

BakerTech Equipments Pvt Ltd

Technical & Commercial Bid for Supply of Heat Exchanger
(Shell & Tube)

Bid Reference: BT-BID-HEX-2025-05

Submitted to: IMC Upstream Processing Plant Project

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Company Profile

BakerTech Equipments Pvt Ltd is a globally recognized engineering and equipment supply company specializing in oil & gas processing plants. For over four decades, we have supported upstream and midstream operators with innovative technologies, delivering over 200 successful projects worldwide. Our headquarters is supported by state-of-the-art manufacturing facilities in India, Europe, and the Middle East, with over 5,000 employees dedicated to engineering excellence. Our organization follows strict quality and safety standards, holding certifications such as ISO 9001:2015, ISO 14001, and OHSAS 18001. We are also fully compliant with ASME and API requirements, and our facilities are approved to deliver critical pressure equipment, compressors, heat exchangers, and pump packages.

Our research and development team continuously innovates in the areas of material science, digital twins for plant operations, and energy-efficient equipment. With a focus on sustainability, our equipment designs are optimized for reduced energy consumption and extended lifecycle. Over the last decade, we have implemented projects for Shell, BP, ONGC, and ADNOC.

Technical Proposal

We propose to supply the Heat Exchanger (Shell & Tube) with a rated capacity of 50,000 BPD (Crude Pre-heater). The material of construction selected is SS316, chosen specifically for durability, corrosion resistance, and compliance with IMC specifications. The equipment has been designed with safety and efficiency as core priorities. Advanced computational fluid dynamics and finite element analysis were used during the design stage to ensure robust performance under fluctuating operating conditions. Each component undergoes rigorous non-destructive testing (NDT), hydro-testing, and quality checks before dispatch. The proposed equipment complies with API, ASME, and ISO standards, ensuring seamless integration with the IMC processing plant. Our modular design approach minimizes site installation time, reducing project risks and costs.

Equipment	Heat Exchanger (Shell & Tube)
Capacity	50,000 BPD (Crude Pre-heater)
Material of Construction	SS316
Delivery Timeline	20 weeks
Warranty	12 months from commissioning

Scope of Supply: - Main equipment package - Skid-mounted assembly with auxiliaries - Instrumentation & control systems - Erection and commissioning supervision - Spare parts for 2 years of operation

Exclusions: - Civil foundation works - Electrical cabling outside skid boundary - Third-party inspection beyond agreed scope

Commercial Proposal

The total price for the proposed package is \$850,000 on a CIF basis to the IMC site. This includes freight, marine insurance, packing, and documentation. Local taxes and duties, if applicable, are excluded and shall be borne by IMC. The quotation is valid for 90 days from the date of submission. All payments are to be made as per the agreed payment terms.

Equipment Price	\$850,000
Freight & Insurance	Included
Installation Support	Included
Payment Terms	25% advance, 75% before dispatch
Quotation Validity	90 days

Delivery & Logistics: The delivery schedule is 20 weeks from the date of purchase order. Our logistics division will ensure safe transport using multimodal shipment. Equipment will be packed in seaworthy containers, with shock-proofing and anti-corrosion measures for offshore conditions. A dedicated logistics coordinator will provide regular shipment updates.

Annexure: Compliance Matrix

IMC Requirement	Vendor Compliance	Remarks
API / ASME Certification	Complied	All equipment certified
Design Pressure & Temperature	Complied	Verified against IMC spec
Material Specifications	Complied	SS316
Delivery Schedule	Complied	20 weeks
Warranty	Complied	12 months from commissioning

Warranty & After-Sales Support: The equipment is warranted for the period mentioned, covering manufacturing defects, performance guarantee, and replacement of faulty components. Our service engineers are available 24/7 to support commissioning and operation. Additionally, we provide training to IMC's operations team for routine maintenance and troubleshooting. For further details, please contact: Procurement Department, BakerTech Equipments Pvt Ltd Email: procurement@bakertechequipmentspvtltd.com Phone: +91-22-12345678