

EXPRESSION OF INTEREST (EOI) FOR THE PROVISION OF INTEGRATED WAREHOUSE MANAGEMENT SERVICES FOR THE OALP BLOCKS OF CAIRN OIL & GAS, VEDANTA LTD. IN ASSAM, 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.

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

Cairn Oil & Gas, Vedanta Ltd., invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest to participate in the National Competitive Bidding Process for **provision of Integrated Warehouse Management (Warehouse Infrastructure (Covered & Open) & Allied Services with Inventory Management) at Jorhat, Assam.**

The Company is in search for a competent agency to serve as a service provider in providing Warehouse Infrastructure (Open & Covered space) & Professional Warehousing services, which will include but not limited to activities like Inventory management using professional resources, Supply of MHE, Trailers, and administration of Open area and Covered Warehouses.

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.

Scope of Work broadly includes:

- Providing Infrastructure for Warehouse including Covered structures and Open Yard with Allied Professional Services.
- Inventory Management in SAP Hana4 MM Module using professional manpower resources.
- Manage physical inventory stored within covered sheds / open yards.
- Provide services of various types of Material Handling & Lifting Equipment such as Heavy-Duty Cranes, Farana F-15, Forklift, Man-lift/Cherry pickers, Truck Mounted Cranes, Trailers, Trucks, Reach Stackers, etc. as may be required for handling and movement of inventory as per the company's HSE & Road Transport standards.

The broad description of the work profile shall be provided in detailed **Scope of Work.**

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 10 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 amit.joshi@cairnindia.com