

OIL AND GAS REGULATORY AUTHORITY
Request for
EXPRESSION OF INTEREST
Under Regulation 3(B) of The PPRA Regulations of Consultancy Services Regulation 2010

SELECTION OF CONSULTANT FIRMS FOR UNDERTAKING
STUDY ON OPTIMIZATION OF MOTOR GASOLINE TRANSPORTATION THROUGH THE
WHITE OIL PIPELINE SYSTEM (WOP/MFM) FOR AN EFFICIENT AND RESILIENT NATIONAL OIL
SUPPLY CHAIN

Oil & Gas Regulatory Authority (OGRA), formed under the OGRA Ordinance, 2002 regulating the Oil and Gas Sector in Pakistan. One of its functions is ensuring and promoting efficient practices in petroleum transmission and transportation through pipelines.

Accordingly, OGRA invites electronic Technical and Financial Proposals from reputable consultant firms registered with the relevant income and sales tax authorities, having at least ten (10) years' experience in studies, advisory or consultancy assignments in the midstream and downstream oil sector, including but not limited to petroleum supply chain, logistics, storage, transportation or pipeline systems, supported by relevant documentary evidence.

The applicant consultant firm and/or its personnel must not have any association with OGRA that renders a conflict of interest in respect of the present assignment, in accordance with the PPRA Regulations for Procurement of Consultancy Services, 2010. The Applicant shall provide an undertaking in the form of an affidavit to this effect.

The applicant must not have been declared blacklisted or debarred by any government department or public sector organization. The Applicant shall provide an undertaking in the form of an affidavit to this effect.

Consultant firms may associate to complement their respective areas of expertise, strengthening the technical responsiveness of their proposals and make available a bigger pool of experts who shall have knowledge of the international as well as local perspective on the issue.

Scope of work/TORs and evaluation criteria can be obtained from the OGRA website www.ogra.org.pk and PPRA website www.ppra.org.pk.

Electronic proposals, prepared in accordance with the TORs, shall be submitted through EPADS within 30 calendar days, i.e., by 16 May, 2026 at 11:00 AM, and will be opened on the same day at 11:30 AM. Bidding will be conducted under Single Stage–One Envelope procedure (Rule 36(a), PPRA Rules 2004) and evaluated on Quality and Cost Based Selection (QCBS) (Regulation 3(B), Consultancy Services Regulations 2010). Only EPADS submissions will be accepted; manual bids will not be entertained.

In case of any technical difficulty in using EPADS, prospective bidders may contact PPRA.

The financial bid should contain a lump sum amount, inclusive of all charges. Conditional bids shall not be accepted. The financial bids should be valid for six months from the date of submission of bids.

Bid Security of Rs. 500,000/- in shape of **call deposit** payable at Rawalpindi/ Islamabad is required to be submitted before opening of bids.

In case the bid opening date is falling on a holiday, the bid will be opened on the next working day at same time. This advertisement is also available on OGRA and PPRA website at www.Ogra.org.pk and www.ppra.org.pk.

OGRA reserves the right to reject all bids as per the provisions of PPRA Rules, 2004.

Senior Executive Director (OSC)
Oil & Gas Regulatory Authority
Plot No 37 and 39 Maue Area,
G-10/4, Islamabad.
Email: asajjad@ogra.org.pk

TERMS OF REFERENCE (TORs)

Background

Pakistan consumes approximately 7.7 million tons of Motor Gasoline (Petrol) and 7.0 million tons of High-Speed Diesel (HSD) annually. Around 70% of petrol and 25–28% of diesel requirements are met through imports, while the remainder is produced locally by five refineries. The up-country is the major consumption centre of national demand, making the safe, efficient, and cost-effective transportation of imported products from ports to inland depots a critical component of Pakistan's energy security.

Imported petroleum products are received primarily at Karachi Port (Keamari) and Port Qasim. Keamari has three oil piers, each with a handling capacity of approximately 8 million tons per annum, giving it a combined capacity of around 24 million tons per year. The FOTCO Oil Terminal at Port Qasim has a design capacity of about 10 million tons per annum.

