



CAIRN INDIA LIMITED

## Form No. 2.1 - Eoi Content to be published

### GLOBAL EXPRESSION OF INTEREST/ PRE-QUALIFICATION FOR PETROLEUM ENGINEERING / COMPLETION/ WORK OVER REQUIREMENTS RJ-ON-90/1 BLOCK

Cairn India Ltd (“CIL”) is the Operator of the Onshore **RJ-ON-90/1** block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains number of major oil discoveries, including the Mangala, Bhagyam, Aishwariya, Rageshwari and Saraswati Fields.

The services covered under this EOI are listed below and the pre-qualification for each service will be done independently.

Services	Description
<b>Vacuum Trucks</b>	Provision of suction based system for the purpose of pit cleaning or evacuating fluids (both water and crude based) present at atmospheric conditions.
<b>Rod Running unit</b>	Supply/services for 150/200 HP, 30 ton hook load capacity rod running unit for Cairn onshore RJ-ON-90/1 block. A. Supply of complete Rod running unit package. B. Manpower service for installation, monitoring, commissioning and troubleshooting of the artificial lift equipment mainly PCP & SRP. C. Supply of hand tools, fishing tools and adequate spare parts required during the operation of rod running unit.
<b>Manpower Service</b>	Consultancy services for Sand Control, Artificial Lift, and Well Completion design, Production Chemistry and Flow Assurance, Corrosion and Material Selection, Well Stimulation, Completion and Work-over Fluid selection and Design, Water and Gas Shut Off.
<b>Tubing Conveyed Perforation and DST Services</b>	This service includes Tubing Conveyed Perforating, Coil tubing conveyed Perforating, Propellant based Fracture Stimulating Perforating services – for Cased and Perforated wells for the Block RJ-ON-90/1 of Cairn India Limited in the Rajasthan state of India.
<b>Wellbore clean out services</b>	Provision of wellbore cleanout equipment and services in Rajasthan field. Service includes Casing Scraper Tool, Casing Brush Tool, Downhole Filter Tool, Drift Sub, BOP/Wellhead Clean Out tool with jetting sub, Jetting Sub, Down hole magnets, Perforation burr mill, Pump out sub, personnel etc.
<b>Supply of Completion Equipment and Associated Services</b>	Provision of tangibles and services for completion equipment. Tangibles include completion equipment like packers, SSDs, fluid loss valves, flow control equipment etc. Tangibles also include permanent downhole gauges, chemical injection lines, clamps etc.
<b>Heater String Spooler Services</b>	Heater string spooler will be deployed on completion and workover rig to run / pull out heater string. The heater string is run alongside the production tubing. It is a 1” OR 1.5” Coiled Tubing which will be supplied by the Company.



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<b>Hot Oiler Services</b>	Hot oiler unit will be required to heat well fluids prior to pumping in the wells. Trailer Mounted Coiled tubing spooler , Power pack & Goose Neck to run heater string (1" & 1.5" CT) .Hot oiler package to heat completion fluids / well fluids. Personnel to operate spooler & hot oiler.
<b>Sand Control</b>	Provision of equipment, spares, chemicals, services for Sand Control including but not limited to Frac Pack, Gravel Pack, Standalone screens, consolidation, and sandstone acidizing. The provision is to be made available to the cairn appointed hydraulic fracturing service provider or standalone services as the case may be.
<b>Choke Valve</b>	Choke Valves for production wells, jet pump wells/self-flow wells. Choke Valves for the water injection wells. All associated equipment and accessories. Service tools required for the choke valves. Spare parts and consumables required for the choke valves installation and servicing. Provision of personnel to support the work in the field.

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 ("ICB") Process. In view of the nature of the scope, only those suppliers having proven track records in executing similar job should respond to this notice.

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*

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel, Plant and Machinery list mentioning year of manufacturing, Support agencies and other facilities & resources.
3. Details of completion of similar type of projects in the last five years under headings:
  - 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 ( CIL may approach the client directly for the feedback)
  - g. Safety Certification / Inspection of plant and machineries
  - h. HSE statistics, LTI graph etc.
4. Typical Project Planning and Execution methodology.
5. 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)
6. Experience of working in similar terrain.
7. HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years.
8. Quality assurance & Quality control practices currently in place for the execution of similar work /services.



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9. 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 12 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process –
- a. Net Worth – Positive net-worth in each of the immediately preceding two financial years.
  - b. Turnover – Turnover in each of the immediately preceding two financial years should be equal to or more than estimated average annual Contract value
  - c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60

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

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