



GAIL (India) Limited
EXPLORATION AND PRODUCTION DEPARTMENT, NOIDA

19th February, 2021

Expression of Interest (EOI) – Inviting technical proposals for Enlistment of Technical Consultant, for technical due diligence of New Opportunities as well as existing operations of E&P department.

Interested reputed Consultants experienced in similar jobs are invited to submit application in prescribed format along with necessary documents in support of their technical and financial capabilities in order to get enlisted for the proposed job.

The completed Application form along with attachments in a sealed envelope superscribed with **“Application for enlistment of Consultants for technical due diligence of New Opportunities as well as existing operations of E&P department”** may be forwarded to the address mentioned below within 30 days of publication of this EOI i.e. latest by 26th March 2021. Application received after 26th March 2021 will not be entertained.

Consultants applying against the EOI will be screened based on the technical proposals submitted by them in the attached template along with supporting documents. Shortlisted consultants will only be eligible to participate in the subsequent Request for Proposal (RFP) process for engagement of consultant(s) for the project.

Brief Scope of work, Terms of engagement are indicated in the following sections. Detailed Scope of Work, Schedule of Rates, Evaluation Methodology, Bid Evaluation Criteria etc. will be intimated during the subsequent RFP process.

Address for Submission of Proposal & Documents

General Manager (E&P)
Exploration and Production Department
GAIL (India) Ltd
16th Floor, GAIL Jubilee Tower
B- 35 & 36, Sector-1
Noida-201301
Uttar Pradesh, India

Email: boraoon@gail.co.in
Contact no: +91-(120) 2446400/4862400

SCOPE OF WORK & SPECIAL CONDITIONS

1.0 BACKGROUND

- 1.1 GAIL (India) Ltd is a Central Public Sector Undertaking (PSU) under the Ministry of Petroleum & Natural Gas (MoP&NG) Government of India. E&P portfolio comprises of P.I. in 11 E&P blocks with 9 blocks in India and 2 overseas blocks in Myanmar. GAIL is Operator in two onland exploration blocks in India. Status of these blocks are as below:

Status	No. of blocks
Production	4 (Gas production from 2 Myanmar Offshore 'Farm-In', Oil Production from 2 Cambay Onland NELP-II)
Development	3 (Tripura NELP-IV, 2 Cambay Onland NELP-IX)
Appraisal	2 (Cauvery Offshore Pre-NELP and GK Offshore NELP-IX)
Exploration	2 (Assam Onland, Cambay-OALP)

- 1.2 GAIL is planning to empanel technical consultants to provide required advisory services for evaluation of E&P opportunities and other requirements. The type of services to be provided by the Consultant is detailed in clause 2.0 under Scope of services. Empanelled consultant shall provide technical experts such as Geologist, Geophysicist, Petrophysicist, Drilling Engineer, Reservoir Engineer, Petroleum Economist etc. with different experience levels as per the requirement of GAIL. The selection of experts for particular assignment/ projects will be at the sole discretion of GAIL.

2.0 OBJECTIVE

- 2.1 GAIL intends to hire the services of a reputed consultant for third party assessment of technical due diligence for acquisitions of new blocks in E&P pursued through participation in bid rounds in India / overseas and participation in 'farm-in' opportunities offered by companies. In order to make E&P investment decisions, technical due diligence from 3rd party consultant is carried out.

3.0 SCOPE OF WORK

- 3.1 The empanelled consultant shall provide the services, for upstream opportunities arising primarily in India, in following areas:
- Assessment of E&P blocks
 - Evaluation of blocks offered under bidding rounds
 - Evaluation and appraisal of "Farm in" or acquisition opportunities and preparation of offers.
 - Formulation of "Farm outs", preparation of offer documents and deal finalization
 - Assessment and evaluation of field development plans, Declaration of Commerciality (DoC) documents and/or other technical proposals from Operator
 - Any other Geological, Geophysical, Reservoir, Techno-economical study for upstream E&P assets/opportunities.

3.1.1 Assessment of the E&P blocks

Consultant shall carry out independent technical evaluation of blocks where GAIL has Participating Interest, blocks offered in bidding rounds as well as blocks in which 'farm-in' opportunity are available. The nature of works involved in evaluation of blocks shall include but not limited to following works:

- a) Appraisal of Geological and Geophysical aspects of exploration blocks - Structural Study and Seismic Sequence Stratigraphy, Tectonic set ups and Tectonic elements, Geochemical / Geotechnical analysis, envisaged Petroleum Systems covering source / reservoir rock, Prospects / Leads, play types etc. Petroleum system analysis in both Clastic and Carbonate depositional environment
- b) Preparation of time and depth maps at various level of interest, Preparation of isopach maps between the mapped reflectors
- c) Prospect generation, Calculation of in-place and recoverable reserves, Ranking of prospects
- d) Identification of Structural, Stratigraphic and Combination traps / prospects based on interpretation of seismic data, Study of special processing seismic data like AVO analysis, Waveform inversion, PSTM, PSDM etc., log and well test data, PVT data, Identification of litho types & their spatial distribution
- e) Basin Modeling
- f) Geohazard analysis, pore pressure prediction
- g) Petrophysical characteristics of reservoirs
- h) Risk analysis of exploration blocks and techno-economic studies.

