bank may be maintained by BPCL

Since each tender is separate and a legal document, all the documents required needs to be submitted in each tender. In the new e-tendering platform, all the standard documents can be stored by each vendor and the same can be attached while quoting for the tender.

Performance Certification by BPCL

BPCL does not get feed back or performance certification when requested .

No issues in giving PTR Certificates. A standard format shall bedesigned and advised to all concerned for certifying.

Points raised

Steps Taken

E – Tendering issues

Need to interact frequently with C-1 India, e-tender service provider for updates.

Vendors need to seek updates only when there is any up gradation in Internet Explorer, Java etc. We have moved into a new e-tendering platform which is more user friendly.

Budget Limitation

If L1 is more than the budgetary provision, PSUs are unable to procure the item.

BPCL has internal mechanism to release additional budget if the L1 price is justified even though it may be more than the sanctioned budget.

Points raised

Steps Taken

Make-in-India initiative

Can import substitution be done under this initiative?

Govt. of India is emphasizing this concept for not only import substitution but also for domestic vendors to be competitive in the global market in terms of quality & price. BPCL is fully supporting this initiative.

Technical Specifications

Current specifications of valves are outdated. What is the solution?

BPCL shall look into the specifications. Valve manufacturers need to actively contribute and work with BPCL in improving the technical specifications. As long as it improves the overall quality and value for money, BPCL is willing to accept suggestions.

Points raised

Supplies made in time and Goods Receipt also done on time – Why payment should be delayed?

Work and Services – Retention payments are delayed : Can we specify users as employees get transferred.

Present payment cycle is 30 days. Can cash on delivery be done?

Steps Taken

BPCL shall be embarking on a centralized payment process. Status / Progress of the vendor invoice payment shall be communicated through SMS / e-mail alerts by the module.

Instruction to role holders shall be reiterated.

Vendor Invoice Management Package provides for early payments. BPCL is working on an early payment scheme and it shall be rolled out in 2016.

Process Improvements

Points raised

Installation of equipments is delayed by Quality Assurance Labs. Due to this 20% of the payment is delayed. What is the solution?

Chemicals supplied in drums, empties need to be taken back. IOC retains them. Can BPCL also do so?

As per Public Procurement Policy evaluation is on L1. Can there be a criteria to deal with technical competence

Steps Taken

Payment schedule is as per the tender terms. If there are any specific instances of delay when it is not attributable to vendor, BPCL shall look into the same. Such instances may be rare.

From the environment point of view handling of toxic chemicals is to be given due importance. Since chemical manufacturers are aware of the neutralization method to make the drums non-toxic prior to disposal, tender conditions are so made.

Public Procurement Bill is pending in the Parliament. We have given our recommendations for evaluating on T1, T2 concept giving weightage to technical parameters in specific cases.

Conditions of Tender / Contract

Technical

Points raised

In PIB supply, level of R&D of Refinery and ours are not matching. BPCL should help.

Technical bids cannot be seen by other vendors. What is the solution ?

Steps Taken

In R&D, as a nation we are spending only 1 to 1.2 % of our GDP, whereas in Western World, R&D is taken in different perspective. Though we have R&D labs,, industry co-ordination with educations institutions is not of required level. BPCL has young and energetic scientists working in R&D and we are hopeful of getting breakthroughs.

As per the provisions of the integrity pact, BPCL cannot provide to any bidder confidential / additional information through which a bidder could obtain an advantage. Hence, technical bids of a vendor cannot be seen by other vendors.

Thanks