

**PUBLIC PROCUREMENT REGULATORY AUTHORITY
(PPRA)**

CONTRACT AWARD PROFORMA – I

To Be Filled And Uploaded On PPRA Website in Respect of All Public Contracts of Works,
Services and Goods Worth Fifty Million Rupees or More

- > NAME OF THE ORGANIZATION / DEPTT PSO/SUPPLY
- > FEDERAL / PROVINCIAL GOVT FEDERAL
- > TITLE OF CONTRACT SUPPLY OF MOGAS 92 RON
- > TENDER NUMBER PSO/MG92RON/IMPORTS/073/2017
- > BRIEF DESCRIPTION OF CONTRACT INVITATION TO BID FOR SUPPLY OF MOGAS.
- > TENDER VALUE MORE THAN PKR 50 MILLION
- > ENGINEER'S ESTIMATE -
(for civil works only)
- > ESTIMATED COMPLETION PERIOD APRIL 2017
- > WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL
PROCUREMENT PLAN? YES Yes/No
- > ADVERTISEMENT:
 - (i) PPRA Website TS304870E Yes/No
(Federal Agencies) (If yes give date and PPRA's tender number)
 - (ii) Newspaper YES 1) THE NATION, 2) DAWN, 3) DAILY JUNG,
(03-02-2017) Yes/No
(If yes give names of newspapers and dates)
- > TENDER OPENED ON (DATE AND TIME) 06/03/2017 10:30 AM
- > NATURE OF PURCHASE INTERNATIONAL Local/International
- > EXTENSION IN DUE DATE (If any) NO Yes/No
- > NUMBER OF TENDER DOCUMENTS SOLD 16 (SEE ANNEXURE-A ATTACHED)
(Attach list of buyers)
- > WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING /
TENDER DOCUMENTS YES (SEE ANNEXURE B) Yes/No
(If yes enclose a copy)

PUBLIC PROCUREMENT REGULATIONS, 2009

> WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS NO (Lowest evaluated unconditional basis) Yes/No
(If yes enclose a copy)

> WHICH METHOD OF PROCUREMENT WAS USED:- (Tick one)

(a) SINGLE STAGE – ONE ENVELOPE PROCEDURE _____

(b) SINGLE STAGE – TWO ENVELOPE PROCEDURE _____

(c) TWO STAGE BIDDING PROCEDURE _____

(d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE _____

Please specify if any other method of procurement was adopted with brief reasons (i.e. Emergency, Direct Contracting, Negotiated Tendering etc.)

> WHO IS THE APPROVING AUTHORITY PSO MANAGEMENT COMMITTEE

> WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING
Not applicable as open competitive bidding method was adopted.

> NUMBER OF BIDS RECEIVED 11

> WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER YES Yes/No

> WHETHER INTEGRITY PACT WAS SIGNED YES (Part of tender document & Contract) Yes/No

**PUBLIC PROCUREMENT REGULATORY AUTHORITY
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CONTRACT AWARD PROFORMA – II

To Be Filled And Uploaded On PPRA Website in Respect of All Public Contracts of Works,
Services and Goods Worth Fifty Million Rupees or More

- > NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS 11
- > NAME AND ADDRESS OF THE SUCCESSFUL BIDDER 1) GUNVOR S/A
2) TOTAL TOTSA
- > RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT _____
(i.e. 1st, 2nd, 3rd EVALUATED BID)
SEE ANNEXURE C ATTACHED
- > NEED ANALYSIS (Why procurement was necessary?) TO FULFILL PETROLEUM
REQUIREMENT OF COUNTRY.
- > IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE
REASONS (Briefly describe) N/A
- > WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ
OUT AT THE TIME OF OPENING OF BIDS YES Yes/No
- > DATE OF CONTRACT SIGNING 09/03/2017
(Attach a copy of agreement)
- > CONTRACT AWARD PRICE (AS PER ANNEXURE D ATTACHED)
- > WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL
BIDDERS
NO (Result announced publically during bids opening) Yes/No
(Attach copy of the bid evaluation report)
- > ANY COMPLAINTS RECEIVED NO Yes/No
(If yes result thereof)

PUBLIC PROCUREMENT REGULATIONS, 2009

> ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/
DOCUMENTS NO Yes/No
(If yes give details)

> DEVIATION FROM QUALIFICATION CRITERIA NO Yes/No
(If yes give details)

> SPECIAL CONDITIONS, IF ANY NO
(Give brief description)

[F.No.2/1/2008/PPRA-RA.III]

