

(Incorporated in Mumbai, India CIN: L13209MH1965PLC291394)

**Global Expression of Interest under International Competitive Bidding (ICB) for
Project Management Consultancy (PMC) Services**

Cairn Oil & Gas, a vertical of Vedanta Limited is the Operator of following blocks

- a) Onshore RJ-ON-90/1 block (Rajasthan, India) Operator of the Onshore RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The RJ-ON-90/1 Block contains oil discoveries namely Mangala, Bhagyam, & Aishwarya, other Satellite fields and gas discoveries namely Raageshwari. In addition to these fields, various other discoveries would be developed over a period of time.
- b) Operator of Offshore Ravva Oil and Gas Field (Ravva), on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC), Videocon Industries Limited (VIL) and Ravva Oil (Singapore) Pte Ltd. (ROS), located off the east coast of the state of Andhra Pradesh, India
- c) Operator the Offshore CB/OS-2 block, on behalf of itself and its Joint Venture (JV) partners Oil and Natural Gas Corporation Limited (ONGC) and Tata Petrodyne Limited, located off the west coast of the state of Gujarat, India.

Cairn Oil & Gas, a vertical of Vedanta Limited on behalf of the JV partners invites Expression of Interest under International Competitive Bidding (“ICB”) process from reputed **Project Management Consultants** (both Indian and International) with demonstrated capability in project management, review and approval of technical documents and consultancy for upcoming Oil & Gas projects and ongoing operations.

The scope of work/ services for this Expression of Interest shall primarily include managing and controlling all aspects of the Project Execution on behalf of Vedanta in order to complete the project on time and within the approved cost. Project Management Consultant (PMC) would be responsible for managing the project right from Detail Design to Commissioning & project closeout with PMC holding complete responsibility for delivery in agreed schedule, cost and quality. PMC shall establish their team for the Project Management Services containing all the necessary skills and disciplines needed for professional management of the project on behalf of Vedanta.

PMC Services Activities

This section describes in detail the activities to be carried out by **Project Management Consultants**. PMC Services shall be required for all the following disciplines/ activities/ stages of Projects:

1. Design and Engineering Stage Services
2. Services during procurement
3. Contract Management
4. Services during construction
5. Material Management
6. Commissioning and Close out Services
7. Performance Guarantee Test Runs
8. Hand over Services
9. Schedule Management Services
10. Project risk management Services
11. HSEQ Management
12. Information management Services
13. Monitoring of project performance (on the agreed basis)
14. Contract Boundary Interface Control
15. Change Control
16. Cost Management

Only those entities who meet the “Specific Pre-Qualification Criteria” as mentioned below are requested to respond to this EOI. The selected consultants would not be permitted to sub-contract the awarded jobs / sections of the job without Vedanta’s explicit approval.

Specific Pre-Qualification Criteria (Go/No Go Criteria):

1. The respondent should have carried out at least three (3) PMC services for Oil & Gas project with cumulative billing of at least 75,000 Man-hours in the last five years. Fully owned Indian subsidiaries/Indian subsidiaries of Foreign Companies can also express their Interest based on the credentials of their Parent Company subject to submission of Parent Company Guarantee along with the Eoi submission.
2. Net Worth – Positive net-worth in each of the immediately preceding two financial years
3. Liquidity – Liquidity ratio in each of the preceding two financial years shall not be less than 0.60.
4. Turnover –Turnover in each of the immediately preceding two financial years should be equal to or more than the estimated average annual contract value.

Documents to be furnished as a response to EoI for Pre-Qualification

Interested consultants seeking pre-qualification for aforementioned works are requested to submit the following documents and details as a minimum, for evaluation by Vedanta:

- 3.1 Letter of interest from interested party on their Letter Head.
- 3.2 Detailed company information including office details, Number of current personnel on discipline basis as well as the CV's of the key nominated personnel for all disciplines who would be assigned to this work. Also details of organizational chart / structure, support agencies and other facilities and resources.
- 3.3 The details of high value contracts for similar work done with Oil & Gas Companies in last 5 years. The past experience shall be tabulated with following information as a minimum:-
 - a) Name of the Project
 - b) Brief Scope of Work
 - c) Name of the Client
 - d) Contact details of the Client (Vedanta may approach the client directly for the feedback)
 - e) Month/Year of Award
 - f) Month/Year of Completion
 - g) Phase of the Project (Project Management / Project Control)
 - h) Total Man-hours spent / project
 - i) Contract Value in INR
 - j) Project Value in INR
 - k) Copies of Letter of Award & Completion Certificates
 - l) Safety Certification
 - h) HSE statistics, LTI graph etc.Only the completed projects, on or before EoI submission date shall be considered for evaluation
- 3.4 Details of software available, management of change systems, project controls/management systems and procedures, quality systems etc.
- 3.5 List of all jobs under execution with the value of the Job and percentage completion (With particular emphasis on project of similar nature carried out in Oil and Gas Sector).
- 3.6 Quality assurance & Quality control practices currently in place for the execution of similar work /services.

- 3.7 Company's financial performance documents (Published Annual Report comprising Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest audited financial statements should be provided but in no event should be older than 12 months on the date of Expression of interest (Eoi). The Consultants not meeting the financial criteria mentioned below in addition to Specific Prequalification criteria stated above shall be disqualified from the bidding process

Also, note –

- i. Normally standalone financials of the bidding entity will be considered. However, if available, consolidated financials at the group level can be considered.
- ii. Parent company or Affiliate's financials can be considered, subject to submission of Parent/ Affiliate company guarantee as per Vedanta's format.
- iii. 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. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation
- iv. If Consultant is submitting unaudited statements as there is no audit requirement in the country of residence, then the financials should 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.

The interested Consultants 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 Consultants would be invited to submit their response via Smart Source (Cairn's e Sourcing Platform). The consultants would be requested, as a minimum, to submit the above documents and details for prequalification via Smart Source within Fourteen (14) days of this publication seeking of Expression of Interest.