3.1.2 Evaluation of Blocks offered under bidding rounds

GAIL may avail services of the consultant in bidding round for E&P opportunities in India (NELP, HELP, Open Acreage Licensing Policy, Marginal fields etc.) which may involve

- a) Data viewing and identification of prospective blocks
- b) Short listing of prospective blocks and recommendation to purchase data docket/Packages
- c) Detailed study and evaluation of available information provided by GAIL/available with Consultant, related to the area of interest.
- d) To give opinion on bidding program/strategy for offered blocks

3.1.3 Assessment and evaluation of "Farm in" or acquisition opportunities and preparation of offers

- a) Assess technical and commercial data to enable GAIL for quick decision making
- b) Asset evaluation - Audit of all available data and associated documents available at the data room
- c) Validation of models developed for the "Farm-in" block such as Geological modeling, Reservoir modeling, Geo-statistical modeling, and Techno-economic analysis
- d) Geotechnical studies with regards to fields being developed, establishment of fluid distribution pattern for different reservoirs
- e) Generation of production profile including three scenarios e.g. P90, P50 and P10 or other scenarios as may be required
- f) Detailed information on the prospects under study including dynamic reservoir models and development plans for each field
- g) Historical Capex and Opex information plus forward plans for the assigned offer including budgets and business plans. The agency shall provide on the basis of its own assessment, the estimates of annual Capital and Operating costs for the life of the field/block for exploration within an accuracy range of +/- 20%. The basis of costing data, assumptions and source of such data should be clearly specified.
- h) Preparation of Bid / Offer to be submitted to the Farming out party

3.1.4 Preparation/Assessment/Evaluation of Field Development Plan (FDP), Declaration of Commerciality (DoC) document

- a) Reservoir engineering - Estimation of in place volumes and proven reserves based on volumetric and material balance techniques
- b) Reservoir modelling and simulation studies using consultant's software & hardware
- c) Integration of Geological and Reservoir models

- d) Well test analysis
- e) Reservoir characterization based on all available information, including well testing data, 3-D seismic, Well logs, down hole flow profile, borehole image and core data
- f) Review and confirmation of reservoir characterization & geological interpretation
- g) Undeveloped/ underdeveloped reserves potential and classification
- h) Preparation of optimum exploration and development programs
- i) Design and forecast the performance of alternate depletion strategies
- j) Field Development planning including design of well pattern and spacing, production systems, surface facilities, secondary production facilities, pressure maintenance facilities, shore facilities, evacuation facilities, pipeline systems for the assigned projects
- k) Generation of three (most likely, optimistic and pessimistic) scenarios of petroleum production profiles
- l) The agency shall provide on the basis of his own assessment the estimates of annual Capital and Operating costs for the life of the field/block for development within an accuracy range of +/- 20%. The basis of costing data, assumptions and source of such data should be clearly mentioned
- m) Evaluation of development plans comprising of development variants and facility variants and determination of preferred variants based on techno - economic analysis in line with PSC/fiscal terms
- n) Economic evaluations- net cash flow, fair market evaluations, production sharing contracts, Estate valuations, Profit sharing trust valuations, etc.

3.1.5 Any other Geological, Geophysical, Reservoir or Techno-economical study related to E&P sector.

Through the proposed study work by the consultant, it is sought to evaluate the geo-scientific, as well as other data related to the block/area/ opportunity/basin to have comprehensive understanding of the same before participation in bid rounds in India / overseas and participation in 'farm-in' opportunities offered by companies.

4.0 COMPLETION SCHEDULE

Detailed completion schedule shall be provided in the Request for Proposal (RFP) document for engagement of consultants after this EOI stage.

5.0 TERMS OF PAYMENT

Detailed payment terms shall be provided in the Request for Proposal (RFP) document for engagement of consultants after this EOI stage.

6.0 CONFLICT OF INTEREST

GAIL policy requires that consultants provide professional, objective, and impartial advice and at all times hold the client's interests paramount, without any consideration for future work, and that in providing advice they avoid conflicts with other assignments and their own corporate interests. Consultants to be engaged for this assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of being unable to carry out the assignment in the best interest of GAIL, shall not be eligible to participate in this process of engagement. Without limitation on the generality of the foregoing, consultants shall not be hired under the circumstances set forth below:

- (a) Conflict between consulting activities and procurement of goods, works or services (other than consulting services covered in the scope of present engagement): A firm that has been engaged by GAIL to provide goods, works, or services (other than consulting services covered by these Guidelines) for a project, and each of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services for the Project. Conversely, a

firm hired to provide consulting services for the preparation or implementation of a project, and each of its affiliates, shall be disqualified from subsequently providing goods, works or services (other than consulting services covered by these Guidelines) resulting from or directly related to the firm's consulting services for such preparation or implementation.

