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	INTELLIGENCE MARKET GLA-2022-007		
GENERAL SCOPE OF SERVICES "OIL CRUDE AND PRODUCTS ADITIVATION SERVICES FOR ECOPETROL AND GROUP COMPANY"			

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1. PROJECT SCOPE

Ecopetrol is interested in scoping suppliers who can provide treatment services with chemical additives for crude oils and products, such as gasoline, diesel, ULSD, jet, among other products, for compliance with international rules for quality.

2. PRODUCTS TO BE TREATED

Ecopetrol requires that suppliers interested should inform the availability to provide additive treatment for products according to the information given in the table below:

Product	Parameter	Unit	Current Quality Range	Target Quality Spec (Reference values)	Method
ULSD (Ultra Low Sulphur Diesel)	Cetane	Number	44,4 – 45,5	51	ASTM D 613
	Lubricity	µm	381 – 678	520	ASTM D 6079
	Conductivity	Ps/m	0 – 4	25	ASTM D 2624 or ASTM D 4308

Attached ULSD Specification Sheet.

The parameters previously mentioned would be a reference and could be modified and complemented in accordance with the specific conditions informed in each service order which would be issued if a contract is eventually signed.

Additionally, the interested suppliers could provide information about additive treatments for other products.

3. RANGE OF VOLUMEN OF PRODUCT TO BE TREATMENT


Ecopetrol is designing initiatives to apply chemical treatment on volumes that will be sold in Latin America and Caribbean Islands, therefore the supplier interested shall estimate the amount of additive necessary for each parcel according to the volume in the following table:

Estimate volume (Bls/Month)
0 - 80.000
80.001 - 350.000
350.001 - 650.000
650.001 - 1.200.000

Parcel Size (Bls)
0 - 80.000
0 - 350.000

Ecopetrol clarifies that the information given in this document is a proposal and does not constitute a volumetric compromise by Ecopetrol, since the monthly volume to be treated with additives will depend on commercial and market conditions.

4. GENERAL SERVICE CONDITIONS

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The suppliers interested in participating in this market intelligence, shall provide detailed information regarding the logistics model to be implement, as well equipment necessary, technical, and chemical processes, and installed infrastructure required by Ecopetrol and its company group in each additivation point.

Additivation point	Cartagena	Barranquilla	Delivery Countries
In pipeline between tank and loading bay	X		X
In tank			X
In Vessel when is in anchorage zone	X	X	X

In the table below, are listed the main countries where the additivation process could be done. However, in each possible service order, other countries could be included.

Delivery country
Argentina
Brasil
Chile
Colombia
Costa Rica
Guatemala
Honduras
Jamaica
Panamá
Puerto Rico
República Dominicana
Salvador
Trinidad y Tobago

The supplier interested must inform of its capability to provide this service in any other different country.

5. MEASUREMENT AND PRODUCT QUALITY

The supplier interested should consider the measurement and quality and quantity protocols demanded by the industry standards and international regulations as well as the required certified equipment and skillful staff to measure quantity and quality analysis that guarantee the quality specifications demanded by Ecopetrol for the development of every eventual operation.

6. COMMERCIAL AND ECONOMIC CONDITIONS FOR SCOPE OF SERVICES

The economic proposal sent by suppliers interested, should include all commercial, economic and operative's conditions for services, including but not limited to: cost of purchase, import, transport, storage and custody of additives samples, injection and dispenser equipment, staff members, transport services where the process will be required, and any other cost and expenses associated with the scope of services according to the project scope.

According to Ecopetrol's financial policies, the invoices for additivation process will be pay 30 days after its approval, the supplier interested should take this information into account for the economic proposal.