



|                    |                                                                                  |
|--------------------|----------------------------------------------------------------------------------|
| <b>Tender No</b>   | <b>GSL/RJ/CO/C&amp;P-PROJECTS/BD202506S001</b>                                   |
| <b>Tender Name</b> | <b>Transportation of Liquefied Natural Gas (LNG) By Road from Dahej Terminal</b> |
| <b>Subject</b>     | <b>Replies to Bidder Queries</b>                                                 |
| <b>Dated</b>       | <b>02.07.2025</b>                                                                |

| <b>Sr. No.</b> | <b>Tender Clause No.</b>                                          | <b>Page No.</b> | <b>Bidder's Queries</b>                                                                                                                                                                                                | <b>GASONET Reply</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|----------------|-------------------------------------------------------------------|-----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1</b>       | Section – I<br>Invitation for Bid<br>(IFB)<br><br>2 (F)           | 05 of 109       | As an MSME vendor, are there any relaxations in the EMD amount for MSMEs, considering Rs 10 Lakhs is a very high amount for EMD alone (normally there is a very small amount, typically up to Rs 1 lakhs)              | Micro and Small Enterprises (MSEs) are exempt from the submission of Earnest Money Deposit (EMD). The MSE benefit is only for the exemption of EMD. To avail of this exemption, you are required to submit a valid Udyam Registration Certificate along with your bid. Please ensure that the registration is for the services tendered.                                                                                                                                                                 |
| <b>2</b>       | Section – II<br>Bidder's Eligibility Criteria<br>[BEC]<br><br>1.1 | 08 of 109       | Bidder should have a valid PESO LNG Transportation license and own the LNG Road tankers. Bidder should own a minimum of 03 nos. LNG Road tankers in the fleet have a PESO license in the name of the owner or company. | <p>We would like to inform you that the eligibility criteria, including the requirement for bidders to own/operate a minimum of three LNG tankers, have been stipulated after careful consideration of the project's specific requirements, operational needs, and risk assessment.</p> <p>All bidders are requested to comply with all the terms and conditions of the tender document. The criteria mentioned are applicable to all participants to ensure a fair and transparent bidding process.</p> |

| Sr. No. | Tender Clause No.                                                         | Page No.     | Bidder's Queries                                                                                                                                                                                                        | GASNET Reply                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|---------|---------------------------------------------------------------------------|--------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 3       | Section – II<br>Bidder's Eligibility Criteria [BEC]<br><br>Clause No. 1.2 | 8 & 9 of 109 | To qualify, we need a completion certificate for similar nature work & yearly turnover, which is also on a higher side. Kindly Either remove it or reduce to a minimum level. It will also help in wider participation. | The clauses related to the qualification requirements have been formulated after due consideration of the project's scope, complexity, and the need to ensure that the contracting entity possesses the requisite experience and financial strength. These are standard practice to safeguard the interests of the project and the organization.<br><br>All bidders are required to adhere to the terms and conditions as mentioned in the tender document. Any changes or clarifications to the tender, if any, will be communicated to all bidders through a formal corrigendum. As of now, the requirements remain as stated. |
| 4       | Section -IV<br><br>SCC and Scope of Work<br><br>Clause No. 17             | 73 of 109    | Truck speed is Shown 30 km per hour kindly make it maximum 55 for empty & 50 for loaded trucks.                                                                                                                         | Tender Conditions Prevails.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 5       | Section – I<br>Invitation for Bid (IFB)<br><br>2 (H & I)                  | 05 of 109    | We Request you to kindly accept our requests & extend Submission date by one week further.                                                                                                                              | <b>The revised bid submission date of 10.07.2025 (1600 Hrs) and the tender opening date of 10.07.2025 (1700 Hrs) are noted.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

