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**EXPRESSION OF INTEREST FOR PROVIDING VEHICLE SERVICES FOR  
MANGALA DEVELOPMENT PIPELINE OPERATION IN GUJARAT**

Cairn Oil and Gas, a vertical of Vedanta Limited, is the Operator on behalf of itself and Joint Venture (JV) partner Oil & Natural Gas Corporation (ONGC) Ltd., of the onshore block RJ-ON-90/1 (the “Block”) located in Barmer and Jalore district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries including the Mangala field. A pipeline is laid to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat and to sell crude oil to coastal customers through Single Point Mooring (SPM) system installed in Arabian Sea near Bhogat, Gujarat in India.

Vedanta Limited operations involves crude oil transport Barmer, Rajasthan to Bhogat in Gujarat through a ~675km of 24” continually heated pipeline, 8” umbilical gas pipeline from Rageshwari Gas terminal to Bhogat. The 24” Crude pipeline is heated through SEHMS system powered by 38 nos AGIs located along the pipeline. Vedanta has crude storage & dispatch terminals at Radhanpur and Viramgam, spur lines to RIL and EOL refineries at Jamnagar and coastal terminal at Bhogat with Marine facilities for Oil export to coastal refiners.

Operator on behalf of itself & Joint Venture (JV) partner(s) invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in Competitive Bidding Process for the ‘**Providing Vehicle Services along the Pipeline locations in Gujarat for a period of three years**’.

The scope broadly includes the following:

- Provisioning of dedicated vehicles on monthly hire and call out vehicles on day hire .The services include Provisioning of passenger vehicles, multi-utility vehicles & buses with fuel & drivers for their operations along the Mangala Bhogat pipeline locations (Ahmedabad, Radhanpur, Viramgam, Wankaner, Rajkot, Jamnagar and Bhogat), to transport personnel within Gujarat and neighboring states as per requirement.

In view of the nature of the scope, only those Companies possessing the following requisites should respond to this notice:

- Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to estimated Average Annual Contract Value.
- Positive net worth in each of the immediately preceding two (2) financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6
- Minimum 3 years of experience as Operators/Contractors in providing vehicles/buses.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference
2. Details of experience/technical requirements:
  - a. Experience details in provisioning similar services for last 5 years including contract value, contract duration. Contact details from the earlier projects shall be provided by the bidders.
  - b. Experience in providing similar services in remote locations
  - c. Details of capability to mobilize and commence work to meet Vedanta’s schedule. The Contractor’s experience in mobilizing on schedule shall be clearly stated.
3. Documentary evidence demonstrating capability to provide repair, maintenance and infield support.

4. Documented policies, procedures and quality assurance practices currently in place for the execution of similar work.
5. Details of resources available with contractor in terms of number of Vehicles managed, number of buses, Driver pool etc
6. HSE Management Systems, Policies and Documentation.
7. Valid ISO/OSHAS certifications and accreditations.
8. 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.

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 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.
- ii. 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.
- iii. 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.

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the ["Evince Interest"](#) link for the corresponding EOI listing on the Cairn 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). The contractors would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fourteen (14) days of publication of this EOI.

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