The White Oil Pipeline (WOP), operated by PAPCO (a subsidiary of PARCO), owns and operate a 786 km, 26-inch diameter pipeline with an initial transportation capacity of 8 million tons per year, expandable up to 12 million tons per year. The system forms a vital link between Port Qasim (Karachi) and Mahmoodkot (Punjab), integrated with the Machike–Faisalabad–Mahmoodkot (MFM) pipeline network. The combined WOP/MFM system spans over 1,149 km and includes approximately 660,000 tons of storage capacity (310,000 tons for petrol and 350,000 tons for diesel) for receipt and discharge of product for OMCs

Historically, the WOP was designed for HSD transportation, while petrol movement commenced progressively by the end 2021, with multiple OMCs beginning pipeline dispatches in subsequent years. Currently, all diesel (local and imported) is transported through WOP, while approximately 80% of Mogas imports are transported to upcountry markets; under the current policy, 60% of these upcountry-import volumes are mandated to move via the WOP. The rest is carried by road tank lorries. PAPCO currently restricts the input of locally refined petrol due to product quality variations among southern refineries.

Considering high upcountry demand and heavy dependence on imported petrol, OGRA intends to evaluate the possibility of increasing the petrol transportation through WOP/MFM to reduce costs, improve safety, environmental outcomes, and strengthen logistics—while ensuring that this does not lead to port congestion, create risks of pipeline choking, disrupt WOP operations, and consequent dry-outs.

Objectives

The principal objective of this study is to enable GOP to take an informed, evidence-based decision on the optimum level of petrol (Mogas) transportation through the WOP/MFM pipeline system, while ensuring that the national supply chain remains reliable and resilient during port congestion, pipeline constraints, and other operational disruptions. The Consultant shall:

- (i) Determine the optimum level of petrol movement through WOP/MF.-** Recommend the maximum practical share of imported including petrol produced by the southern refineries (PRL/NRL/CPL) that should be moved via WOP/MFM (e.g., 70%, 80% or 100%) without increasing the risk of supply disruption or dry-outs in upcountry.
- (ii) Assess the need for a strategic road tanker fleet.-** Evaluate whether GOP should maintain road tanker movement capacity for strategic purposes to manage emergencies such as PORT congestion, pipeline interruption/choking, or diesel priming or force majeure event. If yes, determine the minimum required fleet size/capacity and the best way to keep it available.
- (iii) Assess port-side feasibility and congestion risk (FOTCO).-** Assess the FOTCO jetty congestion driven by multi-product traffic and single white oil dedicated line to storages-low discharge rates and inactive booster pumps, and shared LNG/POL navigation channel with tidal dependency. Possible remedies (operational and/or infrastructure).
- (iv) Assess impact of seasonal demand and international price volatility on offtake and WOP/MFM reliability.-** Analyse how seasonal variations and international price movements affect withdrawals/offtake patterns, and how such volatility and inconsistent offtake can disrupt optimal throughput, especially under limited storage conditions.
- (v) Assess alternate operating strategy for flexibility.-** Evaluate the option of moving 100% petrol through WOP while allowing a small defined percentage of diesel to move by road to maximize WOP use while retaining flexibility during constraints.

Deliverables

The Consultant shall submit the following:

- (a) Inception Note (Kick-off Report).-** Brief work/study plan highlighting critical milestones to the Authority, in the kick off meeting.
- (b) Baseline & Constraints.-** A brief assessment of the current petrol/diesel movement setup, highlighting key constraints such as port congestion (Keamari/FOTCO), pipeline operating limits, storage limitation, diesel priming/sequence issues, banking system and current road evacuation role.
- (c) Scenario Analysis & Recommendations.-** Practical analysis of alternative WOP targets for petrol (70%, 80%, 100%) and the alternative strategy (100% petrol via WOP with diesel by road), with clear recommendation on the optimum level.
- (d) Road Fleet Buffer Requirement.-** Decision on whether a parallel road tanker buffer is required; if yes, define the minimum road capacity/fleet size, how it should be maintained (standby/call-off model), and when it should be activated or to keep a friction moving through tank lorries.

