

EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR DESIGN & SUPPLY AND/OR INSTALLATION & COMMISSIONING OF FLEXIBLE /RIGID PIPELINES AT RAVVA OFFSHORE, ANDHRA PRADESH, 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 & 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 and a vision to produce 50% of India's oil and gas production.

Cairn Oil & Gas, Vedanta Ltd., is the Operator of the Offshore Ravva block, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Petroleum Ltd (VPL) and Ravva Oil Singapore (ROS) located off the east coast of the state of Andhra Pradesh, India.

Ravva Oil field comprises of 8 offshore platforms Crude is evacuated by tankers through an SPM terminal located within offshore oil field.

The operator on behalf of the JV partners invites Expression of Interest (EOI) for below supply under International Competitive Bidding (ICB) process from reputed manufacturers/suppliers/contractors with demonstrated Quality & HSE performance and proven track record having capabilities in "Supply and/or complete installation of Flexible / rigid Pipelines between the existing platforms at Ravva, Andhra Pradesh, India

The scope broadly includes the following:

A. Design and Supply of Subsea Pipeline

Design and supply of Flexible / Rigid Pipeline along with all its components including flange/flanges connectors, fasteners, gaskets, fittings as applicable for subsea purpose at water depths of 10-15 m suitable for flowing high pressure water, oil, gas or all three combined in between offshore platforms.

B. Execution - Installation & Commissioning of Subsea Pipeline between two platforms.

Deploy necessary and suitable equipment, manpower for lifting and/or laying and/or Classed marine spread, diving equipment and all suitable materials required for installation & commissioning of flexible, rigid pipelines at water depths of 10-15 m in between offshore platforms.

In view of the nature of the scope, only those manufacturers & contractors possessing the requisite and proven record of performance and can demonstrate, through submission of documents, in executing similar jobs should respond to this notice.

Please note the below criterion which shall be used for preliminary short listing of bidders for future tenders. Company reserves the right to modify these criteria based on tender specific requirements, which shall be communicated to vendors appropriately.

“SPECIFIC PRE-QUALIFICATION CRITERIA”

NOTE: APPLICANT wherever referred to in this document, would mean the **Leader of CONSORTIUM** of Oil & Gas Services (in case the bidder applies as a **CONSORTIUM**) or an Oil & Gas Services provider itself (in case the bidder applies as an individual company). **Each CONSORTIUM partner/individual bidder** will be required to meet the below mentioned financial pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

KEY PRE-QUALIFICATION CRITERIA

1. **Financial Performance:** Minimum annual average turnover of in last two financial years should be equal to or more than average annual contract value with positive net worth in each of those financial years and minimum liquidity ratio 1 in each of the preceding two years.
In case of consortium, each consortium partner should themselves individually meet the financial evaluation criteria in proportion to the percentage of work to be performed by them.

Each CONSORTIUM partner/individual bidder shall 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. Parent company or Holding company financials can be submitted and considered, subject to submission of Parent/ Holding company commitment letter to support financially, the bidding entity and submission of Bank Guarantee equivalent to 10% of contract value.
- 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
- 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.

APPLICANT will be required to meet the below mentioned delivery pre-qualification criteria to legitimately express interest for collaboration with Vedanta Ltd.

2. Technical Capabilities

The **APPLICANT OR CONSORTIUM PARTNER** must demonstrate which of the capabilities they possess for below categories:

SI No	Category	Description
I	Design, Supply, installation & commissioning of Flexible Pipelines.	<p>Should have below experience as a minimum:</p> <p>a. Design and supply of flexible pipelines for Oil & Gas sector.</p> <p>b. Execution capability of installation & commissioning of Flexible Pipeline and associated accessories.</p>
II	Design, Supply, installation & commissioning of subsea rigid Pipelines between two existing platforms.	<p>Should have below experience as a minimum:</p> <p>a. Design and supply of rigid pipelines for Oil & Gas offshore installations.</p> <p>b. Execution capability of installation & commissioning of subsea rigid Pipeline and associated accessories.</p>
III	Design and Supply of Flexible Pipelines.	<p>Should have below experience as a minimum:</p> <p>Design and supply of flexible pipelines for Oil & Gas sectors.</p>
IV	Design and Supply of subsea rigid Pipelines between two existing platforms.	<p>Should have below experience as a minimum:</p> <p>Design and supply of rigid pipelines for Oil & Gas offshore installations.</p>
V	Installation & commissioning of Flexible Pipelines.	<p>Should have below experience as a minimum:</p> <p>Execution capability of installation & commissioning of Flexible Pipelines and associated accessories.</p>
VI	Installation & commissioning of subsea rigid Pipelines between two existing platforms.	<p>Should have below experience as a minimum:</p> <p>Execution capability of installation & commissioning of subsea rigid Pipelines and associated accessories.</p>

Applicant shall mention the categories that they would evince interest with the following details against the two listed capabilities. Applicant can apply in either flexible or rigid pipeline categories or both.

SI No.	Category	Applicant has capability (Yes/ No)	If Applicant doesn't have the capability, will it be addressed by CONSORTIUM? Names of finalised/ likely CONSORTIUM PARTNERS	If Applicant doesn't have the capability, will it be addressed by SUB-CONTRACTOR? Names of finalised/ likely sub-contractor
I	Design, Supply, installation & commissioning of Flexible Pipelines.			
II	Design, Supply, installation & commissioning of subsea rigid Pipelines between two existing platforms.			
III	Design and Supply of Flexible Pipelines.			
IV	Design and Supply of subsea rigid Pipelines between two existing platforms.			
V	Installation & commissioning of Flexible Pipelines.			
VI	Installation & commissioning of subsea rigid Pipelines between two existing platforms.			

