

DGH reply to bidder's Query for Limited Tender No.-DGH/MM/MF/Consultancy/025/2015- 16/ENQ-016 for Hiring of Consultancy Study for Marginal Field Offering

Sl No	Part/Volume	Clause No	Subject	Bidder's query	DGH reply
1	Terms of reference/scope of work	1.b	<p>Identify on a global scale companies (Any Oil and Gas Bid Round Company Participants, Service Companies, Investment companies tc).based/operating in (including but not limited to) India, US, Canada, Australia, London and South East / Middle-East Asia who are likely to bid in the Marginal field round based on –</p> <p>b. A review of Oil and Gas Bid Rounds worldwide in the past 5 years – which companies participated, which companies secured acreage etc</p>	<p>In reviewing the scope of work, IHS would appreciate if DGH could consider making point 1(b) a separate item. The rationale for having a separate step, is that since 2000, there has been close to 100 bid-rounds conducted globally. In some bid-rounds, up to 100 companies have participated, and in others only a handful at best. However, where this leads the consultants in terms of this study is a very large set of possible companies to work with and screen down effectively before an even larger assessment in Step 2.</p> <p>The geographical spread of these bid rounds and the associated companies that participated means that IHS would have to undertake considerable amount of analysis in, which would significantly increase both project fees and duration of project, without necessary</p>	<p>The definition of Marginal Field can vary based on the characteristics of the field and geological basin. Marginal Fields are not exploited due to factors such as size of the reserves, commodity price over the project life, development costs, and availability of technology, fiscal regime and overall risk assessment by the operator. Since the target companies /investors for marginal fields may be different than normal bidding for oil and gas blocks, it is prudent to focus on the two types of offering separately.</p> <p>Amendments:</p> <p>The item number 1 (b) is to be carried out but without subjecting to further analysis mentioned in item number 2, 3, 4 and 5 of Annexure –IV</p>

				<p>screening in a big list of companies. Ultimately, companies that invest in marginal field bid-rounds or marginal fields via direct negotiations have a very specific and clear strategy for that area.</p> <p>IHS would therefore appreciate that DGH can revise the scope, whereby item 1(b) is a separate item, and the deliverable a spreadsheet with all bid rounds listed, companies participated, and secured acreage list. This separate item would not form part of the analysis in Step 2 onwards.</p>	
2	Terms of reference/scope of work	2	<p>1. Assessment of companies health: financial and portfolio</p> <p>a) Assess their current financial position – focus on last few quarters</p> <p>b) Summary of exploration/development programmes and stated investment intentions for Asia (possibly India)</p>	<p>As listed above, IHS would appreciate if the scope can be refined such that Step 2 onwards is only focused for companies 1(a), 1(c) & 1(d).</p>	<p>Keeping in Focus the Marginal Field Offering step 2 of scope of work can be concentrated towards Marginal Fields only and likely investors for Marginal Fields by the consultant.</p> <p>As amended in item 1(b) , the item number 1 (b) is to be carried out but without subjecting to further analysis mentioned in item number 2, 3, 4 and 5 of Annexure –IV</p>
3	Terms of reference/scope of work	3	Survey of Companies on Global Scale (Region-wise) regarding their intentions to	IHS would appreciate if clarification is provided on who will design the flyer and provide	It is proposed that DGH will provide inputs for the preparation of the flyer and

			invest in E&P sector in India (particularly in marginal fields) including designing and circulating explanatory Flyer with survey (to be approved by DGH) and then recommendations based on feedback of survey and in-house expertise of the consultant.	all the necessary information for the survey. Given time limitations of the study, it would be in the best interest for all consultants that DGH design the flyer. From IHS perspective, our intention would be to work with the list of companies from 1(a), 1(c) and 1(d), so as to reach out to our client network. However, there is a need to re-iterate there is an element of best endeavors. Companies may choose not to participate in survey or may not want their contact details shared, and as a service provider, IHS needs to respect those boundaries. However, where possible and via best endeavors will do our utmost best to ensure we try to conduct a thorough survey and provide contacts, but as always the other party needs to be a willing participant.	all possible inputs for survey. However, the main responsibilities of designing and circulating explanatory Flyer with survey remains with the Consultant. Amendments: The item number 3 can be read as Survey of Companies on Global Scale (Region-wise) regarding their intentions to invest in E&P sector in India (particularly in marginal fields) including designing and circulating explanatory Flyer with survey with possible inputs from DGH (to be approved by DGH) and then recommendations based on feedback of survey and in-house expertise of the consultant.
4	Terms of reference/scope of work	4	High graded list of companies based on Steps 1, 2 and 3 (List with details of all participating companies included in the study/survey to be provided in order of priority with contact details)	IHS will need to seek approval from companies short-listed in Step 1(a), 1(c) and 1(d) to participate both in the survey or have their contact details shared.	The Consultant will provide the list with details of all participating companies included in the study/survey in order of priority with contact details which will be useful for Marginal Field Offering. No amendments.

5	Time Duration of study	7	<p>22 days from the date of LOA in following manner:</p> <p>Submission of preliminary draft within 15 days from LOA</p> <p>Submission of final report within 22 days from LOA.</p>	<p>Given the time required to execute Step 1-4, IHS believes it is not feasible to deliver a draft report within that timeframe. In particular Step 3 & 4 will take time, and those steps can only be executed once Step 1 and 2 has been completed. IHS would appreciate if DGH can provide extra time for study execution.</p>	<p>The outcome of this study will be one of the guiding factors for launching of Marginal Field Offering. Keeping in view the importance of this study, one week additional time may be considered for time duration of the study.</p> <p>Amendments: In lieu of the present entry read the following for time duration of the study :</p> <p>27 days from the date of LOA in following manner:</p> <p>Submission of preliminary draft within 22 days from LOA</p> <p>Submission of final report within 27 days from LOA.</p>
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Note: The shaded texts are amendments/modifications in the tender documents. Bidders are requested to take print out of this document and enclose a signed copy of this document along with their bid as a token of having noted the amendments/agreed for the clarifications for the above mentioned tender document.

HOD (MM)