| Sr. No. | Tender Clause No.                                                         | Page No.     | Bidder's Queries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | GASNET Reply                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|---------|---------------------------------------------------------------------------|--------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 6       | Section – II<br>Bidder's Eligibility Criteria [BEC]<br><br>Clause No. 1.2 | 8 & 9 of 109 | <p>Kindly clarify the following –</p> <p>We Transport Lng under the name &amp; style of Quick Energy solutions, this is a new partnership firm, only two years old. In this firm myself (GIRISH GAKHAR &amp; MY SON YASHUL GAKHAR are partners. Now as this is a new firm, we can't satisfy your criteria of financial &amp; similar nature work performance criteria.</p> <ol style="list-style-type: none"> <li>1. Our Query is. Can we quote our other Sister concern company's Financial &amp; similar nature Work criteria as GIRISH GAKHAR, who is a partner in this firm, is the proprietor of our other firm &amp; that other company can easily fulfill all criteria.</li> <li>2. Our other query in this regard is Can we both form a JV/Consortium.</li> </ol> | <ol style="list-style-type: none"> <li>1. Regarding your first query, the financial and technical experience of a sister concern cannot be used to qualify the bidding entity. The entity submitting the bid must meet the stipulated eligibility criteria on its own merit as per the tender conditions.</li> <li>2. In response to your second query, you may form a Joint Venture (JV) or Consortium to collectively meet the qualification criteria. If you opt for a JV, the following documents are typically required to be submitted with your bid: <ul style="list-style-type: none"> <li>• A legally binding Joint Venture Agreement, outlining the share of work, roles, and responsibilities of each partner.</li> <li>• The nomination of one of the partners as the "Lead Partner."</li> <li>• A declaration stating that all partners of the JV shall be jointly and severally liable for the successful completion of the contract.</li> <li>• All necessary financial and technical documents for each JV partner, as required by the tender, to collectively demonstrate fulfilment of the eligibility criteria.</li> </ul> </li> </ol> <p>Please ensure all documentation is in the prescribed format as per the tender document.</p> |

| Sr. No. | Tender Clause No.                                                                     | Page No.        | Bidder's Queries                                                                                                                                                                                                                                                                                                                                                                                                                                                              | GASONET Reply                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|---------|---------------------------------------------------------------------------------------|-----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7       | Section – II<br>Bidder's<br>Eligibility<br>Criteria<br>[BEC]<br><br>Clause No.<br>1.2 | 8 & 9 of<br>109 | The two companies have the same owner, and one is a 100% subsidiary of the other. We would like to participate under the name of the parent company, while using the relevant experience of the subsidiary.                                                                                                                                                                                                                                                                   | <p>While the bidding entity must generally meet qualification criteria independently, the experience of a 100% owned subsidiary is permissible if the following are submitted with the technical bid:</p> <ul style="list-style-type: none"> <li>• Deed of Undertaking: An undertaking on non-judicial stamp paper from the parent company to deploy the subsidiary's resources for this contract.</li> <li>• Board Resolutions: Certified Board Resolutions from both the parent and subsidiary authorizing this arrangement.</li> <li>• Proof of Relationship: Documents verifying the 100% subsidiary status at the time of bid submission.</li> </ul> <p>Acceptance is conditional upon the submission and verification of these absolute and unconditional documents by Gasonet. Failure to comply will lead to bid rejection.</p> |
| 8       | Section – II<br>Bidder's<br>Eligibility<br>Criteria<br>[BEC]<br><br>Clause No.<br>1.2 | 8 & 9 of<br>109 | <p>The minimum annual turnover of the bidder as per their audited financial results in any of the preceding three financial years should be Rs. 16.80 Crore (FY 2021-22, FY 2022-23 &amp; FY 2023-24)</p> <p>Request to please relax this criterion because most of the companies in this sector have been incorporated recently (Last 5 years) in this domain. Generally, tenders have been asking around INR 5 CR on average turnover so that all MSEs can participate.</p> | <p>The financial criteria, including the minimum annual turnover of ₹16.80 Crore, have been established after careful consideration of the project's scope, complexity, and required financial capacity to ensure successful execution.</p> <p>Therefore, we regret to inform you that the financial criteria as mentioned in the tender document will remain unchanged.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

| Sr. No. | Tender Clause No.                                             | Page No.  | Bidder's Queries                                                                                                                                 | GASONET Reply                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|---------|---------------------------------------------------------------|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9       | Section -IV<br><br>SCC and Scope of Work<br><br>Clause No. 17 | 73 of 109 | If the minimum off take is not picked as per your schedule, reasons attributed to Gasonet, the compensation amount is not mentioned & is silent. | <p>We understand your concern regarding the compensation amount not being explicitly stated for such scenarios. To clarify, the Minimum Guaranteed Offtake for each tanker in any given month is defined as the greater of:</p> <ul style="list-style-type: none"> <li>• Four (4) completed trips, OR</li> <li>• The transportation of sixty-five (65) MT of LNG.</li> </ul> <p><b>If Gasonet is responsible for a trip being held, and consequently, the Minimum Guaranteed Offtake (as defined above) for a tanker is not achieved, Gasonet will compensate the vendor based on the lower of the following two calculations:</b></p> <ul style="list-style-type: none"> <li>• The financial equivalent of four (4) completed trips for that tanker.</li> <li>• The financial equivalent of sixty-five (65) MT of LNG for that tanker (considering each tanker's capacity is 17 MT).</li> </ul> <p>This ensures that the vendor is compensated for the unfulfilled minimum commitment when the fault lies with Gasonet, based on the agreed-upon minimums.</p> <p><b>In case of any delay from the vendor's side, a penalty will be imposed on the vendor, as specified in Annexure-1 of the replies to the bidder's queries.</b></p> |



