



EXPRESSION OF INTEREST (EOI) FOR PROVISION OF FIRE TENDER AND FIRE FIGHTING SERVICES AT RADHANPUR TERMINAL, VIRAMGAM TERMINAL AND BHOGAT TERMINAL FOR MANGLA DEVELOPMENT PIPELINE OPERATIONS

Cairn India Ltd. ("CIL") is the main operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. CIL and its JV partners have approval from Government of India (GOI) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat.

CIL has installed crude oil storage and dispatch terminals at Viramgam, Radhanpur and Bhogat for delivery of crude to various customers in Gujarat and coastal refineries. All along the pipeline, there are Above Ground Installations (AGI) for generating power for heating the crude oil pipeline using SEHMS technology. In order to meet any emergencies in the event of any fire incident, fixed firefighting systems and portable firefighting systems are provided at each of these locations.

CIL intends to enter into a contract with reputed vendors for providing fire tenders on rental basis to be stationed at these terminals for quick response during emergency /mock drills at terminal /along Pipeline; and qualified manpower to carry out periodic maintenance of firefighting systems installed at all pipeline locations.

The brief scope of work under this contract shall be as follows:

- a) Providing firefighting system operation and maintenance services including manpower
- b) Providing Fire Tenders at Viramgam, Radhanpur and Bhogat terminals

CIL on behalf of its joint venture partners invites reputed Contractors with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in Competitive Bidding Process. In view of the nature of the scope, only those Companies possessing the following requisites should respond to this notice:

- a) Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to estimated Average Annual Contract Value.
- b) Positive net worth in each of the immediately preceding two (2) financial years.
- c) Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6
- d) Minimum 3 years' experience in provisioning services of similar nature and scale to major hydrocarbon industries

The interested bidders would be requested, as a minimum, to submit the following documents and details for prequalification via Smart Source:

- 1) Letter of interest clearly indicating the Project reference
- 2) Detailed Company Information with Organization structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations), Parent company, support agencies and other facilities and resources along with Procurement system & procedure and Material control system. Details of Key Members who shall be involved in the Project execution including their experience levels.
- 3) Details of completion of similar type of contracts in the last three years and similar contracts/agreements currently under execution under headings:
- 4) a) Brief scope of work b) Value of work in INR/USD 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) HSE statistics, LTI graph etc. g) Average resource/equipment mobilization time.
- 5) Details of contracts executed by the firm for oil and gas industries, especially in similar terrain, along with detailed work scope under the contract.
 - 6) Details of current commitments. 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)
 - 7) Details of capability to mobilize resources as per CIL's schedule/requirement. The Contractor's experience in mobilization on schedule should be clearly stated.
 - 8) Detail of equipment owned by the Company relevant to execution of advertised contract.
 - 9) Detail of manpower available along with their designation, qualification and experience
 - 10) Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
 - 11) Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
 - 12) Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. Following additional points will be considered for evaluation of financial performance:
 - 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. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.
 - e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested bidders 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 i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders 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 above documents and details for prequalification via **Smart Source** within Fourteen (14) days of publication of Expression of Interest.