



WE FUEL AMAZING

CAIRN INDIA LIMITED

**EXPRESSION OF INTEREST (EOI) FOR
CATERING AND FACILITIES MANAGEMENT SERVICES FOR VIRAMGAM AND
BHOGAT TERMINAL FOR THREE YEARS**

Cairn India Ltd. ("CIL") is the operator of RJ-ON-90/1 block, on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and the Oil and Natural Gas Corporation (ONGC), located in Barmer district, in the state of Rajasthan, India. The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. The 'Expression of Interest' is sought for developments in Rajasthan Block, where Cairn India Ltd ("CIL") is the Operator.

CIL on behalf of its joint venture partner's invites Expression of Interest under National Competitive Bidding ("NCB") process from reputed Contractors with demonstrated HSE performance and proven track record for Catering and facilities management services for Viramgam Terminal and Bhogat Terminal, Gujarat for three Years.

The pipeline project involves an Oil Export Pipeline and Gas (fuel) Pipeline of approximately 675 km, pumping / terminals and related facilities for the transportation of crude oil from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District. Cairn has developed Crude Oil Storage and Marine Terminal facilities at Bhogat located in Jamnagar district (Gujarat) on Western coast of India. Terminal is 8 km away from the Arabian Sea.

The scope of services would broadly consist of the following:

- The contract shall be for duration of three (3) years
- The brief scope of work towards providing catering & facility management services will cover but not limited to as stated under.
 - Catering Services: Prepare, cook and serve meals & snacks daily for Company personals and Company's other Contractor personnel.
 - House Keeping: Daily Housekeeping of camp, bunk houses, Laundry service for the employee's / guest staying in camp/ living quarters.
 - Maintenance Service: Maintenance of residential camp & dining facilities for electrical, plumbing, carpeting etc., supply of Carpenter, Plumber, Electrician Services, Air Conditioning technician and Gardner.
 - Office Assistance Service: Supply of Manpower for Facility Manager, Front Office Assistant, Office Assistant and Pantry boy

In view of the nature of the scope, Company shall be evaluating as a minimum based on the brief technical and commercial criteria.:



WE FUEL AMAZING

CAIRN INDIA LIMITED

1. Annual Turnover in each of the immediately preceding two (2) financial years should be 2 times the Average Annual Contract Value.
2. Positive net worth of at least 20% of Annual Contract Value in each of the immediately preceding two (2) financial years.
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.75.
4. Minimum of 3 years' experience as operators / contractors in Facility Management Services, particularly at remote installations

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

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organization 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
3. Details of completion of similar type of contracts in the last three 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)HSE statistics, LTI graph etc.
4. List of current contracts of similar nature with contact details
5. Details of capability to mobilize and commence work to meet CIL's schedule. The Contractor's experience in mobilizing on schedule shall be clearly stated.
6. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL's programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
7. Details of Resources available in terms of no. of manpower, equipment etc. for providing similar services
8. Knowledge & demonstrated capability for Turnkey facilities management projects
9. Details of Management, Operating and Maintenance schemes with copies of certification
10. Intent to develop a close long term relationship with CIL.
11. List of Quality Manual, Policy and Procedures, Hygiene policy/ procedures for the execution of similar work.
12. Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 4 years.
13. Copies of Valid Quality Certifications / Accreditations ,ISO certifications, if any
14. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
15. 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:



WE FUEL AMAZING

CAIRN INDIA LIMITED

- 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 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 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 i.e. <http://www.cairnindia.com> 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 above documents and details for prequalification via Smart Source within Ten (10) days of publication of Expression of Interest.