

HINDUSTAN PETROLEUM **CORPORATION LIMITED**

EOI No. RET/ARB/MS/EOI/01

“Expression of Interest” (EOI) for setting up Allied Retail Business facilities at available space in Retail Outlets (Petrol Pumps) on a pan India basis.

Issued By

DGM ARB & Loyalty Cards
RETAIL SBU,4th FLOOR
HINDUSTAN BHAVAN
8,SHOORJI VALLABHDAS MARG
BALLARD ESTATE
MUMBAI-400001.

Price- Nil.

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HINDUSTAN BHAVAN
8,SHOORJI VALLABHDAS MARG
BALLARD ESTATE
MUMBAI-400001.
M:9167782992

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Hindustan Petroleum Corporation Limited

Invites Expression of Interest (EOI) for starting Allied Retail Business at available space in Retail Outlets (Petrol Pumps) across Pan India through its website www.hindustanpetroleum.com from prospective businessmen/companies for the proposed businesses as mentioned here under:

Sr. No.	Particulars	Description
1.	Name of EOI	Allied Retail business at available Spaces in Retail Outlets (Petrol Pumps) across India
2.	EOI No.	RET/ARB/MS/EOI/01
3	Portal for downloading Application	EOI & Application can be downloaded from www.hindustanpetroleum.com online submission of documents in Govt e-procurement web site : http://eprocure.gov.in/cppp
4	Qualification criteria	Please refer clause: Eligibility Criteria.
5	Due date for submission:	As per Tender calendar
6	Opening of EOI	As per Tender calendar
7	Application fees and EMD	Nil. There is no Application Fee & EMD for this EOI.

Business Opportunities at Retail Outlets (Petrol Pumps) of Hindustan Petroleum Corporation Limited for Allied Retail Business

Hindustan Petroleum Corporation Limited , a fortune 500 company, is operating more than 14000 Retail Outlets across India in various categories including Retail Outlets in rural areas and other prominent places in cities and towns, at locations where there is enormous business potential of Allied Retail Business.

BACKGROUND AND PURPOSE

A Retail Outlet is a business center having a very high foot fall, good ambience, high visibility, better approachability and professional management. These Retail Outlets provide opportunity for host of businesses activities besides sale of Petrol, Diesel and Lubricants. There are several success stories of thriving businesses, such as Restaurants, ATMs, Service stations, Automobile accessories and various other products and services doing roaring business at Retail Outlets.

Hindustan Petroleum Corporation Limited wishes to offer space/ARB Infrastructure available at its Retail Outlets for other business activities, broadly identified as Allied Retail Businesses to prospective alliance partners for providing customer convenience through services like Take Away Food Counters, Convenience Stores, ATMs, automobile services and other consumer Retail services to our valued customers. These activities should conform to the explosive rules and regulations and in compliance with other statutory requirements

4. Opportunities/Prospective Businesses and Available Spaces

We have 14000+ Retail Outlets across Pan India covering 62 Regional Offices.

The list of such 578 identified Retail Outlets (Petrol Pumps) is as attached in Annexure I.

The number of proposed Retail Outlets where spaces are available for businesses is given below along with an illustrative list of business opportunities likely at petrol pumps.

Proposed Activities	Area in sqft	No. of Sites
ATMs, Courier Collection Centre, Touch Points, Insurance Branches, Ice Cream Parlours, Juice Shops, C-stores, Farm Equipment Stores, CSC Centres, Money Transfer, Other Products and Services Store (like Aadhar Card, Insurance and other gamut of Services), Water ATMs, Agri Advisory services, Jan Aushadhi Centres, Packaged Drinking Water stores etc. Snacks Counter, beverages counter, multi product kiosks, product display kiosks etc.	<150	423
Take Away Food Counter, Branded Shoppe, Vehicle Care Centres, Farm Equipment, Weigh Bridges, Repair Shops, Tyre/Battery Shop, BikeWash Stores, Pharmacy Stores etc.	150-500	96
QSR/Dhaba, Branded Shoppee, Kisan Seva Kendra, C-stores, e-Commerce Warehouses, Auto Service stations, Weigh Bridges, Tyre/Battery Shop, Car Wash etc.	500-1000	28
QSR/Dhaba, Branded Shoppee, Kisan Seva Kendra, C-stores, e-Commerce Warehouses, Tyre/Battery Shop etc.	>1000	53

****The above is an illustrative list only and any other opportunities, which can be successfully carried out at Retail Outlets (Petrol Pumps) can also be considered, subject to compliance with explosive rules and regulations.