Required submissions:

Category-I: Design, Supply, installation & commissioning of Flexible Pipelines:

- a) Project details of Design & supply of flexible pipelines in Oil & Gas sector in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively with all its components for minimum of 3 purchase orders.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Details of manufacturing and testing facilities for the flexible pipelines and all its components.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- c) Project details of Installation and commissioning of at least two offshore/onshore flexible pipelines in Oil & Gas Sector (either standalone basis or through consortium) in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively along with arrangement of all required equipment/marine spread/ resources.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, equipment/resources used etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

Category-II: Design, Supply, installation & commissioning of Subsea Rigid Pipelines between two existing platforms:

- a) Project details of design & supply of rigid subsea pipelines in Oil & Gas sector in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively with all its components for minimum of 3 purchase orders.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Details of manufacturing and testing facilities for the rigid pipelines and all its components.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- c) Project details of Installation and commissioning of at least two rigid subsea pipelines in Oil & Gas Sector (either standalone basis or through consortium) in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively along with arrangement of all required equipment/marine spread/ resources.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, equipment/resources used etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

Category-III: Design and Supply of Flexible Pipelines:

- a) Design & supply of flexible pipelines in Oil & Gas sector in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively with all its components for minimum of 3 purchase orders.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- b) Details of manufacturing and testing facilities for the flexible pipelines and all its components.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

Category-IV: Design and Supply of subsea rigid Pipelines between two existing platforms:

- c) Project details of Design & supply of rigid subsea pipelines in Oil & Gas sector in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively with all its components for minimum of 3 purchase orders.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)
- d) Details of manufacturing and testing facilities for the rigid pipelines and all its components.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

Category-V: Installation & Commissioning of Flexible Pipelines:

- a) Project details of installation and commissioning of at least two offshore/onshore flexible pipelines in Oil & Gas Sector (either standalone basis or through consortium) in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively along with arrangement of all required equipment/marine spread/ resources.
 - **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, equipment/resources used etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

Category-VI: Installation & commissioning of subsea rigid Pipelines between two existing platforms:

- b) Project details of Installation and commissioning of at least two rigid offshore subsea pipelines in Oil & Gas Sector (either standalone basis or through consortium) in past 10 years having diameter and length of at least 4 inches and 2 kilometres respectively along with arrangement of all required equipment/marine spread/ resources.
- **APPLICANT's** role & responsibilities in the project
 - Other remarks (e.g. contractual details, partnerships, sub-contractors, equipment/resources used etc.)

In case, any project qualifies for more than one capability, same needs to be specified.

3. Quality, Health, Safety and Environment (QHSE):

APPLICANT must have a comprehensive Quality, Health, Safety and Environmental Management system in place.

APPLICANTS are requested to submit the following documents related to QHSE along with duly filled questionnaires which will be shared in website:

- a) QHSE Management System (inclusive but not limited to QHSE Policy, QHSE Manuals and Procedures, QHSE Objectives, Standard Operating Procedures Index, QHSE organogram, Key procedures related to Purchase, Inspection and Testing, Calibration, Applicable Product certifications, Proven track records of catering similar services etc.).
- b) LTI statistics for past 3 years
- c) Valid Quality and HSE certifications (ISO, OSHAS, API or Equivalent etc.) for the intended Scope of services
- d) In case the bidding entity is consortium, QHSE documentation as afore mentioned shall be submitted for both the entities.

Documents to be furnished in the Proposal for Pre-Qualification

1. Letter of interest from the **APPLICANT** on their letter head.
2. In case of bidding as a consortium, the % division of the scope of work shall be submitted along with a Memorandum of Understanding (MoU)/declaration of intent.
3. Financial performance documents as listed in the Pre-qualification criteria 1 (Financial performance)
4. If the **APPLICANT** is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to (i) Applicant confirming submission of Financial guarantee equivalent to 10% of contract value in addition to the 10% performance Bank Guarantee and (ii) a Commitment Letter from Parent/Holding Company to provide financial support to the **APPLICANT**.
5. Technical capabilities details as listed in Pre-qualification criteria 2 (Delivery capabilities) including specific experience as per chosen categories.
6. QHSE performance documents of the bidder/all members of the consortium as listed in Pre-qualification criteria 3 (QHSE)
7. Complete administrative details of your company such as but not limited to nature of legal entity, registration details, office and site locations etc.
8. Declaration specifying that the **APPLICANT** is not under liquidation, court receivership or other similar proceedings
9. Any other documents in support of **APPLICANT's** credentials and experience and expertise, relevant to Cairn opportunity areas

Note: Company may seek document/ information at the time of RFI/tender to verify criteria.

The interested Applicants should evince interest to participate in the Expression of Interest (EoI) by clicking on the “**Evince Interest**” link against EOI listing on the Cairn website i.e. <http://www.cairnindia.com> within 15 days from this publication and submit their contact details online. Further to this, interested vendors would be invited to submit their documents via Smart Source (Cairn's e-Sourcing Platform).

In case of any issue faced by the vendor during the evincing of interest please contact Poonam.menaria@cairnindia.com or Amit.sharma2@cairnindia.com