

## **EXPRESSION OF INTEREST (EoI) FOR PROVISION OF HYDROJETTING SERVICES FOR SHELL AND TUBE HEAT EXCHANGERS FOR TUBE CLEANING AT RAJASTHAN, GUJARAT AND ANDRA PRADESH**

Cairn Oil and Gas, a vertical of **Vedanta Limited** is the Operator at onshore block RJ-ON-90/1 located in Barmer & Jalor Districts in the state of Rajasthan; Offshore block CB/OS-2; located off the west coast of the state of Gujarat; Offshore Block Ravva Oil and Gas Field (Ravva), located off the east coast of the state of Andhra Pradesh.

The Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the Competitive Bidding Process for **the “PROVISION OF HYDROJETTING SERVICES FOR SHELL AND TUBE HEAT EXCHANGERS FOR TUBE CLEANING” AT RAJASTHAN, GUJARAT AND ANDHRA PRADESH** on long term basis.

### **Scope of Work broadly includes:**

- Scope of work includes the cleaning of the tubes of the shell & Tube heat exchanges and pipelines with Diesel / Motor (explosion proof) engine driven hydro tests pumps and accessories.

### **Interested companies meeting following criteria should respond to this EoI:**

1. Contractor shall have a minimum of three (03) years' experience (in preceding Five (05) years) in providing such services to Oil & Gas processing / Refining / Petrochemical / Chemicals / Thermal Power Plants / Mining / Metals / Ports / ICDs / Large WHs, etc.
2. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated annual contract value.
3. Positive net worth in each of the immediately preceding two financial years.
4. Liquidity ratio in each of the preceding Two (02) financial years shall not be less than 0.60.

### **Bidder to indicate its interest in any of the following locations:**

1. Rajasthan
2. Gujarat
3. Andhra Pradesh

### **Bidder to indicate its interest in any or all of the following categories of services:**

1. Required to carry out onsite hydro jet cleaning of tubes of shell and tube type and air cooled type heat exchanger installed in Cairn's premises
2. Test Certificates from competent authority for all the Accessories like Free Lance, Rigid Lance, water Hose pipe, etc. of hydro jetting machine shall be produced.
3. Calibration Certificates of Pressure Gauges to be used for hydro jetting machines shall be produced before actual start of job
4. Engine driven hydro test & other material and tools required for hydro jet cleaning job will be under vendor's scope
5. List of equipment / assets owned by bidder

### **Bidders are requested to submit the following pre-qualification documents as a minimum:**

- ❖ Letter of interest clearly indicating the project reference

- ❖ Detail Company Information with Organisation structure.
- ❖ List of Equipments owned related to Hydro jetting services.
- ❖ Details of completion of similar type of projects in the last three years under heading:
  - a) Brief scope of work
  - b) Value of work in INR
  - c) Contractual Duration
  - d) Actual completion of Project
  - e) Clients name
  - f) Contact details of the Client (Cairn may approach the client directly for the feedback)
  - g) HSE statistics, LTI graph etc.
- ❖ Bidder shall provide contract copies of major contracts executed (in each of the category of services listed above) in each of the preceding five years
- ❖ Details of current commitments - List of all jobs under execution with the value of the Job and percentage completion.
- ❖ Service Completion Certificates, Client Feedback etc of similar contracts executed in the last five years.
- ❖ LTI track record, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last three years,
- ❖ Quality assurance & quality control practices currently in place for the execution of similar work.
- ❖ Copies of ISO 9001, 14001, OHSAS 18001 or any other certification as applicable.
- ❖ Company's financial performance documents (Audited Balance sheets and Profit and Loss statements, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest
- ❖ Documents in support of Health & Safety
- ❖ Environment & Quality [HSEQ] performance.

Also, note -

- i. Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, if available, can also be submitted. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- ii. Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- iii. In case of unaudited statements (if there are no audit requirements for auditing of financials as per the local law), the financials shall be accompanied by a certificate from a Certified Accountant. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "[Evince Interest](#)" link for the corresponding EOI listing on the Cairn website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The contractors would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within ten (10) days of publication of this EOI.

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