

MINUTE OF METING HELD WITH FUEL COMPANIES ON 01.07.2025

The starts by 2:45 PM. The participants are as follows:

For bidders:

1. Mr. Abdul Malik V T, Chief Manager, Retail Sales, IOCL
2. Mr. Nikhil T Jayan, Manager (Retail Sales), TVM, BPCL
3. Mr. Gunasekharan, Area Sales Manager, HPCL

For KSTC

1. Managing Director
2. General Manager Technical
3. Assistant Manager Project Management

The discussion had on the following points:

BPCL expressed their descent regarding the implementation schedule mentioned in the tender as evaluation criteria. HP supported BPCL. However, IOCL expressed that they do not need any reservation for considering the implementation schedule as evaluation criteria.

The facilities required as per Bid Enquiry Document cannot be evaluated equally as the cost involved for all facilities are not equal.

The bidders expressed their concern about the criteria of rent as the area required for the establishment of fuel station is not mentioned in the Bid Enquiry Document.

The bidders expressed their views that the rent will be increased in every interval, so that the initial rent amount alone cannot be taken as an actual criterion of evaluation.

The bidders expressed their apprehension of required 6 nos. of Multi Dispensing Units in Bid Enquiry Document as even bigger outlets have a maximum of 2 to 3 numbers. The bidders also informed that for 6 MPDs the manpower required will be around 40 numbers, this will increase the overheads.

The bidders requested for the tender extension.

After detailed discussion with the concern of all the representatives of the oil companies, the following decisions were discussed and finalized:

1. The weightage given to the implementation schedule under clause H Method of Evaluation of Bids has been revised as follows:




| Component | Given bid document | Revised |
|-------------------------|--------------------|---------|
| Implementation schedule | 30 | 10 |
| Facilities | 20 | 30 |
| Rent | 50 | 60 |

2. The facilities such as 12,13,16,17,19,20,23,24,26,28,29,36,38,40,42,44,45 points under clause F are excluded. Point 40 in F- "Maintenance of all facilities in the petrol pump" has been revised as "Maintenance of only the major equipments will under the scope of the bidder".
3. Area required for fuel station is restricted to 1350 square meter for providing all infrastructures. Bidders may quote the maximum rent offered for the said area.
4. By considering the increasing of rent in intervals, the weighted average for a period of 20 years will be taken as the evaluation criteria.
5. Considering the locality (Komalapuram) the maximum number of Multi Product Dispensing Units is reduced to 2 to 3
6. The date of Bid submission extended upto 11.08.2025.

The meeting ended at 4:00 PM



01/07/2025

| <u>Name</u> | <u>Designation</u> | <u>Org.</u> | <u>Signature.</u> |
|--------------------|---------------------------------|------------------|---|
| 1) V. Ganasakaran | Area Sales Manager | HPCL Alleppey |  |
| 2) Nikhil T Jeyar | Manager (R) Sales TRM | BPCL |  |
| 3) Abdul Malik V-T | Chief Manager (Retail Sales) | IOCL |  |