

EXPRESSION OF INTEREST (EOI) FOR THE PROVISION OF INTEGRATED WAREHOUSE SERVICES FOR CAIRN OIL & GAS, VEDANTA LTD., OALP BLOCKS (NORTH EAST REGIONS)

Vedanta Ltd. is the world's 6th largest diversified natural resources conglomerate with business operations in India, South Africa, Namibia, and Australia. It is a leading producer of Oil & Gas, Zinc, Lead, Silver, Copper, Iron Ore, Steel, Aluminium & Power. Vedanta contributes 1% towards India's GDP, as per IFC. We are investing \$9 Bn in capital projects over the next 2 – 3 years to double our revenues from current levels of \$15 Bn

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 58 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil and Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Brief Scope of Work

OALP blocks are located in North Eastern region of India distributed in Assam, Arunachal Pradesh, Nagaland and Tripura states. On that context, Cairn Oil and Gas, Vedanta Ltd., intends to set up a fully integrated warehouse in and around Jorhat Dist. of Assam State. Vedanta Ltd, hereby referred to as "Company". "Company" is the operator and plan to conduct exploratory/appraisal/development drilling wells in the contract area

The Company is in search for a competent agency to serve as a service provider for providing professional Warehouse & warehousing services (Open & Covered space) which will include but not limited to activities like inventory management, preservation of inventory, logistics, MHE, Trailors, housekeeping and administration of Open area and closed warehouses. The broad description of the work profile is mentioned in detailed Scope of Work. The said contractor is required to carry out Receipt/Storage/Preservations/Issues/Material Dispatches/PV/SAP MM module related transactions (With the help of company representative), pertaining to material transactions at warehouse/material storage locations, Warehouse management, Overall Supervision Activities etc. This is only an outline and not to be taken as a limitation of role.

Under the purview of this contract, Contractor is primarily expected to provide integrated services for the complete Warehouse management. As detailed in this schedule and elsewhere in this document, the Contractor is expected to carry out the services in an integrated manner utilizing its own resources or sub- contractors' resources and services.

Being the integrated logistics service provider, the contractor should have visibility of entire spectrum of supply chain activities of the company. Hence it is expected to benefit from this visibility and deliver high quality services. Contractor will be responsible for providing integrated warehouse (Open & Covered space) & Warehouse/store management services for OALP Blocks in Assam. Scope of services for construction of warehouse as per COMPANY's requirements including receiving, conducting/facilitating inspection, handling, proper storage, tagging & labelling, preservation and housekeeping, accurate dispatch of materials and reverse logistics in case of returnable items (due to partial usage at user sites or damage/R&M of equipment).

In addition to providing these services, the scope will also include conducting in business transactions like SAP entries (GRNs, Bin assignments, Material Transfers and Issues, booking Material consumptions etc) assisted by the company representative. Assisting audit management is in scope of Contractor. It mainly includes providing

support during audit, remain in compliance to requirements and closing out on audit findings. Contractor will be responsible for submitting various reports/dashboards to company in a format mandated by company at an agreed common format under the supervision of a Company's representative.

Please note the below criterion are only for **reference** and the criteria(s) for shortlisting the bidders shall be based on tender requirements and specified therein. The same shall be communicated to bidders appropriately in the tender.

Financial Criteria:

Turnover- Turnover in each of the immediately preceding two (02) financial years should be equal to or more than the estimated Average Annual Contract value or 5 Cr., whichever is higher

Net Worth- 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 1

Also, note -

- ❖ Standalone financials of the bidding entity will only be considered, Where the bidding entity is unable to meet the financial evaluation criteria, Parent/ Holding co. audited financials can be considered, subject to:
 - (i) Acceptance to submit financial guarantee in the form of 10% Bank Guarantee of Contract value (in case of award of Contract),
 - (ii) Commitment letter from Parent/ Holding Co. to provide financial support to the bidding entity,
- ❖ 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.
- ❖ Latest audited financial statement should not be older than 12 months on the date of EOI.
- ❖ 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.

Technical Criteria

The interested Contractors should evince interest to participate in the Expression of Interest by clicking on the "**Evince Interest**" link against the corresponding EOI listing on the Company's 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) and the Contractors would be requested, as a minimum, to submit the following documents and details to substantiate their Past Experience in successfully providing similar services in the past

- Letter of interest clearly indicating project reference
- Detailed Company Information with Organization structure, List of manpower with CVs of key personnel, Support agencies and other facilities & resources
- Details of completion of similar type of projects in the last THREE (3) years under headings:
 - a) Brief scope of work
 - b) Value of work
 - c) Contract Duration

- d) Actual completion of Project
- e) Contact details of the Client (Company may approach the client directly for the feedback)
- Details of Quality and HSE Management System/ HSE Policy, HSE Manuals, procedure, and sample HSE plan for similar nature of job.
- Details of established Quality Manual, Policy and Procedures, valid Quality Certifications, Accreditations

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the “Evince Interest” link against EOI listing on the Cairn website i.e., <http://www.cairnindia.com> within 12 days from this publication and submit their contact details online.

Note: The evaluation shall be done at the tender stage and the criteria(s) mentioned above are for reference only. Accordingly, interested applicants are advised to evince interest against EOI.

In case of any issue faced by the vendor during the evincing of interest please contact Manjushree.Samanta@cairnindia.com