

**AMENDMENT TO GLOBAL EXPRESSION OF INTEREST (EoI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS FOR PROVISION OF INTEGRATED PETROLEUM ENGINEERING SERVICES FOR RAJASTHAN BLOCK: RJ-ON-90/1 DATED 31<sup>ST</sup> DECEMBER 2020**

**Amendment to Technical Pre-qualification (PQ) Criteria**

Bidder shall have option to submit their bid for all, multiple or single package(s), with respective technical PQ criteria as mentioned below

**PQ criteria for bidders participating for all the packages:**

Contractor shall have a minimum of 03 years (in preceding 6 years) experience each, in providing 5 or more of the following PE services – Workover Rig Services, Completion Supply & Services, TCP Services, Completion Fluids, Coiled Tubing and Pumping Services, Slickline, Eline, Surface well Test services, ESP, PCP, SRP/HRP supply and services, on a standalone basis or as a consortium.

**PQ criteria for bidder participating for one or multiple packages:**

<b>Details of packages with technical PQ criteria</b>	
<b>Packages</b>	<b>Technical Pre-qualification Criteria</b>
<b>Package - 1 (Workover services)</b> <ul style="list-style-type: none"> <li>• Workover Rig Services (including the provision of rigs)</li> <li>• Rod Running Unit Services</li> <li>• Fishing-Milling Equipment and Associated Services</li> <li>• Tubing Running Services</li> </ul>	Bidder shall have a minimum of 3 years (in preceding 6 years) experience on a standalone basis or as a consortium in providing Workover/ Drilling Rigs, <b>OR</b> Bidder qualifies the technical PQ criteria for package 2
<b>Package - 2 (Well services and Completion services)</b> <ul style="list-style-type: none"> <li>• Completion &amp; Well-Bore Cleanout Services</li> <li>• TCP Equipment and Services</li> <li>• Hot Oiler Services</li> <li>• Completion fluids Supply and Services</li> <li>• Slick line services</li> <li>• Eline services</li> <li>• Coil tubing &amp; stimulation chemicals and services (including N2)</li> <li>• Pumping services and supply of stimulation chemicals</li> <li>• Fracturing Services</li> <li>• Surface well testing services</li> <li>• Through-tubing services</li> <li>• Wellhead and Xmas tree maintenance services</li> <li>• Supply of OCTG Tubing and boronized tubing</li> <li>• Material Handling Equipment and services (including trailers, cranes, forklifts, cherry picker, DG sets, scaffolding services etc.)</li> </ul>	Bidder shall have a minimum of 3 years (in preceding 6 years) experience on a standalone basis or as a consortium in providing at least <b>three</b> of the services mentioned below: <ul style="list-style-type: none"> <li>• Slick line services</li> <li>• Eline services</li> <li>• Coil tubing &amp; stimulation chemicals and services</li> <li>• Pumping services and supply of stimulation chemicals</li> <li>• Surface well testing services</li> <li>• Completion Equipment Supply &amp; Services</li> <li>• TCP Services</li> </ul>

<ul style="list-style-type: none"> <li>• Fluid Management (vacuum trucks for evacuating various liquids like wastewater, slurry liquid in pits, floating oil etc.)</li> <li>• Manpower Services (semi-skilled manpower to assist in various petroleum engineering operations)</li> <li>• Other miscellaneous services which will be required to support integrated PE operations in the blocks</li> </ul>	
<p><b>Package - 3 (Artificial Lift Services excluding ESP)</b></p> <ul style="list-style-type: none"> <li>• Jet pump supply and services</li> <li>• Progressing Cavity Pump (PCP) supply and services</li> <li>• Sucker Rod Pump (SRP) / Hydraulic Rod Pump (HRP) supply and services</li> <li>• Echo shots and Dyna card recording</li> </ul>	<p>Bidder shall have a minimum of 3 years (in preceding 6 years) experience on a standalone basis or as a consortium in providing at least <b>two</b> of the below services mentioned below:</p> <ul style="list-style-type: none"> <li>• Jet pump supply and services</li> <li>• Progressing Cavity Pump (PCP) supply and services</li> <li>• Sucker Rod Pump (SRP) / Hydraulic Rod Pump (HRP) supply and services</li> <li>• ESP (including PMM) supply and services</li> </ul>
<p><b>Package - 4 (ESP)</b></p> <ul style="list-style-type: none"> <li>• ESP (including Permanent Magnetic Motors) Supply and Services</li> </ul>	<p>Bidder shall have a minimum of 3 years (in preceding 6 years) experience on a standalone basis or as a consortium in providing ESP and PMM supply and services, <b>OR</b>          Bidder qualifies the technical PQ criteria for package 3</p>

### **Amendment to Financial Pre-qualification (PQ) Criteria**

1. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value of each package. **Cumulative estimated average annual contract value of the packages for turnover criteria shall be considered for bidders participating for multiple/all packages**
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.

### **Amendment to Financial Pre-qualification (PQ) Criteria for Consortiums**

In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partners. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value (with the contract value taken to be sum of contract values for packages the Consortium has bid for). The MoU should also specify the lead consortium member among the partner members.



Financial pre-qualification criteria for consortium:

- a. Each consortium partner should themselves individually meet the financial evaluation criteria namely, turn over, net worth and liquidity in proportion to the percentage of work to be performed by them.