| Sr. No. | Tender Clause No. | Page No.         | Bidder's Queries                                                                                                                                                                                                          | GASONET Reply                                                                                                                                                                                                                              |
|---------|-------------------|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 10      | SOR               | 107 – 108 of 109 | <p>Schedule of Rate</p> <p>The SOR mentions rates on a per metric ton basis. We request you to either include a fixed monthly cost component in the SOR or provide a guarantee of a minimum number of trips per month</p> | <p>The SOR will remain unchanged on a per-metric-ton basis. We request that you refer to reply to no. 9 to bidder queries for a fixed monthly cost component in the SOR or provide a guarantee of a minimum number of trips per month.</p> |

**Annexure-1: Penalty Clause for Vendor Delays**

In case of any delay from the vendor's side, a penalty will be imposed on the vendor as specified below. This Annexure-1 is an integral part of the Replies to Bidder's Queries as uploaded on the Gasonet Website. Bidders must duly sign and seal this Annexure and submit it with their Techno-Commercial Bid.

**Scenario-1: Monthly Shortfall in Minimum Guaranteed Offtake (MGO)**

If the actual LNG transported in a particular month falls below the Minimum Guaranteed Offtake (MGO), a penalty will be imposed based on the deficit tonnage.

**Example:**

- **Minimum Guaranteed Offtake (MGO):** 65 MT per month
- **LNG Transported in a Month:** 64 MT
- **Monthly Shortfall:** 1 MT (65 MT - 64 MT)
- **Rate:** ₹ 9,800 per MT

**Penalty Calculation:**

- **Total Penalty:** 1 MT × ₹ 9,800/MT = ₹ 9,800

In this scenario, a **debit notes for ₹ 9,800** would be issued for that quarter, assuming the monthly shortfall was not compensated in the subsequent months of that quarter.

**Note:** The penalty amount will gradually increase proportionally with any increase in the shortfall of MT.

**Scenario-2: Quarterly Review and Calculation of Trip Deficit**

Performance will be reviewed at the end of each quarter. If the total number of trips completed by the vendor falls below the minimum required quarterly trips, a penalty will be imposed based on the deficit trips and the associated tonnage.

**Example: Performance over one Quarter (January to March)**

- **Required Quarterly Trips:** 12 trips



| Month    | Trips Completed | LNG Transported<br>(at 17.00 MT/trip) | Result                                                                              |
|----------|-----------------|---------------------------------------|-------------------------------------------------------------------------------------|
| January  | 3               | 51.00 MT                              | Shortfall for the month (below 4 trips and below 65 MT). Potential liability noted. |
| February | 4               | 68.00 MT                              | MGO met for the month.                                                              |
| March    | 4               | 68.00 MT                              | MGO met for the month.                                                              |

**Quarterly Review and Calculation:**

- **Total Trips Completed:** 3 (Jan) + 4 (Feb) + 4 (Mar) = 11 trips
- **Quarterly Trip Deficit:** 12 (Required) - 11 (Completed) = 1 trip
- **Deficit Tonnage:** 1 deficit trip  $\times$  17.00 MT/trip = 17.00 MT
- **Rate:** ₹ 9,800 per MT

**Debit Note Calculation:**

- **Debit Note Value:** 17.00 MT  $\times$  ₹ 9,800/MT = **₹ 1,66,600**

**Conclusion:** In this example, even though the MGO was met in February and March, the total number of trips for the quarter was 11, which is one short of the required 12. Therefore, a **debit notes for ₹ 1,66,600** would be issued to the vendor for the shortfall.

**Note:** The penalty amount will increase with any increase in the deficit number of trips.

**Note:** This Replies to Bidder's Queries as uploaded on Gasonet Website. Please submit the same duly Sign and Seal with Techno-Commercial Bid as this is an Integral Part of the Tender.