

Invitation for Expression of Interest (EOI)

Demonstrating Downhole Heating System (Outside Tubing) (DHHS) for Wax Mitigation and Flow Assurance in SRP and Self-Flow Oil Wells of Area-IV, Ahmedabad Asset on a “No Cost to ONGC” Basis for a Trial Period of 3 Months

1. Introduction

ONGC Area-IV, Ahmedabad Asset operates a total of 489 oil wells, of which the majority (92% or 451 wells) are on Sucker Rod Pumping (SRP) systems. Oil wells producing paraffinic and high-viscosity crude frequently experience significant flow assurance challenges, primarily wax deposition inside production tubing and surface flowlines due to temperature drop as the fluid moves up the tubing and into the flowline. These flow assurance issues are prevalent across Sucker Rod Pump (SRP) and Self-Flow wells.

The primary cause of wax deposition is temperature reduction below the Wax Appearance Temperature (WAT) during production. This underscores the need for Downhole Heating System (DHHS) which can be deployed across SRP, Self-flow and Gas Lift wells and can help keep temperature along the tubing length above WAT.

2. Objective

The primary objectives of this EOI are:

- To identify Downhole Heating System (DHHS) technologies, which can be installed outside the production tubing, suitable for wax mitigation and flow assurance in SRP and Self-Flow oil wells.
- To evaluate market readiness, technical capability and support infrastructure of vendors offering such technologies in Indian field conditions.
- To shortlist vendors for conducting a field trial on a “**No Cost to ONGC**” basis for a period of **3 months** in 3 selected wax-prone wells of Area-IV, Ahmedabad Asset.

3. Scope of Work

Selected technology providers shall:

- Design, supply, install and commission the complete Downhole Heating System in the nominated wells.
- Provide proven field case studies or prior performance demonstrating successful Downhole Heating System application in paraffinic / waxy crude environments
- Be willing to undertake field trial on a “**No Cost to ONGC**” in 3 selected wells for the trial period of 3 months.
- Collect, monitor, and report technical parameters during the trial period.

4. Minimum Technical Requirements

Participating vendors must meet the following criteria:

- Heating cable shall be installed **outside production tubing**, and must be compatible with SRP completions where sucker rods occupy the tubing bore
- System shall maintain tubing temperature **above the Wax Appearance Temperature (WAT)**, with cable rating up to 125°C.
- Prior successful field deployment case studies in similar conditions.

- Provide detailed methodology for performance monitoring.
- Commitment to conduct trial on a **“No Cost to ONGC”** in the identified wells.

5. Submission Details

Interested vendors are invited to submit their proposal in PDF format by 13/08/2026. Proposals must include:

- Executive Summary.
- Detailed Technical Proposal and methodology.
- Case studies, performance reports from past deployments.
- Certifications (if applicable).
- Client references.
- Details of company profile and relevant experience.
- Limitations or boundary conditions of the technology, if any.

6. Contact for Submission and Queries

All submissions and related queries may be submitted to:

Area Manager, Area-IV, Room No 118

1st Floor, Avani Bhavan, ONGC Ahmedabad Asset,
Chandkheda, Gujarat, PIN- 380005

Email : shankar_gopal5@ongc.co.in , kumar_avinav@ongc.co.in

7. Evaluation Criteria

The proposals will be assessed based on:

- Technical soundness and innovation.
- Proven past performance.
- Capability for performance measurement and reporting.
- Willingness and preparedness for trial execution on a **“No Cost to ONGC”** basis.

ONGC may request shortlisted vendors to deliver a technical presentation at a later date.

8. Disclaimer

This EOI is intended for **market exploration** and does not constitute a commitment to award any contract. ONGC reserves the right to modify or cancel this EOI process at any stage without assigning any reason and without incurring any liability.