



Petronet LNG Limited
New Delhi

Sub: Approval for award of contract for Procurement of Four (04) Gas Detector for 04 LNG Dispensing Stations.

1. Background

Reference is made to the approval note dated 10th June 2025 (copy attached as **Annexure-I**), wherein administrative approval was sought for carrying out the subject works on nomination basis and to negotiate with M/s Tritech for Procurement of Four (04) Gas Detector for 04 LNG Dispensing Stations.

In accordance with above notes, Negotiating Committee (NC) comprising of following members from User-SSLNG, Finance & C&P was formed to negotiate with M/s. Tritech:

1. Mr. Karan Manchanda, Sr. Manager (Marketing)
2. Mr. Sachin Aggarwal, Dy. Manager (F&A)
3. Mr. Sanjay Gandhi, Sr. Manager (C&P)

Accordingly, NC invited M/s Tritech for negotiations through a virtual meeting (MS teams) vide email dated 25th June 2025 against their initial proposal submitted vide letter ref no. TMS/QT-0158/25-26/R2 dated 27th May 2025 (Attached as **Annexure-II**).

2. Price Negotiations

The Negotiation committee had detailed discussion with M/s Tritech on quoted price during virtual meeting held on dated 25th June 2025.

M/s Tritech submitted the revised proposal on 26th June 2025, The revised rate are for door delivery inclusive of freight, packing / forwarding and transit insurance. M/s Tritech shows their inability to reduce the price because of dollar rate enhancement

Item	Total Amount Quoted in INR excl. of GST	Negotiated price
	Before Negotiation	
Procurement of Four (04) Gas Detector (Riken Keiki Multi Portable Gas Detector, ModelGX-3R-Type-D) HSN Code:90271000 For LEL & Oxygen Detection	INR47500/- Per Unit Total: INR 1,90,000	INR47500/- Per Unit for Door Delivery with transit insurance

3. Payment terms

- 100% payment for the Riken Keiki Multi Portable Gas Detector will be released within 15 working days after the receipt of the material at respective PLL sites and duly certified by OIC /PLL representative and on submission of Tax Invoice.
- i. Payments will be made through e-payment directly to the Supplier's Bank account.
- ii. Release of on account payment shall be subject to the Supplier fulfilling the following conditions:
Acceptance of Letter of Acceptance by the Supplier
- iii. Submission of necessary invoice(s) for payment.
- iv. Submission of Bank Account Details as per PLL Format

4. Float through SAP Ariba

The proposal was floated on SAP Ariba on 26th June 2025 for getting the quote on system with event closure date of 30th June 2025 15:00 Hrs. M/s Trittech has quoted the same price in SAP Ariba system. (Attached as **Annexure-III**).

5. Contract Duration

The contract duration shall be 30 days from the date of issue of Service order or as extended by Officer-in-charge (OIC). The above rates shall remain firm for the entire duration of the contract.

6. Delivery and Completion Period:

The Contractor shall deliver the required materials at each site within 15 days from the date of issuance of the PO.

7. Warranty

The warranty shall be as per OEM

8. Budget Availability

The Budget for the subject project is available under the capex budget of SSLNG. It may be noted that administrative approval was received under DOA clause 6.1.1 (i). All payments shall be made from PLL, Head office.

9. Recommendation

Based on the above deliberations, the Negotiation Committee recommends award the Contract to M/s Trittech for Procurement of Four (04) Gas Detector for 04 LNG Dispensing Stations on a

nomination basis at total price of Rs. 1,90,000 /- (Indian Rupees One Lakh Ninety Thousand only) at door delivery plus applicable taxes .

Approving Authority with DOP/DOA clause	GGM & President (Marketing) & DOA clause 6.1.3.(v) (a)
Name of the party for issuance of Service order	M/s. Tritech
Service order Value excluding GST	INR 1,90,000
GST amount	INR 34,200
Total financial implication including GST	INR 2,24,200
% below estimate	% to administrative approval.
Capex Budget SSLNG	SSLNG 900219, 900220, 900221, 900222
Approved Purchase Requisition (PR) number	40001901

Submitted for approval under DOA clause 6.1.3.(iv).

Karan
Karan Manchanda
 Sr. Manager (Marketing)

Sachin
Sachin Aggarwal
 Dy. Manager (F&A)

Sanjay
Sanjay Gandhi
 Sr. Manager (C&P)

~~GM (F&A)~~

~~GGM & President (Marketing)~~

Mr. Karan Manchanda shall be EIC.

- Enclosure
1. Administrative Approval (Annexure I)
 2. Negotiated price confirmation e mail (Annexure II)
 3. Price Bid (Annexure III)

Date: 02nd June 2025

Administrative approval for the procurement of Portable Gas Detector for 04 LNG dispensing stations.

Background:

PLL is working to develop LNG dispensing infrastructure in India. In this regard, PLL has developed 04 LNG dispensing stations co-located at IOCL existing ROs: three located in Tamil Nadu (Hosur, Irugur, and Namakkal) and one in Karnataka (M. K. Hubli).

PLL has already commissioned these stations with LN2 and is in the process of charging LNG upon liquidation of safety audit points, which are being carried out by the respective organizations (IOCL Retail, PLL and IOCL BG-Cryogenics).

