

## **GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING FOR PROJECT MANAGEMENT CONSULTANT SERVICES AND PMO FOR VALUE ASSURANCE FOR VARIOUS SURFACE FACILITY DEVELOPMENT PROJECTS WITHIN RAJASTHAN AND OTHER OALP BLOCKS**

Cairn Oil & Gas, Vedanta Limited, is India's largest private upstream O&G company with operating interest in several producing fields in India contributing ~25% of India's domestic production. Cairn Oil & Gas, Vedanta Ltd., 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. Cairn Oil & Gas holds 70% participating interest in the block which contains 38 major oil and gas discoveries, with significant gas potential in the southern area.

Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security. In this regard, Cairn has embarked on an exciting growth journey to achieve world class recovery factors in our diverse reservoirs in the states of Rajasthan, Assam & Gujrat under its PSC and OALP blocks.

Operator on behalf of itself and its joint venture partners invites Expression of Interest for carrying out Project Management Consultancy Services and PMO for Value Assurance for Various Surface Development Projects across their oil and gas fields in green field and brown field environment under International Competitive Bidding ("ICB") process from reputed Project Management Consultants with demonstrated HSE performance and proven track record with capabilities in project management, review and approval of technical/engineering documents, construction management for upcoming Oil & Gas projects in Rajasthan, Assam & Gujrat under its PSC and OALP blocks.

### **Scope of work**

The scope of work/ services for this Expression of Interest contains two areas to manage and control all aspects of the Project Execution on behalf of Vedanta. Scope includes 1.) Project Management Consultancy (PMC) which would include managing the project right from Detail Design & Engineering, Procurement, Construction and Commissioning including project closeout with PMC holding complete responsibility for delivery in agreed schedule, cost and quality. 2.) PMO Services for Value Assurance (through engagement/consortium with reputed best in class third party consulting agency) shall be established to operationalize robust best-in-class controls, effective project governance and rigorous performance management, relentless problem solving and timely decision making. Value Assurance office will also support with sourcing of Alkali and Surfactant.

Following projects (Indicative) are part of the scope:

1. Mangala Alkali Surfactant Polymer Flood (MASP)
2. Bhagyam ASP Pilot
3. Aishwariya ASP Pilot
4. Other Growth Projects in Rajasthan, Assam & Gujrat under its PSC and OALP blocks.

### **SPECIFIC PRE-QUALIFICATION CRITERIA**

#### **1. Technical Capabilities**

The bidding entity shall have completed at least two (2) PMC services for On-shore Oil & Gas project (i.e. Upstream O&G Production/Processing, Refining and Petrochemicals) in the last seven years The value of PMC Services shall not less than US\$18Mn in each of the PMC contract.

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

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average PMC annual contract value.
2. Positive net worth in each of the immediately preceding two financial years.
3. Liquidity ratio shall not be less than 1 in each of the preceding two (02) financial years.
4. Bidders/ all Consortium partners shall not be under liquidation, court receivership or other similar proceedings.

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/holding company financials can be submitted and considered, subject to submission of financial guarantee and commitment letter, as described under (ii)
- ii. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
  - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value
  - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity
- 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.

3. Documents to be furnished as a response to EoI for Specific Pre-Qualification criteria (Go / NoGo) mentioned above
  - 3.1** Letter of interest from interested party on their Letter Head.
  - 3.2** Detailed company information including office details, Number of current personnel on discipline basis. as well as the CV's of the key personnel for all disciplines. Also details of organizational chart / structure, Software and other facilities and resources.
  - 3.3** Interested Consultant shall furnish below documents for projects meeting specific pre-qualification criteria (Go / NoGo) as mentioned above.
    - a) Name of the Project
    - b) Brief Scope of Work of bidder in particular project
    - c) Value of the PMC services in USD
    - d) Name of the Client
    - e) Contact details of the Client (Vedanta may approach the client directly for the feedback)
    - f) Month/Year of Award
    - g) Month/Year of Completion
    - h) Total Man-hours spent in the project
    - i) Copies of Letter of Award & Completion Certificates
    - j) Quality Systems Certification

Only the completed projects, on or before EoI submission date shall be considered for evaluation

- 3.4** Bidders capabilities to be identified: Concept design, FEED, Detailed Engineering, Procurement Engineering, Construction Engineering, Construction & Commissioning Management, Project Management and Contract management.
- 3.5** Quality assurance & Quality control practices currently in place for the execution of similar work/services.
- 3.6** Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (EoI). The Consultants not meeting the financial criteria mentioned below in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process

Also, note -

- i. Consortiums/third party consulting agency for PMO services are acceptable; distinct scope of work / capabilities for each consortium member should be clearly articulated
- ii. Normally standalone financials of the bidding entity will be considered. However, if available, consolidated financials at the group level can be considered.
- iii. Parent company or Affiliate's financials can be considered, subject to submission of Parent/ Affiliate company guarantee as per Vedanta's format.
- iv. 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- v. If Consultant is submitting unaudited statements as there is no audit requirement in the country of residence, then the financials should 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.

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 website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested suppliers / contractors would be invited to submit their response via Smart Source (Cairn's e-Sourcing Platform).

The interested bidders should "Evince interest" to participate in EoI within 14 days of publication of Expression of Interest.