

**GLOBAL EXPRESSION OF INTEREST / PRE-QUALIFICATION FOR PROVISION OF
MECHANICAL/ELECTRIC/ HYDRAULIC HIGHLY MOBILE LAND DRILLING UNITS
BLOCK: RJ-ON-90/1 in INDIA**

Introduction

Cairn, Oil & Gas vertical of Vedanta Limited, as an operator on behalf of Joint Venture partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), is carrying out drilling operations in the block RJ-ON-90/1 in the state of Rajasthan, India. The Block contains number of major oil discoveries, including the Mangala, Bhagyam and Aishwariya Fields.

CAIRN, on behalf of itself and its Joint Venture (JV) partners, seeks an Expression of Interest (EOI) from experienced Contractors under International Competitive Bidding (ICB) Process for Provision of Rigs, Tangibles and Services in support of CAIRN drilling campaign in RJ-ON-90/1 Block tentatively planned in financial years 2017 and 2018.

In view of the nature of the scope, only those Contractors possessing the requisite and proven record of performance in executing at least similar jobs should respond to this notice.

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 Cairn website 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). The Contractors would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#).

Technical Criteria

Drilling Units

- a. Interested bidders shall own minimum 03 Oil & Gas Drilling Rigs
- b. Interested bidders shall have minimum 3 years of Oil & Gas experience in the last 5 years of providing DRILLING UNITS to reputed Indian/ International operators

Specifics

Only those Contractors who can comply with all of the following and can, by their submission, demonstrate a successful track record, listing previous projects, current Services projects in progress, clients, and client key contacts who may be approached, in each of the areas below should respond to this Notice. The Contractor must submit details for the following:

- Letter of interest clearly indicating project reference
- Detailed Company Information including details of Fleet / equipment and current location
- Details of completion of similar type of projects in the last five years under headings:
 - a) Brief scope of work
 - b) Value of work
 - c) Contract Duration
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CAIRN may approach the client directly for the feedback).
- Technical Job Capability. List of Similar work with contract values successfully executed in the last 3 years’ and projects currently under execution.

- Organizational outline proposal detailing their nominated management, staff, and business process support to carry out an Onshore Drilling campaign for all types of wells.
- Should have experienced Personnel and proven Safety and HSE track record to meet international standards.
- *Details of Management, Operating and Maintenance schemes with copies of their certification.*
- *Details of HSE Organization, responsibilities, resources, standards and documentation, Risk management, Planning and procedures, Implementation and performance monitoring.*
- *Details of HSE auditing and management review of HSE-MS, Valid Certifications / Accreditations*
- *Details of established Quality Manual, Policy and Procedures, valid Quality Certifications, Accreditations.*
- 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 12 months on the date of submission of response to Expression of interest.

Note: Vendor to clearly indicate the Drilling Unit/Service/Tangible for which they indicate to submit the EOI in the Cover letter of their submission

Financial

The following financial evaluation criteria will be used for evaluation of financial standing and the contractors not meeting any of the criteria for any specific tender requirement may be disqualified from the bidding process –

- a. Net Worth – Positive net-worth in each of the immediately preceding two financial years.
- b. Turnover – Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value. In case of tenders for duration less than a year, Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated contract value
- c. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60.

Also Note –

- a. 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 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 a/c and Notes to 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.
- e. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.
- f. 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 EOI within 14 days of publication of Expression of Interest.

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 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 via [Smart Source](#)