Procurement of Portable Gas Detector:

Before initiating LNG charging, it is essential to ensure the safe execution of operations and maintenance activities, especially during critical activities such as unloading LNG from tankers and filling LNG vehicles. To ensure the highest standards of operational safety, it is required to detect and monitor the concentration of natural gas, especially around dyke and unloading platform area. These include, but are not limited to, areas surrounding flanges, valves, pipelines, storage tanks, and designated loading/unloading points. Their integration into routine safety checks and maintenance workflows will provide a reliable safeguard against gas-related hazards, thereby protecting personnel, assets, and the environment.

Accordingly, the use of a portable gas detector is essential. In addition to enhancing workplace safety, its procurement is recommended by IOCL BG-Cryogenics for inclusion under Tools & Tackles at LNG dispensing station (the list of required tools & tackles for the LNG dispensing station recommended by IOCL BG-Cryogenics is attached as *Annexure-1*).

Recommendation:

PLL Dahej Terminal has previously procured a Riken Keiki Multi Portable Gas Detector, Model GX-3R (Type D) through PO (4500013731) dated 24th December 2022 from M/s Trittech at Rs. 46,000.00 (plus taxes) per detector (copy of PO is attached as *Annexure-2*).

In view of the recommendation from the Dahej Terminal on their satisfactory experience with the quality and reliability of the Riken Keiki Multi Portable Gas Detector (refer to email attached as *Annexure-3*), it is proposed to procure the same make and model (Riken Keiki, GX-3R: Type D) for the PLL's 04 LNG dispensing stations. The product catalogue is attached as *Annexure-4*.

M/s Trittech has currently quoted the rate of Rs. 47,500.00 (plus taxes) per detector, which seems reasonable considering the same detector was supplied to PLL Dahej Terminal in 2022 at Rs. 46,000.00 (plus taxes) i.e., an increase of approx. 3.3% only.

In view of the above and considering the urgent requirement of LNG charging, it is proposed to procure 04 portable gas detector (01 for each station) from M/s Trittech at the earliest to ensure safe operations and their timely availability at all 04 LNG dispensing stations.

Negotiation Committee:

For the procurement process, the negotiation committee consisting of the following members has been proposed as per discussions with HODs of relevant departments:

1. SSLNG (User department) – Mr. Karan Manchanda, Sr. Manager
2. C&P department – Mr. Sanjay Gandhi, Sr. Manager
3. Finance department – Mr. Sachin Aggarwal, Dy. Manager

Approval for the award of work will be taken separately by the committee post negotiation.

Financial Implication:

The Budgetary Quotation taken from Trittech is enclosed as *Annexure-5*, wherein the M/s Trittech, has quoted the rate of Rs. 47,500.00 (plus taxes) per detector. The estimated cost to procure 04 portable gas detector (01 for each station) based on the quotation will be approx. INR 1.95 lacs (plus taxes) including freight and P&F charges. The budget for the procuring the portable gas detector is in SSLNG Capex budget.

Approval Sought:

In view of the above and considering the urgent requirement to ensure safe operations, along with the recommendation for the Riken Keiki Multi Portable Gas Detector, Model GX-3R (Type D) from PLL Dahej Terminal, administrative approval is hereby sought from GGM & President (Marketing) for the formation of a negotiation committee and procurement of 04 portable gas detectors for 04 LNG dispensing stations on a nomination basis from M/s Trittech for the total estimated financial implication of approx. INR 1.95 lacs (plus taxes), under DOA clause 6.1.1(i).

Submitted for kind approval please.



Rankaj Rana
Dy. Manager (SSLNG)

Karan
Sr. Manager (Marketing)

GM (E&A) *for contract*
Gyamenbrahmane
09/06/2025
GGM & President (Marketing)

For necessary action:

CGM & VP (C&P)

Vijay Bhusari
10/06/2025

Sr. Manager (C&P)

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Re: Fw: Submission of revised reduced rate for procurement of Gas Detector for 4 LNG Dispensing stations.

S Sandhya <neelam@tritech.in> Thu 6/26/2025 12:34 PM
To: Rankaj Rana
Cc: Sanjay Gandhi; Karan Manchanda; Sachin Aggarwal; Apurv Upadhyay; N

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Sir,

Good day!

Thank you for your email.

We would like to inform you that the price has increased due to the appreciation of the dollar rate. Therefore, we regret to inform you that further discounts are not possible at this time.

However, as a special consideration, we are pleased to offer door delivery inclusive of transit insurance.

We hope this meets your requirements, and we look forward to your confirmation.

Regards,
Sandhya.

TRITECH

121, Veena Industrial Estate
Opp. Fitwell House, LBS Marg
Vikhroli (West), Mumbai-400083
Bharat.

PH : 91-22- 67969990, 25777288

Email : neelam@tritech.in sales@tritech.in, info@tritech.in

Website : www.tritech.in

--- On Thu, 26 Jun 2025 11:57:18 +0530 Rankaj Rana <rankaj@petronetlng.in> wrote ---

Dear Sir/Ma'am,

Pls do the needful as per the trail email at the earliest.

Regards,
Rankaj Rana
M: +91-9873883770

From: Contracts and Procurement <cnp@petronetlng.in>

Sent: 25 June 2025 05:47 PM