EOI application is to be submitted to HPCL HQO on line in the Govt e-procurement web site : <http://eprocure.gov.in/eprocure/app>.

5. Contact Details and Last Date of Submission

All addresses of HPCL Zonal Offices/HQO along with contact details of the officers are mentioned below:-

Zone	States Covered	ZONAL COORDINATOR NAME	E-mail ID	MOBILE NO.
EAST HPCL East Zone Office, Purbanchal Bhavan 771, Anandapur, OFF EM BY PASS Kolkata - 700107	West Bengal, Jharkhand, Odisha, Chhatisgarh, Sikkim, Meghalaya, Assam	SARAT CHANDRA BEHERA	sbehera@hpcl.in	943 755 7881
WEST HINDUSTAN PETROLEUM CORPN LTD 2nd FLOOR, R & C BUILDING SIR J J ROAD , BYCULLA MUMBAI - 400008	Maharashtra, MP and Goa	VIJAY KUMAR PATEL	vkpatel@hpcl.in	977 147 8200
NORTH HPCL, 8th Floor, North Tower, Scope Minar Complex, Laxmi Nagar, Delhi - 110092	Delhi, Punjab, Haryana, J&K, HP	SIDDHARTHA MISRA	misras@hpcl.in	897 965 3377
SOUTH HPCL , THALAMUTHU NATARAJAN BLDG 4th FLOOR GANDHI IRWIN ROAD POST BOX 3045 EGMORE CHENNAI - 600008	Kerala,Tamil Nadu, Pondicherry	H S NARAYANAN	hsnarayanan@hpcl.in	984 026 6166
NORTH WEST Hindustan Petroleum Corp. Ltd. First Floor, Alpha Bazaar Near Thakurjibhai Desai Hall, High Street - 1, Law Garden Ahmedabad - 38000	Gujarat and Rajasthan, Daman & Diu	VINEET POHANI	vineetpohani@hpcl.in	897 962 1809
NORTH CENTRAL HPCL, 1,NEHRU ENCLAVE, GOMTI NAGAR, LUCKNOW - 226010	Uttar Pradesh, Bihar and Uttarakhand	SUNIL MALHOTRA	sunilmalhotra@hpcl.in	800 491 0226
SOUTH CENTRAL HPCL Parisrama Bhavan, 7th floor Fateh Maidan Road Basheerbagh, Hyderabad Hyderabad - 500004	Andhra Pradesh, Karnataka and Telangana	S S PATIL	Sspatil@hpcl.in	703 299 2919
HQO Mumbai		SONIA BHATIA	soniabhatia@hpcl.in	900 495 2026

	All India	S. MAHESH KUMAR	maheshhp@hpc l.in	944 849 1914
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6. FORMAT OF APPLICATION FOR ALLIED RETAIL BUSINESS AT RETAIL OUTLETS (PETROL PUMPS)

*(Fields marked * are mandatory)*

1. *Name of Company/Agency.....

2. *Registered Office Address.....

Telephone No.

*E-mail ID: *Mobile No.

3. Local Branch Details (optional, if application is from Branch):

Address:

E-mail ID: Mobile No.

4. * Constitution of Firm / Company

Sole Proprietorship Concern

Partnership Firm

Public Ltd. Company

Private Ltd. Company

5. * Contact details of Key Personnel:

Name & designation.....

Contact No.....

6* Business proposed (Full details of type of business proposed)

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7. *List of Retail Outlets (Petrol Pumps) at which business proposal is applied for (Refer Annexure I) : to be attached along with the EOI Application

8. Catalogue / literature along with details of Services & facilities to be furnished (May be submitted as an Annexure to the EOI Application)

(The applicant should submit physical copies of the application, list of Retail Outlets and other attachments (if any) to respective HPCL Zonal/HQO Offices.)

I / We certify that the information given above is true to the best of our knowledge.

I /We also understand that if any of the information is found incorrect, our EOI application shall be liable for rejection.