ANNEXURE A

LIST OF TENDER DOCUMENTS SOLD	
<u>PSO/MG92RON/IMPORTS/073/2017</u>	
<u>S.NO</u>	<u>COMPANY NAME</u>
1	Sahara Energy
2	Vitol
3	OTI
4	Winson Oil
5	Glencore
6	Petrochina
7	ENOC
8	Total Totsa
9	Gunvor
10	Litasco
11	Swiss Singapore
12	Zenrock Commodities
13	Trafigura
14	Gulf Petrochem
15	Socar
16	BB Energy

ANNEXURE B

Tender Technical Evaluation Sheet

Tender #	073/2017	Product	MOGAS92RDN	Tender Opening Date	06-Mar-17
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(14) Envelopes Received
(03) Regret letters.

S. #	BIDDER	Evaluation Criteria							Technically Qualified	Comments / Remarks	
		Bid Cover Letter	Technical information Cover Letter	Bidder Corporate Authority Letter	Bid Bond			Bid Documents			
		Letter signed by bidder authorized signatory	Letter signed by bidder authorized signatory	Copy of Bidder's Corporate Authority letter exhibiting signatories of tender documents	Original Bid Bond from first class scheduled Bank	Bid Bond Amount USD 300,000	Valid for 90 days from last day of bid validity	original or copy of signed & stamped Bid Documents # 1 & 2 (without deviation)			
1	SOCAR	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
2	Swiss Singapore	✓	✓	✓	✓	✓	✓	✓	Yes	OK	
3	OTI	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
4	Wincon Oil	✓	✓	✓	✓	✓	✓	✓	Yes	OK	
5	Petrochina	✓	✓	✓	✓	✓	✓	✓	Yes	OK	
6	Gunvor	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
7	Total	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
8	ENOC	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
9	Glencore	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
10	Vitol	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
11	Litasco	✓	✓	✓	✓	✓	✓	✓	Yes	OK.	
12	BB Energy	/									Regret letter
13	Zenrock Comm.	/									Regret letter
14	Sahara Energy	/									Regret letter.
15		/									
16		/									

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04/03/2017
Internal Audit

ANNEXURE C1

BID EVALUATION SUMMARY- C&F

C&F Premiums in USD/BBL

Period		April , 2017			
S.NO	PRINCIPAL	1	2	3	4
1	Swiss Singapore	1.749	-	-	-
2	Vitol	3.05	3.25	3.30	3.35
3	OTI	1.72	1.94	2.38	3.04
4	Socar Trading	-	2.98	-	-
5	Glencore	-	-	3.05	3.45
6	Petrochina International	2.46	2.85	3.20	-
7	INOC	2.45	-	-	2.98
8	Total Totsa	1.59	-	1.79	-
9	Gunvor	1.57	1.66	1.69	1.73
10	Litasco Middle East	-	3.21	-	3.33
11	Winson Oil	-	-	2.67	-

ANNEXURE C2

List Of Awards

No	Supplier	Period	Quantity MT	Quantity in BBL 1MT=8.5 BBL	Firm/ Optional	C&F PREMIUM (USD per BBLs)	Platts as on Tender Opening Data (USD per BBLs)	Estd. Contract Price (USD)
1	Gunvor Singapore	April- 17	55,000.00	467,500.00	Firm	1.57	60.96	29,232,775
2	Gunvor Singapore		55,000.00	467,500.00		1.66	60.96	29,274,850
3	Gunvor Singapore		55,000.00	467,500.00		1.69	60.96	29,288,875
4	TOTSA TOTAL		55,000.00	467,500.00		1.59	60.96	29,242,125

Pakistan State Oil Company Limited

PSO House, Khayaban-e-Iqbal, Clifton, Karachi-75600, Pakistan.
UAN: 111-111-PSO (776), Website: www.psopk.com
"LETTER OF AWARD"



Mar 09, 2017

REF: PSO/MOGAS92/IMPORTS/073/2017(02)

M/s. Gunvor SA
80-84 Rue du Rhone
1204 Geneva
Switzerland

Attn: Henri Philippe ELINK-SCHURMAN

SUBJECT: SUPPLY OF MOGAS 92 RON BY GUNVOR DURING APRIL 2017 UNDER CONTRACT NO.: PSO/MOGAS92/IMPORTS/073/2017(02).

