

(WEBSITE VERSION OF EOI)



CAIRN INDIA LIMITED

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**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE
BIDDING (ICB)**

for

**Design, Engineering, Supply, Installation and Commissioning of Automatic Actuated Rim
Seal Fire Detection & Extinguishing System for Floating roof crude Storage Tanks at RAVVA
OIL & GAS Terminal**

Cairn India Ltd. ("CIL") is the Operator of the Offshore Ravva Oil and Gas Field (Ravva), on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India. The scope of work/ services would broadly consist of the following:

Design, detailed engineering, field Engineering, procurement of all raw material, fabrication, manufacture, supply, transportation, installation, construction, pre-commissioning and commissioning of Automatic Foam based Rim Seal Fire Protection System on existing Double Deck Floating Roof tanks (multiple numbers) for storing Hydrocarbon in Class 'A' Petroleum.

Operator invites reputed Contractors/Parties (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre-qualification process under International Competitive Bidding Process ("ICB").

CIL on behalf of the JV partners invites reputed Contractors (both Indian and International) with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process ("ICB") process. **In view of the nature of the scope, only those Contractors possessing the requisite and proven record of performance in completing and fully commissioned at least one (01) LSTK/EPC contract for Design, Engineering, Supply Installation and Commissioning of Automatic Actuated Rim Seal Fire Detection & Extinguishing System for Floating roof crude Storage Tanks in last five (05) years should respond to this EOI.**

The interested Parties should evince interest to participate in the Expression of Interest by clicking on the "Evince Interest" link against the corresponding EOI listing on the Cairn India website and submit their contact details online. Further to this, interested Parties 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 documents and details for prequalification as detailed out below via Smart Source within Fourteen (14) days of publication of this invitation for Expression of Interest.

Specific Pre-Qualification Criteria (Go/No-Go Criteria):

Technical:

- a) Interested Contractor should have Proven record of performance in completing and commissioning of at-least one (01) (EPC / LSTK) Contract of Design, Engineering,

Procurement, Installation and Commissioning of automatic actuated Rim seal fire detection & extinguishing system for external floating roof crude tanks in last five (05) years.

Financial:

- a) Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated average annual contract value.
- b) Positive net worth in each of the immediately preceding two (02) financial years.
- c) Liquidity ratio in each of the preceding two (02) financial years shall not be less than 0.60.

List of documents to be submitted in response to this Expression of Interest

1. Letter of interest clearly indicating the Project reference
2. Company history and reputation in relevant field- must have renowned clients in the field of Oil & Gas Operations/ Refineries in similar jobs of design, engineering, supply, installation and commissioning of rim seal fire protection system for floating roof tanks.
3. Detailed company information with organization structure, list of manpower with CVs (design, engineering, procurement, construction and commissioning) of key personnel required for similar jobs, support agencies and other facilities & resources.
4. Details of similar lump sum turnkey or EPC (Engineering-procurement-construction) jobs
5. Completed in the last five (05) years for floating roof tanks preferably having diameter of 40 meter and above used for storing class 'A' Petroleum under headings in a tabulated format:
 - a. Brief scope of work (only job which were done online)
 - b. Value of work in INR
 - c. Contractual Duration
 - d. Actual completion of Project
 - e. Clients name
 - f. Contact details of the Client (CIL may approach the client directly for the feedback)
 - g. Safety Certification / Inspection of plant and machineries
 - h. HSE statistics, LTI graph etc. Bidder shall have experience of execution without shutdown.
6. Contractor shall be the Manufacturer/ OEM / Owner of technology or their direct dealer or authorized supplier and during the last five years, should have successfully carried out and completed LSTK / EPC projects of design, supply, installation and commissioning of Automatic actuated Rim seal fire detection extinguishing system for external floating roof tanks used for storing class 'A' Petroleum.
7. Contractor shall have project experience of similar nature in India / Asia / Far East.
8. Fabrication and testing capabilities (directly/indirectly).
9. Typical project planning and execution methodology.
10. List of all jobs under execution with the value of the job and percentage completion. (With particular emphasis on project of similar magnitude carried out in Oil and Gas Sector)
11. Contractor shall have experience in working in remote onshore locations.
12. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years. Further breakups can be provided in the following manner:
 - a. Contractor has in place Valid HSE Manual, Policy and Procedures
 - b. Valid HSE Certifications / Accreditations.
 - c. Has in record LTI Track record for last 3 years (Hours lost).
 - d. No. of Trained resources for HSE.
13. Quality assurance & control practices currently in place for the execution of similar work /services.

- a. Contractor has established Quality Manual, Policy and Procedures
- b. Valid Quality Certifications / Accreditations

14. 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 audited financial statement should not be older than 12 months on the date of Expression of Interest.

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. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- iii. 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.
- iv. 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