

# इंडियन ऑयल कार्पोरेशन लिमिटेड

हल्दिया मण्डल कार्यालय, डब्ल्यू.ई.वि.ई.एल. आई.टी. पार्क (४था तल),  
ग्राम + पोस्ट- देभोग, सिटी सेंटर के पास,  
थाना-भवानीपुर, जिला : पूर्व मेदिनीपुर (७० बं०) - 721657

## Indian Oil Corporation Limited

Haldia Divisional Office  
WEBEL IT Park (4th Floor), Vill.+P.O.-Debhog,  
Near City Centre, P.S.-Bhabanipur,  
Dist.: Purba Medinipur, West Bengal - 721657



IndianOil

A Maharatna  
Company

विपणन प्रभाग, पश्चिमवेंगल राज्य कार्यालय  
Marketing Division, WBSO

Ref: Haldia DO/Market Survey/2023-24/01

Date: 11.05.2023

To,  
Dr. Arunangshu Giri (Principal Investigator)  
HOD & Associate Professor  
Department of Management & Social Sciences  
Haldia Institute of Technology  
Haldia, West Bengal, Pin-721657

Kind Attention: Ms. Dipanwita Chakrabarty (Co-Investigator), Asst Professor, Department of Management & Social Sciences, Haldia Institute of Technology.

Dear Sir,

**SUB: Order for Market Survey and Research for Assessing Customer's Reactions on Sales, Services and Promotional Effectiveness of branded Fuels (XtraGreen) in IOCL Retail Outlet under Haldia DO.**

We are pleased to place you an order for following job:

Sl no	Objectives of the Project	Duration of Survey	Resources to be used:	Project Price
1.	<ul style="list-style-type: none"><li>To understand the consumer's reactions on sales and services and also their buying pattern of our branded fuels ( XtraGreen)</li><li>To assess the effectiveness of the present promotional initiatives of IOCL and hence elucidate the areas of improvement.</li></ul>	3 months	<ul style="list-style-type: none"><li>1. Research Associates as required for the project.</li><li>2. Research Lab with high end statistical software</li></ul>	25000.00
			<b>Total</b>	<b>25000.00</b>
<b>In words: Twenty Five Thousand only.</b>				

Terms & conditions:

1. No escalation of rates will be accepted.
2. Progress report of the project every 15 days.
3. Payment will be released within 30 days from completion of job and submission of invoice.

Thanking you,

Yours faithfully  
For Indian Oil Corporation Ltd.,

Divisional Retail Head





## इंडियन ऑयल कॉर्पोरेशन लिमिटेड

हल्दिया रिफाइनरी, डाकघर : हल्दिया ऑयल रिफाइनरी -721606

जिला : पूर्व मेदिनीपुर (प० ब०)

## Indian Oil Corporation Limited

Haldia Refinery, P.O.: Haldia Oil Refinery-721606

District : Purba Medinipur, West Bengal

Website : www.iocl.com, E-mail : haldia refinery@indianoil.in

Fax : 91-3224-252141, Phone : 91-3224-223270



रिफाइनरीज प्रभाग  
Refineries Division

Ref. No. HRLC/FY22-23/IHT23s

Date: 02<sup>nd</sup> March 2023

To  
Dr. Arunangshu Giri  
HOD & Associate Professor  
Department of Management & Social Sciences  
Haldia Institute of Technology  
Haldia, West Bengal, Pin-721657

### Subject: Confirmation of Behavioural Training, Assessing the Skill Gap and Developing a Skill Matrix for Non-Executives at IOCL Haldia Refinery

Greetings from IOCL Haldia Refinery!!!

We hereby confirm the following project for Non-Executives at IOCL Haldia Refinery:

Project Details	Amount
Behavioural Training, Assessing the Skill Gap, and Developing Skill Matrix for 20 Non-Executives at IOCL Haldia Refinery	
<b>Principal Investigator of Project:</b> Dr. Arunangshu Giri (HOD & Associate Professor, Department of Management and Social Science, Haldia Institute of Technology)	Rs.20,000.00
	+ 18% GST
<b>Co-Investigators of Project:</b> Adrinil Santra, Soumya Kanti Dhara, Manigrib Bag (Assistant Professor, Department of Management and Social Science, Haldia Institute of Technology)	
Grand Total	Rs.23,600.00

Looking forward to a fruitful collaboration.

  
 P Sandilya Chari  
 Asst. Manager (L&D)  
 Haldia Refinery (IOCL)  
 पी सैंडिल्या चारी, सहायक प्रबंधक (एल एन्ड डी)  
 P Sandilya Chari, Assistant Manager (L & D)  
 इंडियन ऑयल कॉर्पोरेशन लिमिटेड, हल्दिया रिफाइनरी  
 INDIAN OIL CORPORATION LIMITED, Haldia Refinery