(e) **Storage and batch/sequence improvements.**- Assess whether additional storage capacity is required at critical nodes and recommend changes in batch planning/sequence to maintain steady throughput, reduce interruptions, and avoid dry-outs.

(f) **Port Congestion Mitigation Plan (FOTCO-focused).**- Specific remedies to avoid or manage congestion under higher WOP reliance (operational measures first, and infrastructure measures if needed). A prioritized solution plan with “what to do now vs later”, including:

- (i) Operational actions (scheduling, storage optimization and addition, night navigation, synchronized channel slots),
- (ii) Commercial actions (encouraging larger Mogas cargoes), and
- (iii) infrastructure actions (dedicated Mogas line jetty-to-WOTS-1, booster pumps activation, second jetty evaluation, shifting FO export to Keamari).

(g) **Draft Report and Presentation.**- Submit/give a draft report and presentation to the Authority within 50 days of the signing of the contract which shall be forwarded to the stakeholder for comments.

(h) The Consultant Firm shall be responsible to coordinate with PAPCO, PARCO, PSO, FOTCO, OGRA, and DG (Oil), Petroleum Division, for collection of relevant data.

(i) **Final Report & Presentation.**- A concise final decision pack and presentation covering: optimum WOP level, road buffer requirement, storage enhancement requirement, improvement needed in batch/sequence planning, port congestion remedies, and an implementation roadmap, shall be submitted after 30 days of provision of stakeholders comments.

Performance Guarantee:

The consultant firm will submit a performance guarantee equivalent to 10% of the contract amount in favour of OGRA at the time of signing of contract, valid for additional 3 months beyond completion date, which shall be released within 60 days of successful completion of assignment i.e. acceptance of final report.

Schedule of Payment:

(i)	20% at the time of signing of contract.
(ii)	40% payment on acceptance of draft report.
(iii)	40% payment on acceptance of final report.

PROPRIETARY RIGHTS:

All documents prepared by the consultants shall become and remain the sole property of the Authority. Consultants shall not, during the term of contract or after expiration, disclose any proprietary information.

LOCATION:

All correspondence and meetings may be convened in the office of Oil and Gas Regulatory Authority, located at 37, Muave Area, G-10/4, Islamabad.

COUNTER PARTS:

Senior Executive Director (OSC) OGRA, MD PAPCO, MD PARCO, MD PSO, MD FOTCO and Director General (Oil), Petroleum Division shall be the counterparts for providing day-to-day coordination for the project.

EVALUATION CRITERIA

ATTRIBUTES	POINTS	
General Experience of the firm	20	
2.1 No. of years in business / consultancy	Years of expérience	10
2.2 Areas of expertise (general experience, not specific experience)	Expertise	10
3.0 Specific and relevant experience	50	
3.1 Total Work experience and competency of the consultant Firm(s) in undertaking jobs relating to similar assignments to Oil Supply Chain viz petroleum logistics including pipeline optimization. (experience to be substantiated with supporting documents)	Expérience w.r.t. 3.1	30
3.2 Experience of conducting similar assignments and/or work experience with similar agencies and same conditions	Expérience w.r.t. 3.2	20
4.0 Key staff/personnel to be assigned with study on permanent basis	20	
4.1 Qualification	Qualification	05
4.2 Experience	Expérience	15
5.0 Financial/Technical Strength of the firm	10	
5.1 Annual turnover	Financial Strength	05
5.2 Organizational Structure (How they handle assignments/professional supervision)	Organisation structure	05

NOTE: Minimum requirements for technical pre-qualification shall be 70 points.

For overall evaluation following weightage will be given:

Technical Proposal = 75 % weightage

Financial proposal = 20 % weightage