

EXPRESSION OF INTEREST (EOI) FOR “INTERIOR & FURNISHING WORKS” FOR CAIRN OIL & GAS RESIDENTIAL COMPLEX AT BARMER WITHIN THE RJ-ON-90/1 BLOCK

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 is the “Operator” of Contract area “RJ-ON-90/01” (the Block) in the state of Rajasthan, North West India on behalf of itself and its Joint Venture (JV) partner Oil and Natural Gas Corporation Limited (ONGC). In order to manage and augment its operations in Barmer, Company intends to have a residential facility in Barmer named as “**Cairn Oil & Gas Residential Complex at Barmer**” (the Project). As a part of said project, it is required to develop the “**Interior & Furnishing**” for the said project facilities as briefly described below:

Scope of Work/Services: The Scope of Work of Contractor shall broadly include “**Design, Supply & Execution**” of “**Interior & Furnishing Works**” of the Clubhouse, residential apartments and common areas including but not limited to **Design** (Concept Design, Schematic Design, Walk-through & 3D Models, Detailed Design/GFCs, Listing & Estimation of Quantities, Detailed Technical Specifications of various interior & furnishing items etc. complete in all respects), **Procurement & Supply** (of all the items/materials as required for interior & furnishing works including all consumables), and **Execution** (of interior & furnishing works of the Clubhouse, residential apartments and common areas as per approved design) including all works associated with design & engineering, procurement and supply, mobilization of resources, execution of Works/Services, testing, hook-up & commissioning as envisaged for successful delivery of Works.

Company invites Expression of Interest (EOI) for International Competitive Bidding (ICB) for execution of afore-mentioned Scope of Work/Services. Interested Partners with demonstrated HSE performance and proven track record in successfully delivering similar scope of work/services are encouraged to evince their interest to participate in this EOI.

Interested Parties (**the APPLICANT**) having past experience and meeting the “**Specific Pre-Qualification Criteria**” defined below shall respond to this Expression of Interest.

“SPECIFIC PRE-QUALIFICATION CRITERIA”

Note: The **APPLICANT** wherever referred to in this document hereafter, shall mean the **Contractor** itself (in case the Party participates as an individual Single Bidder) or the **Leader of CONSORTIUM** (in case the Party(s) participate as a CONSORTIUM). The APPLICANT will be required to meet the below mentioned “Specific Pre-Qualification Criteria”.

(A) Technical:

1. The APPLICANT shall have successfully delivered the premium “Interior & Furnishing Works” in last ten (10) years comprising of:
 - (a) **Residential:** At least one (1) project of “Interior & Furnishing Works” comprising of minimum Fifty (50) Dwellings/Flats/Apartments/Cottages/Villas of a Residential Township or Hotel with approximate BUA of ~ 75000 SQFT or more in a Single Order.
 - (And/Or)
 - (b) **Clubhouse:** Interior & Furnishing Works of Clubhouse/Recreation Centre in a Residential Colony / Hotel/Resort/Office etc. comprising of minimum One (1) Project with approximate BUA of 25000 SQFT or more in a Single Order.

Past experience of interior & furnishing works in both categories is envisaged, however, the Residential and Clubhouse Project could be either same or individual contracts.

Only completed projects shall be considered for evaluation Last ten (10) years shall be considered from the date of publication of this EOI.

(B) Financial:

1. Turnover in each of the immediately preceding two financial years should be equal to or more than estimated average annual contract value (for individual scope).
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.

APPLICANTS are requested to submit company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) financial years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Additional points to be considered for evaluation of financial performance:

- Normally standalone financials of the Bidding Entity only will be considered. However, consolidated group 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 EO response.
- In case of CONSORTIUM, the financials of the Leader of the CONSORTIUM (in whose name the bid is submitted) will be evaluated. However, CONSORTIUM partners' financials can also be considered subject to submission of corporate guarantee by such consortium partner.