**OR**

- b. **Lead consortium member should meet the financial evaluation criteria as a standalone entity.**

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 for required value

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 within 7 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform).

**Note: Bidders who had already evinced interest in the original EOI need not to evince interest again**

**Attachment: Copy of EOI for 'Provision of integrated petroleum engineering services for RJ-ON-90/1' published on 31<sup>st</sup> Dec 2020**



**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) BASIS  
FOR PROVISION OF INTEGRATED PETROLEUM ENGINEERING SERVICES FOR RAJASTHAN BLOCK:  
RJ-ON-90/1**

**Cairn Oil and Gas, Vedanta Limited** ("VL"), is the Operator on behalf of itself and Joint Venture (JV) partners Oil & Natural Gas Corporation (ONGC) Ltd., of the RJ-ON-90/1 block located in the state of Rajasthan, India. The block is spread over 3,111 km<sup>2</sup> in Rajasthan's Barmer district. It consists of two main areas namely Northern Development Area and Southern Development Area.

The block has **650+ oil wells**, with the largest fields being **Mangala, Bhagyam and Aishwarya**. There are currently 30 gas wells, with expansion plans into 42 new wells which is ongoing plus additional 27+ infill wells in RDG field. There are other satellite fields including Raag Oil, Saraswati, Guda, Tukaram, Shakthi, NI-NE and KW-2. Further, Satellite fields development is ongoing which will lead to new fields like NL, Raag South, GSV, Kaam-1, KW-3, KW-6 and additional wells in the existing fields.

The Rajasthan block has a total production of **175 Kboepd** with growth plans to expand, and a processing capacity of **1.1 MMbbls fluid per day for oil and 51 Kboepd for gas**. Technology has been a major facilitator in this growth, with a full field EOR polymer flood project, and the world's largest ASP flood project being implemented in the Rajasthan block.

The 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 to participate in the International Competitive Bidding Process for the "**PROVISION OF INTEGRATED PETROLEUM ENGINEERING SERVICES FOR RAJASTHAN BLOCK: RJ-ON-90/1**"

Scope of Work broadly includes provision of supply and services for Petroleum Engineering activities (including rig-based workovers and rig-less interventions), supply and services of Artificial Lift Systems, chemicals and consumables, and Auxiliary Services. Services will be mobilized as per long term well intervention planning. A brief list of the key services is provided below for reference:

- **Workover operations:**
  - Workover Rig Services (including the provision of rigs)
  - Rod Running Unit Services
  - Completion & Well-Bore Cleanout Services
  - Fishing-Milling Equipment and Associated Services
  - TCP Equipment and Services
  - Tubing Running-in Services
  - Hot Oiler Services
  - Completion fluids Supply and Services
  - Supply of (OCTG) Tubing and Boronised Tubing
  - Supply of Completion Equipment
- **Rig-less well services:**
  - Slick line services
  - Eline services
  - Coil tubing & stimulation chemicals and services (including N2)
  - Pumping services and supply of stimulation chemicals

- Fracturing Services
- Surface well testing services
- Through-tubing services
- Wellhead and Xmas tree maintenance services
- **Artificial Lift Services**
  - Jet pump supply and services
  - Electrical Submersible Pump (ESP) supply and services
  - Progressing Cavity Pump (PCP) supply and services
  - Sucker Rod Pump (SRP)/ Hydraulic Rod Pump (HRP) supply and services
  - Echo shots and Dyna card recording
- **Auxiliary Services**
  - Material Handling Equipment and services (including trailers, cranes, forklifts, cherry picker, DG sets, scaffolding services etc.)
  - Fluid Management (vacuum trucks for evacuating various liquids like wastewater, slurry liquid in pits, floating oil etc.)
  - Manpower Services (semi-skilled manpower to assist in various petroleum engineering operations)
  - Other miscellaneous services which will be required to support integrated PE operations in the blocks

**Interested companies / consortiums meeting following criteria should respond to this EoI:**

1. Contractor shall have a minimum of 05 years (in preceding 10 years) experience each, in providing 5 or more of the following PE services – Workover Rig Services, Completion Supply & Services, TCP Services, Completion Fluids, Coiled Tubing and Pumping Services, Slickline, Eline , Surface well Test services, ESP, PCP, SRP/HRP supply and services, on a standalone basis or as a consortium
2. Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.
3. Positive net worth in each of the immediately preceding two financial years.
4. Liquidity ratio shall not be less than 1 in each of the preceding Two (02) financial years.

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. Where the bidding entity is unable to meet the Financial Evaluation Criteria, Parent/Holding Company Audited Financials can be considered, subject to:
  - a) Submission of Financial guarantee in the form of 10% Bank guarantee of contract value.
  - b) Commitment Letter from Parent/Company to provide financial support to the bidding entity.
- iii. In case of consortium, bidder is required to provide Memorandum of Understanding (MoU) executed by the consortium partner. The MoU should indicate the scope of work to be performed by the respective consortium member expressed as a percentage of Contract value. Each consortium partner should

themselves individually meet the financial evaluation criteria namely, turn over, 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 for required value.

- iv. 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.
- v. 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.
- vi. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- vii. Latest audited financial statement should not be older than 12 months from the date of EoI.

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 within 14 days from the date of publishing of this EoI. Further to this, interested contractors would be invited to participate in the tender via Smart Source (Cairn's e Sourcing Platform)..