- (b) Conflict among consulting assignments: Neither consultants (including their personnel and sub-consultants) nor any of their affiliates shall be hired for any assignment that, by its nature, may be in conflict with another assignment of the consultants. As an example, consultants hired to prepare engineering design for an infrastructure project shall not be engaged to prepare an independent environmental assessment for the same project, and consultants assisting a client in the privatization of public assets shall neither purchase, nor advise purchasers of, such assets. Similarly, consultants hired to prepare Terms of Reference (TOR) for an assignment shall not be hired for the assignment in question.
- (c) Relationship with Employer's staff: Consultants (including their personnel and sub-consultants) that have a business or family relationship with a member of the Employer's staff (or of the project implementing agency's staff) who are directly or indirectly involved in any part of: (i) the preparation of the TOR of the contract (ii) the selection process for such contract or (iii) supervision of such contract may not be awarded a contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Employer throughout the selection process and the execution of the contract.
- (d) A Consultant, who prepares Detailed Feasibility Report (DFR) of a Project is not debarred from participating as Project Management Consultant (PMC) for the same Project as both are services in nature.

7.0 CONFIDENTIALITY OF INFORMATION AND DATA

All information obtained by bidder/consultant/expert during the project and all information / data / maps etc. provided by the Company to the bidder / consultant / expert must be considered confidential and must not be divulged by the bidder / consultant / expert or its personnel to any-one other than the Company's personnel. This obligation of bidder/consultant/expert shall be in force even after the termination of the contract. No part of the consultancy work shall be permitted to be presented and / or published in scientific / technical papers / journals etc. without prior approval of the Company in this regard.

8.0 PRE QUALIFICATION REQUIREMENTS

8.1 Financial

The agency to be engaged through this EOI process shall be of sound financial standing evidenced by the following:

- a) The minimum annual turnover of the bidder shall be US\$ 34,520 for foreign bidders and Rs. 26.19 Lakh for Indian bidders as per the audited financial statement in any one of the preceding three (3) financial years.
- b) The net worth of the agency shall be positive in the immediate preceding financial year.

Documentary evidence in support of the same shall be provided along with the proposal.

8.2 Technical

- a) Bidder must have completed at least one technical consultancy assignment related to Geological & Geophysical Interpretation like Review / Determination of well locations, review/preparation of Field Development Plans, DoCs, 2D/3D Seismic Data Interpretation, Analysis of upstream Bid Rounds and 'farm-in' opportunities etc. in last 5 (five) years as on bid due date for a minimum order/contract value of US\$ 34,520 (or equivalent to Rs. 26.19 Lakh) (1USD=75.89 INR).
 - b) Self attested documentary evidence in support of above is required to be attached along with Application Form.
- 8.3 Applicants with qualification / experience / certifications not relevant to the current requirement of engagement shall be excluded in the screening process. Decision of GAIL in this regard shall be final and binding and no representation or correspondences will be entertained.
- 8.4 Any canvassing on the part of the applicant will make the application liable for rejection.
- 8.5 Subsequent to the above, a Request for Proposal (RFP) shall be issued to prequalified bidders based on their response to EOI.



APPLICATION FOR PREQUALIFICATION

1	Name of the Agency	
2	Address (HQ)	
3	Address (Bidding Unit)	
4	Designated Person for Communication with Job Title	
5	Address of Designated Person	
	e-mail address	
	Mobile Number	
	Landline Number	
	Fax Number	
6	Pre-Qualifying Technical Requirements (Attach documents) Bidder must have completed at least one technical consultancy assignment related to Geological & Geophysical Interpretation like Review / Determination of well locations, review/preparation of Field Development Plans, DoCs, 2D/3D Seismic Data Interpretation, Analysis of upstream Bid Rounds and 'farm-in' opportunities etc. in last 5 (five) years as on bid due date for a minimum order/contract value of US\$ 34,520 (or equivalent to Rs. 26.19 Lakh) (1USD=75.89 INR). Self attested documentary evidence in support of above is required to be attached along with Application Form.	
7*	Financial	Indicate Currency:
	Turnover in last 3 years	
	Net Worth as on 31.3.2020	
	Attach Audited Balance Sheet - last 3 years	
8	Other information demonstrating bidder's competence (attach documents)	Provide a list of key personnel with CVs

Place:

Date:

(Authorised Signatory)

Note: Documents in other than English Language shall have self-certified English translated copies.