

**EXPRESSION OF INTEREST (EOI) UNDER NATIONAL COMPETITIVE BIDDING (NCB) PROCESS FOR PROVISION OF MHE SERVICES WITHIN RJ-ON-90/1 BLOCK IN RAJASTHAN AND PROVISION OF TRANSPORTATION SERVICES ACROSS ALL CAIRN OPERATED BLOCKS IN INDIA**

Vedanta Group has \$30bn revenue and \$10bn profit and further plans to invest \$20bn in next 4-5 years for the expansion of brownfield capacity and setting up green field capacity for oil and gas, renewable energy, display glass, semiconductor, mining and smelting. Vedanta is one of the leading players in the market.

Cairn Oil & Gas, Vedanta Ltd., is India's largest private oil and gas exploration and production company having current interest in 62 blocks and accounting for more than a quarter of India's domestic crude oil production. Cairn Oil & Gas has a vision to achieve 50% of India's crude production and contribute to India's energy security.

Cairn Oil & Gas, Vedanta Ltd., on behalf of itself and its Joint Ventures (JV) partner(s) invites interested contractors with proven capabilities or track record and demonstrated HSE performance in similar requirement to express their interest to participate in National Competitive Bidding (NCB) process for **Provision of Material Handling Equipment (MHE) within RJ-ON-90/1 Block in Rajasthan and Provision of Transportation Services across all Cairn Operated Blocks in India** on long term basis.

**Brief Scope of Work**

1. Provision of Material Handling, Lifting Equipment and Movement like trailers, cranes, forklifts, cherry-pickers, dumper, excavator, rollers etc. required for handling and transportation of inventory/spare parts/equipment within fields/plant/asset as per the company's Lifting, HSE & Road Transport standards.
2. Vedanta Ltd, (Cairn oil & Gas / CIL- 'Company') is the Operator in various Oil and Gas fields allocated by government of India for Exploration and Production of Oil and Gas. Company is presented in multiple locations across India mainly in Rajasthan, Gujarat, Andhra Pradesh and Assam. Company requires transportation services for movement of material from / to multiple location.

To support its operations, Company requires transportation services on an exclusive basis, whereby Contractor shall undertake and be responsible for the transportation of all goods, materials and equipment rendered, up to delivery site across India.

The Services of the Contractor shall be mainly in the area of transporting the cargo from various bases in India to various locations. Bidder to provide transport services anywhere in India. Bidder to have an experience of minimum 3 years for providing services of inland transportation of material in India

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.

## **SPECIFIC PRE-QUALIFICATION CRITERIA**

### **Financial Capabilities:**

1. Annual Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
2. Positive Net worth in each of the immediately preceding two financial years.
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 1.
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 based on 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.
- v. 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 bidding entity not meeting the financial criteria mentioned above in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.

### **1. Technical Capabilities (MHE & Transportation Services within RJ-ON-90/1 BLOCK IN RAJASTHAN)**

Bidder shall have a minimum of three (03) years' experience (in preceding seven (07) years) in providing Logistics Services to industries such as Oil & Gas processing / refining / Petrochemical Chemicals / Thermal Power Plants / Mining / Metals etc.

Participants are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the project reference.
2. Detail Company Information with Organization structure.
3. Details of Material handling & Lifting Equipment Owned.
4. Details of completion of similar type of services in the last three years under heading:
  - a. Brief scope of work
  - b. Value of work in INR
  - c. Contractual Duration
  - d. Actual completion of Project
  - e. Client's name
  - f. Contact details of the Client (Cairn may approach the client directly for the feedback)
  - g. HSE statistics, LTI graph etc.
5. Bidder shall provide contract copies of major contracts executed in each of the preceding five years.
6. Details of current commitments - List of all jobs under execution with the value of the Job and percentage Completion.
7. Service Completion Certificates, Client Feedback etc of similar contracts executed in the last five years.
8. LTI track record, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last three years
9. Updated Quality Policy & Practices, Process flow, organization chart, proven track record of catering similar services for 3 years etc.
10. Copies of ISO 9001:2015/ API Q1 9<sup>th</sup> edition/ API Q2 2<sup>nd</sup> edition or equivalent (as required), ISO 14001:2015, ISO 45001:2018 or any other certification as applicable for the intended scope of services.
11. 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 18 months on the date of submission of response to Expression of interest.
12. Documents in support of Health & Safety Environment & Quality [HSEQ] performance

## **2. Technical Capabilities (PROVISION OF TRANSPORTATION SERVICES ACROSS ALL CAIRN BLOCKS / ANYWHERE IN IN INDIA)**

Bidder shall have a minimum of three (03) years' experience (in preceding seven (07) years) in providing Transportation Services to industries such as Oil & Gas processing / refining / Petrochemical Chemicals / Thermal Power Plants / Mining / Metals etc.

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 companies/consortiums 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 parties/ Bidders/companies/consortiums 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 Ten (10) days of publication of Expression of Interest.

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