



From: <b>T. Alaei</b>	Our Ref. No.:
To:	Date:
Attention:	
Tel.:	
Fax:	

**Subject: Invitation to BID (ITB) for EPCC “Combined Steam and Power Generation Plant”**  
**Mokran ABNIROO COMPANY, Chabahar, Iran**

Dear Sir,

MOKRAN ABNIROO COMPANY (MAN) of Iran, invites your esteemed company to BID for the subject project.

Mokran Petrochemical Complex will be constructed in three phases, Bidder shall provide “Build Lease Transfer” (BLT) proposal which encompasses the EPCC for first phase of the project but the provisions for expansion of the plant to phases 2 and 3 shall be considered,

The Plant shall be designed considering the following cases:

Table-1: Steam Requirement Summary

Flow (ton/hr)	Phase -1		Phase -2		Phase - 3	
	Normal	Max/Peak	Normal	Max/Peak	Normal	Max/Peak
HP Steam*	157	679	625	1046	1177	1628
HHP Steam**	-	-	574	618	609	688

(\*) In the HP steam production, the steam requirement for dearator also is considered.

(\*\*) HHP Steam requirement is estimated value which shall be verified by EPC Contractor of the Unit.

Table-2: Power Requirement Summary (site rated)

Stream (MW)	Phase -1		Phase -2		Phase - 3	
	Normal	Max/Peak	Normal	Max/Peak	Normal	Max/Peak
Power	226	280	625	694	868	998

(\*) The power requirement of “Combined Steam and Power Generation plant” is not included in the above figure.



Table-3: BFW Requirement Summary

Flow (ton/hr)	Phase -1		Phase -2		Phase - 3	
	Normal	Max/Peak	Normal	Max/Peak	Normal	Max/Peak
BFW to Petrochemical Units	-	-	170	220	334	348
BFW to HRSGs**	159	689	1215	1688	1811	2349

(\*\*) BFW to HRSGs is estimated value which shall be verified by EPC Contractor of the Unit.

Note1: The figures of each phase is cumulative value of previous phase(s).

Enclosed with this letter please find a CD which contains electronic files of our Tender Document in three sections including:

1. instruction to Bidders
2. Preliminary conditions of Contract (just for consideration)
3. appendices to Contract (appendix 1 through Appendix 12)

The contract shall be awarded to an Investment group which has partnered up with Engineering ,procurement ,construction and commissioning company(EPCC) (ies).

In case which you participate as Consortium in this BID, all members of the Consortium must have been approved by the OWNER prior to submission of the proposal and further, all Iranian and Non-Iranian partners of the Consortium shall be jointly and severally responsible to OWNER as CONTRACTOR under the CONTRACT.

## 1. Scope of Work

The scope of the WORK is inclusive of the following activities:

- 1.1 Granting of know-how (if any)
- 1.2 Performing Basic Engineering
- 1.3 Performing Detail Engineering
- 1.4 Procurement and supply of Equipment and Materials
- 1.5 Performing Construction, Erection and Pre-commissioning
- 1.6 Performing Commissioning , Start-up and Performance Test(s)
- 1.7 Training of the OWNER'S personnel, in the reference plant(s)
- 1.8 Arranging financing facilities for contract prices
- 1.9 Lease the facility back to the OWNER for a period of 5 years
- 1.10 Transfer the facility back to the OWNER after lease has been paid.



## 2. Eligibility Criteria

In order to be deemed eligible by the owner BIDDERS must comply to the following conditions

- i. The Bidding Firm/ Joint Venture/ Consortium shall have average Annual Turnover of not less than \$100,000,000 (hundred million US Dollars) amount for foreign bidders for the preceding 5 financial years.
- ii. The firm/Joint Venture/ consortium, individually or in combination, shall have experience in the field PLANT construction.
- iii. Bidders must be able to:
  - a) Bring forth an equity equivalent to 10 percent of their quoted price, the source of this fund must be shown and approved by eligible authorities.
  - b) Able to source fund from other means taking into account that the client is willing to provide equity in the region of 5(five) percent of the contract price.
  - c) Be able to provide verification for their proposed source of funds:
    - i. If the BIDDER wishes to uses its own funds, then bank statement will be required.
    - ii. If the BIDDER wishes to use foreign finance, then a letter from the respective Export Credit Agency declaring that they will be willing to provide funds for this project must be provided.
    - iii. If the BIDDER wishes to raise funds via Project Fund in the Stock Exchange, then a letter from a broker stating their willingness and means of doing so must be provided.
    - iv. If the BIDDER wishes to obtain a loan from the Iranian National Development Fund, then a letter from an Agent Bank stating that they have evaluated the BIDDER's BLT proposal and that they would be willing to present their project to the fund must be obtained.
    - v. If the BIDDER wishes to use means other than those outlined above they will have to provide appropriate verification accordingly.