Signature of applicant:

7. ELIGIBILITY CRITERIA

This EOI invites to submit the proposal to have alliance for operating businesses at the Retail Outlets (Petrol Pumps) which meet the following criteria:

7.1 Individual/Companies are eligible for Allied Retail Business subject to valid registration and license to sell the product/services from the concerned statutory authorities.

7.2 Individual/Companies should have minimum 1 year experience in sale of the product/ Services. Start Ups as defined under purpose of Government schemes not meeting the above criteria would also be eligible for Allied retail Businesses to provide an impetus to the Startup movement if found capable of carrying out the business.

7.3 Individual/Companies should also have a registered store/facility in at least two or more Districts in India. Average turnover of such stores/facilities should be minimum INR 6 lacs per annum.

8. Terms and conditions

8.1 Alliance tie up will be done on the basis of Fixed Signage Fee (Rental)/ Revenue Share/ a mix of both signage fee (rental) and revenue share or any other appropriate basis.

8.2 Service Tax/ GST or any other taxes as per statute shall be over and above the signage fee/revenue share.

8.3 Electricity and water charges will be borne/reimbursed by the respective ARB partner.

8.4 Entire operation shall be managed by the ARB partner /their franchisee at their own risk and cost, including provision of manpower, material, equipment and money Without any liability on part of the Corporation.

8.5 All statutory licenses including trade license /health etc. required for running the Allied Retail business shall be obtained by the alliance partners at their own cost. All other Statutory requirements for the manpower provided by the alliance partner such as PF, ESI etc are to be observed by the alliance partner.

8.6 Payment schedule may be mutually decided against the commercials on yearly, half yearly, Quarterly or monthly basis as per agreement with the alliance partner with a penalty clause for payment default.

8.7 It is to be ensured that the setup of these facilities should not obstruct the general operation area of the retail outlet and are in line with the explosive approved Guidelines.

8.8 Agreements with alliance partner shall be signed, wherever required in conformity with mutually agreeable terms and conditions.

8.9 The service/ product offered must be in compliance to the statutory guidelines by the Explosives department and the policies of the Corporation.

8.10 After receipt of EOI Applications (in the format as specified above), the same will be evaluated by HPCL as per Corporation policy.

8.11. The list of Retail outlet vacant spaces specified in Annexure I is dynamic since HPCL already has corporate tie-ups with various partners and the availability of spaces is subject to change from the time of publishing this EOI and the last date of submission.

9. RIGHT TO REJECT ANY OR ALL PROPOSALS

Notwithstanding anything contained in the EOI, Corporation reserves right to accept or reject any proposal and to annul the selection process and reject all proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment without assigning any reasons thereof.

10. Restriction on transfer of rights

The rights and liabilities will not be assigned or transferred (fully or partially) by the applicant, to any person, firm, organization. Transfer of assignment or subletting is also not permitted.

11. Flexibility

The Corporation invites any other feasible model for Allied Retail business and is open for discussions/ suggestions, if any at any of the addresses as mentioned above.

12. Disclaimer

12.1 The purpose of this EOI document is to provide the information on desired Allied Retail Business Retail businesses at the Retail Outlets (Petrol Pumps).

12.2 The applications are invited for doing Allied Retail Business at the Retail Outlets in line with the rules and regulations, as specified by the explosive department and HPCL.

12.3 HPCL makes no representation or warranty of allotment of doing business at a particular Retail Outlet and shall incur no liability under any law or completeness of the EOI Application.

12.4 HPCL may select offers for doing Allied Retail Business from the proposals received in response to the EOI as per laid down objectives.

12.5 HPCL is not bound to accept any proposal and reserves the right to annul the selection Process without assigning any reason at any time prior to contract or sign an MOU, without thereby incurring any liability to the applicants (Individuals/ Companies).

12.6 Applicant must submit the detail information as desired in the prescribed format in the Format of application for ARB business at Retail Outlets.

12.7 It may be noted that HPCL is not bound to respond to all queries raised by the Prospective respondents or to assign any reason thereof.

12.8 HPCL reserves the right to accept all or one or more offer and the same way HPCL reserves right to reject such offer(s) without assigning reason thereof.

=====End =====