Dear Sir,

Reference your offer for the supply of Mogas 92 RON vide your letter dated March 06, 2017 during April, 2017. The offer has been accepted for supply of following cargo of MOGAS 92 RON at Keamari/Port Qasim, Karachi on the terms and conditions set out in the Bid documents of the tender opened on March 06, 2017 to be construed as contract at the following C&F prices:

S.No	Period	Firm / Optional	Quantity MT	Product Grade	C & F Price (MOPAG + Premium) USD/BBLs	Discharge-Port
1	April 2017	FIRM	1 x 55,000	MOGAS 92 RON	MOPAG + 1.57	KEAMARI/ PORT QASIM, Karachi
2			1 x 55,000		MOPAG + 1.66	
3			1 x 55,000		MOPAG + 1.69	

The Component "A" of the price is required to be based only on the mean of five days high and low quotations centered on the relevant Bill of Lading ("B/L") date as published in Platt's Asia-Pacific/Arab Gulf Marketscan (APAG) under heading "FoB Arab Gulf" for "Gasoline 92". If there is no publication of Platts under the heading "FoB Arab Gulf" for 'Gasoline 92' on the relevant applicable Bill of Lading date then 2 (two) effective quotations immediately before the relevant applicable Bill of Lading and 3 (three) effective quotations after the relevant applicable Bill of Lading date shall apply.

Notwithstanding anything contained herein or anywhere else, this letter of award, constitute your acceptance of the terms and conditions of Bid Document # 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

Please arrange substitution of Bid Bond with an unconditional and irrevocable Performance Bond for an amount of 5% of the total C&F value of the contract as per the terms and conditions of Bid Document No. 1.

This letter signifies acceptance of your offer and formation of legal contractual relationship between the parties as per terms and conditions in Bid Documents No. 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

For
PAKISTAN STATE OIL COMPANY LIMITED

Zia Mohiuddin
Deputy General Manager – Imports
Cc: M/S Sphinx Trading, Karachi, Fax # +92-21-35683135

Asad Raza Faiz
General Manager – Supply

Pakistan State Oil Company Limited

PSO House, Khayaban-e-Iqbal, Clifton, Karachi-75600, Pakistan,
UAN: 111-111-PSO (776), Website: www.psopk.com



"LETTER OF AWARD"

Mar 09, 2017

REF: PSO/MOGAS92/IMPORTS/073/2017(02)

M/s. TOTSА TOTAL OIL TRADING SA
World Trade Centre 1-10, route de l'Aéroport
Case Postale 276 – CH – 1215 Geneve 15 Aéroport

Attn: Emmanuel Dupla

SUBJECT: SUPPLY OF MOGAS 92 RON BY TOTSА TOTAL OIL TRADING SA DURING APRIL 2017 UNDER CONTRACT NO.: PSO/MOGAS92/IMPORTS/073/2017(02).

Dear Sir,

Reference your offer for the supply of Mogas 92 RON vide your letter dated March 06, 2017 during April, 2017. The offer has been accepted for supply of following cargo of MOGAS 92 RON at Keamari/Port Qasim, Karachi on the terms and conditions set out in the Bid documents of the tender opened on March 06, 2017 to be construed as contract at the following C&F prices:

S.No	Period	Firm / Optional	Quantity MT	Product Grade	C & F Price (MOPAG + Premium) USD/BBLs	Discharge-Port
1	April 2017	FIRM	1 x 55,000	MOGAS 92 RON	MOPAG + 1.59	KEAMARI/ PORT QASIM, Karachi

The Component "A" of the price is required to be based only on the mean of five days high and low quotations centered on the relevant Bill of Lading ("B/L") date as published in Platt's Asia-Pacific/Arab Gulf Marketscan (APAG) under heading "FoB Arab Gulf" for "Gasoline 92". If there is no publication of Platt's under the heading "FoB Arab Gulf" for 'Gasoline 92' on the relevant applicable Bill of Lading date then 2 (two) effective quotations immediately before the relevant applicable Bill of Lading and 3 (three) effective quotations after the relevant applicable Bill of Lading date shall apply.

Notwithstanding anything contained herein or anywhere else, this letter of award, constitute your acceptance of the terms and conditions of Bid Document # 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

Please arrange substitution of Bid Bond with an unconditional and irrevocable Performance Bond for an amount of 5% of the total C&F value of the contract as per the terms and conditions of Bid Document No. 1.

This letter signifies acceptance of your offer and formation of legal contractual relationship between the parties as per terms and conditions in Bid Documents No. 1 & 2 and, our subsequent e-mails pertaining to revision of terms/changes made in the tender documents.

For
PAKISTAN STATE OIL COMPANY LIMITED


Zia Mohiuddin
Deputy General Manager – Imports
Cc: M/S Total Parco Marketing Ltd.


Asad Raza Faiz
General Manager – Supply