



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) FOR BLASTING AND PAINTING SERVICES FOR OFFSHORE PLATFORM AT RAVVA BLOCK

Cairn India Limited ("CIL") is the Operator of the Offshore Ravva Oil and Gas Field (Ravva), and operates the Block 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 Limited (ROS), located off the east coast of the state of Andhra Pradesh, India.

CIL on behalf of itself and its Joint Venture partners invites Expression of Interest (EOI) under International Competitive Bidding ("ICB") process from reputed and experienced contractors (both Indian and International) with demonstrated Health, Safety and Environment (HSE) performance, possessing the requisite and proven record of performance in providing Blasting and Painting services for Offshore Platforms.

The scope of work for this EOI shall basically include but not limited to the following:

- Blasting & Painting of Offshore platform (one) which includes supply of paints, consumables, equipment, materials, Manpower, required marine spread and erection & removal of scaffolding.
 - ✓ Blasting & Painting (including supply of paint, blasting materials and consumables) shall be carried out on all the structures including but not limited to piping, valves, vessels, instruments, electrical equipment and other equipment as handed over to successful contractor. Painting shall conform to standards applicable to Offshore platform.
 - ✓ Complete scaffolding on platform including supply of scaffolding materials, erection & removal.
- The entire work shall be completed from December 2015 to May 2016.
- The marine spread required for the execution of job shall include provision for crew accommodation & transfer to / from platform and material storage so as to enable completion of the work safely and adhering to quality standards.



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In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

- Should have carried out more than two (02) contracts pertaining to Blasting and Painting services of Offshore Platform using marine spread.
- Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated contract value.
- Positive Net Worth in each of the immediately preceding two (02) financial years.
- Liquidity ratio in each of the preceding two (02) financial years shall not be less than 0.60.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of Interest on the Letter Head.
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.
3. Details of completion of similar type of contracts in the last Seven (07) years and similar contracts / agreements currently under execution under the following headings:
 - a) Brief Scope of Work
 - b) Value of Work in INR / USD
 - c) Contractual Duration
 - d) Actual completion of Project with Completion Certificates
 - e) Client's name
 - f) Contact details of the Client (CIL may approach the client directly for the feedback)
 - g) Health, Safety and Environment (HSE) statistics, Lost Time Injury (LTI) record etc.
4. Details of marine spread capability classed with any IACS member and age not more than 20 years with evidence.
5. Details of resources available with company relevant to advertised EOI with respect to current manpower, equipment etc. and similar contracts executed.
6. Details of capability to mobilize and commence work to meet CIL's schedule. The company's experience in mobilizing on schedule should be clearly stated.
7. Details of particular experience in providing similar Services in remote areas where rapid mobility and flexibility to accommodate CIL programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
8. Typical Project Planning and Execution methodology.
9. Size and Capability of Organization Structure and availability of technical team with minimum NACE Level - 1.
10. Details of Health, Safety and Environment (HSE) Management system, HSE Manual, Policy and Procedures, Valid HSE Certifications / Accreditations, Project specific HSE Plan for similar project, Number of trained resources for HSE, and Implementation procedures in line with internationally accepted practices with statistics for last three (03) years (LTI etc.).
11. Quality Assurance and Quality Control Manual, Plan and Procedures in place for the execution of similar type of work along with copy of ISO or any other certification as applicable.



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12. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
13. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & Cash Flow statements, Auditor's Report and Notes to Accounts etc.) for last two (02) years. Latest audited financial statement should not be older than 12 months on the date of 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 such 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 Account 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.

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 India Limited 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.