



CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST (EOI) FOR CRUDE OIL AND GAS PIPELINE REPAIR CONTRACT FOR MANGLA DEVELOPMENT PIPELINE OPERATIONS

Cairn India Ltd. ("CIL") is the main operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. CIL and its JV partners have approval from Government of India (GOI) for a pipeline to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat.

The pipeline include a main 24" underground/ continuously heated/ insulated Crude Oil Export Pipeline of approximately 670 km, 24"/ 10" spur-lines, 8" Gas (fuel) Pipeline, intermediate pumping station/ terminals and related facilities for the transportation of approx. 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the different customers along the Pipeline route and land fall terminal point at Bhogat, in the state of Gujarat.

CIL intends to enter into a Pipeline repair contract to attend any emergency/ planned repairs on the pipeline and return it to normal operation. The contract shall be for a defined extent for duration of three 3-4 years commencing tentatively from Mar 2016.

The brief scope of work under this contract shall be as follows:

- Attend any minor emergency/ planned repairs on the pipelines through weld repair sleeve/ leak repair clamp
- Attend any major emergency/ planned repairs on the pipelines through Hot Tapping and Plugging operation, provision of temporary bypass and restoration of main line to original state
- Supply of specialized hot tapping and stopple equipment on hire/ callout basis complete with all accessories suitable for 24", 10" & 8" Pipeline
- Supply of specialized manpower on call out basis for carrying out repair Jobs – Hot tap specialist, Welders, Fitters, NDT inspectors etc
- Supply of general equipment on call out basis for carrying out repair Jobs- Tools/ tackles, welding machines etc.

CIL on behalf of its joint venture partners invites reputed (Indian and International both) Contractors with demonstrated HSE performance to express their interest to participate in pre-qualification as bidders and to participate in International Competitive Bidding Process ("ICB"). 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.



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- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6
- Minimum 3 years' experience in provisioning pipeline repair contracts of similar nature and scale to major oil and gas pipeline operators.

The interested bidders 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 and submit their contact details online. Further to this, interested bidders would be invited to submit their response via [Smart Source](#) (Cairn's e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the following documents and details for prequalification via [Smart Source](#):

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations), Parent company, support agencies and other facilities and resources along with Procurement system & procedure and Material control system. Details of Key Members who shall be involved in the Project execution including their experience levels.
3. Details of completion of similar type of contracts in the last five years and similar contracts/agreements currently under execution under headings:
 - a) Brief scope of work
 - b) Value of work in INR/USD
 - c) Contractual Duration
 - d) Actual completion of Project
 - e) Clients name
 - f) Contact details of the Client (CIL may approach the client directly for the feedback)
 - g) HSE statistics, LTI graph etc.
 - g) Average resource/equipment mobilization time.
4. Details of major pipeline repair contracts executed by the firm for oil and gas industries, especially in similar terrain, along with detailed work scope under the contract.
5. Details of current commitments. List of all jobs under execution with the value of the Job and percentage completion.(With particular emphasis on project of similar magnitude carried out in Oil and Gas Sector)
6. Details of capability to mobilise resources as per CIL's schedule/requirement. The Contractor's experience in mobilisation on schedule should be clearly stated.
7. Detail of equipment owned by the Company relevant to execution of advertised contract.
8. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
9. Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
10. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement , Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. Following additional points will be considered for evaluation of financial performance:
 - a) 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



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- and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- b) In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
 - c) 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.
 - d) 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.
 - e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The envelope should be subscribed with "Reference No CIL/PSCM/OPS/EOI/OSR/-----". All information and documentation shall be provided at address below within 14 days of publication of this EOI by e mail as attached PDF and via courier to:

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