



## CAIRN INDIA LIMITED

(INTERNATIONAL COMPETITIVE BIDDING)

### **GLOBAL EXPRESSION OF INTEREST (Eoi) FOR RETROFITTING EXISTING PRODUCED WATER TREATMENT VESSELS FOR MANGALA IN RAJASTHAN 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 and Aishwariya (MBA) Fields and various other discoveries which would be developed over a period of time.

CIL on behalf of itself and its joint venture partners invites Expression of Interest for “Retrofitting Existing Produced Water Treatment Vessels” under International Competitive Bidding (“ICB”) process from reputed Integrators / Manufacturers with demonstrated proven track record with capabilities in Engineering, Procurement, Fabrication, Supply, Installation and Commissioning.

#### **Retrofitting Existing Produced Water Treatment Vessels**

The scope of work involves “Retrofitting Existing Produced Water Treatment Vessels” for treating produced water (with oil droplets and fine solids) including integrating with existing system. Scope includes CFD analysis, Detailed Engineering, Supply, Installation, Testing, Pre-commissioning and Performance Test runs.

#### **INLET CONDITION**

|   |   |                                   |
|---|---|-----------------------------------|
| No of Existing Produced Water Treatment Vessels | : | 4 X 150,000 BHPD                  |
| Oil in Water Inlet Concentration                | : | 2000-3000 ppm.                    |
| Viscosity of water                              | : | 1 - 3 cP due to polymerized water |

#### **OUTLET SPECIFICATION**

|                                    |   |              |
|------------------------------------|---|--------------|
| Oil in Water Outlet Concentration  | : | 50 - 60 ppm. |
| Min guaranteed processing capacity | : | 300,000 BHPD |

#### **Additional Properties of fluid for consideration:**

**The Crude Oil at the facility is waxy in nature. The Crude Oil viscosity is ~11cp @ 80degC.**

### **Specific Pre-Qualification Criteria:**

#### **1. Technical:**

- **Manufacturer / Integrator should have carried out design and supply or retrofitting of Produced Water Treatment Vessels to treat polymerized high viscous produced water and submit proof of supply, current performance against intended design, sample CFD analysis, Client reference and contact details in the last five years.**
- **Specific experience/Past Track Record in Polymer back produced water treatment/pilot record will be essential.**

#### **2. Financial:**

- **Net Worth – Positive net-worth in each of the immediately preceding two financial years**
- **Turnover - Turnover in each of the immediately preceding two financial years should be more than or equal to the estimated contract value.**
- **Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60.**

### **The interested suppliers are requested, as a minimum, to submit the following documents and details:**

1. Letter of interest from interested supplier on their Letter Head.
2. Detailed supplier Information with Organization structure, List of manpower with CVs of key personnel, Plant and Machinery list mentioning year of manufacturing, Support agencies and other facilities and resources.
3. Details of completion of major process equipment pertaining to produced water treatment system in Petro Chemical / Refinery / Oil & Gas / Fertilizer Industries in the last five(5) years under 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) Clients name f) Contact details of the Client g) Safety Certification / Inspection of plant and machineries h) HSE statistics, LTI graph etc. i) Current ongoing and future project commitments.
4. Specific Execution Strategy outlining Engineering, Procurement, and Project controls Construction and Commissioning functions along with geographical locations for each of the functions.
5. List of current contracts of similar nature under execution with the value of the Contract and percentage completion.
6. Experience of working in Remote Onshore location, Desert terrain and demonstrated experience in executing brown field project of large scale.
7. List of Projects demonstrating Capabilities and Experience in Brownfield Projects.
8. Proof of capabilities to carryout CFD analysis with necessary valid license for software etc.
9. Health Safety and Environment (HSE) policies, HSE Safety Manual / Procedures, Organogram in line with internationally accepted practices with statistics for last three (3) years.
10. LTIFR track record for last three (3) years.
11. Quality Manual, Policies and Procedures, Organogram in line with internationally accepted practices.
12. Copies of ISO certifications for ISO 9001, EMS 14001, OHSAS 18001 etc.
13. Completion Certificate / Feedback Certificate from Customers in last 5 years Petro Chemical / Refinery / Oil & Gas / Fertilizer Industries
14. Reference List (Clientele)
15. Technical / Managerial Resources availability
16. In-house Engineering Resources / Alliance Partnership with Engineering firms / Engineering Software's / Fabrication.

17. Project Execution & Management / Planning & Scheduling methodology
18. Availability of Spare capacity and ability to supply within the project schedule based upon current shop floor loading
19. Possess owned fleet of Fabrication / construction equipment, tools & tackles and has record of establishing large scale mobilization capabilities in short period of time.
20. 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 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 Account and Notes to the 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 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 i.e. <http://www.cairnindia.com> 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 above documents and details for prequalification for via Smart Source within Fourteen (14) days of publication of this invitation for Expression of Interest.