In case of consortium, APPLICANT is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU shall identify the Leader of Consortium and indicate the division of Scope of Work in the consortium members and the percentage of contract value. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turnover, net worth and liquidity in proportion to the percentage of work to be performed by them. The Performance Bank Guarantee (PBG) will have to be submitted by individual consortium partners in the ratio of work being performed unless the Leader takes responsibility of the complete consortium in which case, Leader can submit PBG of required value.
- 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.
- 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.

(C) Quality, Health, Safety and Environment (QHSE) requirement:

The APPLICANT must demonstrate a comprehensive Quality, Health, Safety and Environmental Management system in place. APPLICANT is requested to submit the following documents related to HSEQ to be evaluated at Tender stage:

1. **Quality and HSE Management System/QHSE Policy, procedures and sample QHSE plan for similar nature of job.**
2. HSE statistics – fatality rate, LTIFR data etc.
3. Certifications pertaining to HSE, QA/QC, International accreditations etc. **shall be an added advantage.**

Information to be furnished by the APPLICANT while responding to this EO:

The APPLICANTS are requested to furnish the following information at tender stage:

1. Letter of interest from the APPLICANT on their letter head clearly showing the Bidding Entity, Mode of participation (i.e. Single Bid or Consortium Bid), brief summary of APPLICANT's credential/past experience.
2. The Technical capabilities details/documents as requested in Specific Pre-Qualification Criteria - Technical (A).
3. The Financial performance documents as requested in Specific Pre-Qualification Criteria - Financial (B).
4. Details of completion of similar type of projects in the last ten (10) years including:
 - a) Name of the Project
 - b) Client name, Location of the Project
 - c) Brief Description of Project e.g. Development Area, number of units/towers, additional infrastructure etc. as applicable
 - d) APPLICANT's Brief Scope of Work
 - e) APPLICANT's Value of work INR/USD
 - f) Contractual Duration
 - g) Actual completion of Project with Completion Certificates

- h) Certification Accreditation of the Project (LEED/GRIHA/IGBC/Any other)
 - i) Whether Operation & Management (O&M) of the facility was in APPLICANT's scope (Yes/No, duration)
 - j) Contact details of the Client (Operator may approach the Client directly for the feedback reference along with completion certificates from user(s))
5. Brief Project Execution Philosophy describing management of engineering, procurement, construction and commissioning phases of project.
 6. The Organization Structure and brief CVs of key members proposed to be engaged for Project execution including their experience levels.
 7. List of policies, procedures, and quality assurance practices currently in place for the execution of similar work.
 8. Health Safety Environment and Quality (HSEQ) policies, HSEQ Safety Manual / Procedures, Organogram in line with internationally accepted practices with statistics for last three (3) years, and the LTIFR track record for last three (3) years.
 9. List of current contracts under execution with value of contracts and percentage completion in support of present workload.
 10. The APPLICANT shall not be under liquidation, court receivership or similar proceedings. A declaration to be submitted by the APPLICANT.

The interested Parties 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 Parties 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 above documents and details for prequalification via Smart Source within Seven (7) days of publication of Expression of Interest.

Annexure

Description of Units

For Cairn Oil & Gas Residential Complex at Barmer (MPT-OB)

“Cairn Oil & Gas Residential Complex” at Barmer (MPT-OB)									
S. No.	Type	Tower Configuration		Number of Units Apartments (Family Accommodation)				Approx. BUA (Sq. ft.)	
		No. of Towers	Layout	Units Per Floor	Units Per Tower	Total Units	Total	BUA	Total
1.	2 BHK Apartment	2	S+9	8	72	144	314	150000	6,75,000
2.	3 BHK Apartment	10	S+9	2	16	160		450000	
3.	4 BHK Duplex			1 Unit/Tower		10			
4.	Club House	1	G+2					75,000	
5.	Playground Landscape Parking Internal Roads Utilities/Services Other Amenities	As per Layout & Design							

Note: The number of Units/Size/Area are approximate. The actual number shall be as per GFC drawings during tendering.