



WE FUEL AMAZING

**EXPRESSION OF INTEREST / PRE-QUALIFICATION FOR PROVISION OF ELECTRIC/ HYDRAULIC HIGHLY
MOBILE LAND DRILLING UNITS OF VARIOUS HORSE POWER/ CAPACITIES
BLOCK: RJ-ON-90/1**

Introduction

Cairn India Limited (CIL), as an operator on behalf of Joint Venture partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), is carrying out drilling operations in the block RJ-ON-90/1 in the state of Rajasthan, India. The Block contains number of major oil discoveries, including the Mangala, Bhagyam and Aishwariya Fields.

CIL seeks an Expression of Interest under International Competitive Bidding (ICB) procedures from experienced Drilling Rigs Contractors who wish to receive Tender Documents to provide drilling units in support of CIL drilling campaign in the RJ-ON-90/1 Block. In view of the nature of the scope, only those contractors having proven track records in executing similar job should respond to this notice.

Technical

- a. Interested bidders shall own minimum 3 onshore drilling rigs.
- b. Interested bidders shall have minimum 3 years of experience of providing Drilling Rigs to international operators.
- c. Interested bidders shall have provided onshore Drilling Rigs in minimum 2 countries other than their home country. This will not be applicable for Indian bidders.
- d. Should have experienced Personnel and;
- e. Should have proven Safety and HSE track record to meet international standards.

Please note that the above criterion is for preliminary short listing the bidders for future tenders. Cairn reserves the right to modify these criteria based on tender specific requirements.

Financial

The following financial evaluation criteria will be used for evaluation of financial standing and the contractors not meeting any of the criteria for any specific tender requirement may be disqualified from the bidding process –

- a. Net Worth – Positive net-worth of at least 20% of estimated annual contract value in each of the immediately preceding two financial years
- b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be two times the average annual contract value

- c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.75

Also, note –

- a. 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.
- b. 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.
- c. 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.
- d. 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.
- e. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.
- f. All qualifications and exceptions brought out in Auditor’s report and Notes to Accounts would be factored in while undertaking financial evaluation

Specific Information sought:

Only those Contractors who can, by their submission, demonstrate a successful track record, should respond to this Notice clearly demonstrating their successful track record along with listing of previous completed contracts as well as on-going contracts. Interested contractors are also required to provide their client details, including key contacts who may be approached by CIL for seeking additional information, if any.

The Contractor must submit the following details as minimum as part of their response to the EOI:

- a. Letter of interest clearly indicating the Project reference
- b. Detailed Company information with Organizational outline proposal detailing their nominated management, staff, and business process support to carry out an Onshore Drilling campaign for all types of wells.
- c. Experience details and track record of providing Onshore Drilling Rigs to reputed Operators on worldwide basis during last 5 years list below:
 - i. Brief scope of work
 - ii. Value of work in INR
 - iii. Contractual Duration and Commencement Date
 - iv. Actual completion of Mobilization and Completion of Contract
 - v. Clients name and contact details (CIL may approach the client directly for the feedback)
 - vi. Latest Safety Certification / Inspection Reports of rigs
 - vii. HSE statistics, LTI graph etc.
- d. A demonstrable capability to mobilize and commence work to meet CIL’s schedule. The Contractor’s experience in mobilizing on schedule shall be clearly stated.

- e. The Contractor shall submit details of his Management, Operating and Maintenance schemes with copies of their certification.
- f. The Contractor must demonstrate that they have sufficient financial standing to commence and continue an operation of this magnitude.
- g. Have an appropriate comprehensive Health, Safety and Environmental management system in place which promotes, aligns with and upholds CIL's and the Contractor's HSE commitments. Details and copies of their certification must be submitted.
- h. 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.

The interested suppliers should evince interest to participate in EOI within 14 days of publication of Expression of Interest.

The interested suppliers 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 suppliers would be invited to submit their response via [Smart Source](#) (Cairn's e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#)