## 3. Bid Process

The bidding for the project would be in Two Stages submission comprising three steps evaluation system. First submission stage (this tender) would be for pre-qualification of BIDDERS based on eligibility criteria.

Second Submission of tender consist of 2 steps, First step would be evaluation of technical and commercial parameters of the specified pre-qualified BIDDERS based on their bids containing the details of (engineering, construction, operation and maintenance) the Plant. Second step would be the evaluation of financial bids of techno-commercially qualified BIDDERS.

If the financial scheme presented in the Financial Proposal has a bearing on the technical proposal this must be reflected and stated in the technical and requalification envelopes. For example if proposed scheme requires the purchase of



equipment from outside the vendor list, this must be noted in the financial proposal and also adhered and reflected in the technical and pre-qualification proposals.

#### **4. Risks and Liabilities(Head lines)**

All risks and liabilities arises of BLT CONTRACT including but not limited to following will be Precise in Terms and condition in Stage two of this bid

Penalties and fines may be arises from construction delays

Penalties and fines may be arises from breach of financial commitments

Penalties and fines may be arises from defer payment of rent

Definition of any Guarantees and Insurances Though construction and operation phases

#### **5. Location of the Plant**

The plant will be located inside battery limit of the Mokran Abniroo Company in the land allocated in the Mokran Petrochemical Complex in Chabahar in Sistan Baloochestan province in South East of Iran.

#### **6. Utilities of the PLANT**

The utility required for the plant shall also be supplied at B.L., from a centralized facility.

#### **7. Bid Bond**

A Bid Bond / Guarantee is required for Bidding on this Project. The relevant terms are defined in Instruction to Bidders. The Bid Bond shall be furnished for an amount of Euro 3,000,000 or its equivalent Iranian Rials based on exchange rate of exchange offices approved by Central Bank of Iran.

The form of the Bid Bond /Guarantee is given as "Bid Form C4" of Instruction to Bidders, and it shall be initially valid for 12 Months from the Date of submission of Bid. The Bid Bond may be submitted by Iranian and Non-Iranian partners in parts proportional to the value of their respective portions of the WORK. The Bid Bond, which will be issued by any Iranian Bank such as Bank Melli Iran, should be delivered along with unpriced commercial proposal in a separate sealed envelope and marked as "Bid Bond for Combined Steam and Power Generation Plant of Mokran Abniroo Company, Iran".

#### **8. Cost of Bidding**

Bidders shall prepare and submit their proposal on their own costs and expense and such costs and expenses shall not be compensated by OWNER in any case whether their Bids are accepted or rejected by OWNER.

#### **9. Bid Closing Date**



Closing Date for submission of Technical, Contractual, Commercial including Priced and Unpriced Commercial Proposals and Bid Bond as well, is ....., 2014. The Bidders are requested to submit their proposals in due date including electronic files (such as CD) as well.

#### **10. Priced Commercial Proposal**

Bidders are strictly required to submit their "Priced Commercial Proposals" in a separate and sealed envelope to OWNER marked "Priced Proposal, Confidential".

#### **11. Table of Prices (applicable to stage two of bid)**

The Bidders are required to quote their proposed prices for the Iranian and Non-Iranian portions of the WORK under the CONTRACT in the form of the Table as defined in ITB forms-

#### **12. Visiting Iranian Companies**

In case the Non-Iranian Bidders are interested to visit the Iranian Engineering and Construction Companies, OWNER will assist them to obtain necessary visas on Bidder's request.

#### **13. Acceptance of Proposals**

With the regard to item 15 of the Instruction to Bidders, OWNER reserves the right to accept or reject any of the Proposals, at its sole judgment and discretion without any explanation to any one of the Bidders.

#### **14. Corresponding during Bid Stage**

All bidders are requested to communicate all corresponding to following contact person during bid stage. Also all replies will be submitted from the nominated contact person:

Mr. ....

Finally we will be pleased to provide the Bidders with any other supplementary information or clarification that may help them for their effective proceeding with their commitment for bidding on this Project. However, all communications for such clarifications and information should be conducted in writing through letter and/or fax.

Further, the Bidders are requested to confirm the receipt of these documents at their earliest by fax.

**Best regards,**

**T. Alaei**

**Managing Director**



شرکت آب نیروی مکران  
منطقه چابهار  
(سهامی خاص)

**Mokran Abniroo Co**