

## EXPRESSION OF INTEREST FOR BUSINESS SHARING

Bharat Pumps Compressors Ltd., Naini, Allahabad, a Govt. of India Enterprise is looking for business sharing by working jointly using the expertise of each other for expanding business opportunities and entering into new business area based on area of competence of parties joining hands. BPCL may go for long terms tie-up/MOU and also back to back arrangement on project and case to case basis.

Through this website advertisement BPCL is seeking expression of interest from Indian as well as global players both from Govt. as well as Private sector parties for mutual business sharing to enhance jointly the range and capability to take up new jobs and entry into new areas. At present BPCL is looking for business sharing in following areas:

1. To enhance the product base and range by tie-up with other global original equipment manufacturers of engineering products mainly Reciprocating Pumps, Compressors, and its related accessories.
2. Service Providers for complete Refurbishing, system integration and maintenance work at various installation sites in India for
  - (i) Pumps, Compressors.
  - (ii) Motor, VFD other electrical items.
  - (iii) Panel for motor and Panel for equipment instrumentation, complete Refurbishing along with supply of all instruments accessories and Erection / replacement work.
3. Agencies involved in export of engineering products like pumps and compressors.
4. Consultancy in the area of Bench Marking of our products, Productivity, Market share etc
5. Analysis, calculation and solution providers for
  - i) Mechanical Design calculation based on ASME & Nuclear Codes.
  - ii) CFD based performance optimization calculation for Centrifugal pumps.

- iii) Computer based calculation for seismic, analog, critical speed and various design analysis calculations.
  
- 6. For doing part or full LSTK and system integration work.
- 7. For off-loading machining job to BPC on rate contract basis.
- 8. For supply of Non API Pumps for Sea water application, and other special duties.
- 9. Design and engineering support provider for pumps, compressors, electrical and instrumentation design.
- 10. Supply of CNG Cascade for City Gas Distribution system.

Our company BPC, Naini, Allahabad is engaged in manufacturing and supply of heavy duty Centrifugal Pumps, Reciprocating Pumps, Reciprocating Compressors and High Pressure Seamless Industrial/CNG Gas Cylinders and Cascades to cater the need of Oil Exploration and Exploitation, Refineries, Petro-chemicals, Chemicals and Fertilizers, Power (including Nuclear Power) sectors and other process downstream industries.

Against above notice the Expression of Interest can be submitted at following address latest up to 15<sup>th</sup> of Sept. 2011 -

Dy. General Manager (MKTG-New Business)  
Bharat Pumps & Compressors Ltd.,  
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