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CAIRN INDIA LIMITED

**EXPRESSION OF INTEREST (EOI) FOR OPERATION & MAINTENANCE
MANPOWER SERVICES IN GUJARAT & RAJASTHAN FOR MANGALA
DEVELOPMENT PIPELINE OPERATIONS (MDPO) 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 Process ("NCB") from suitably experienced contractors with demonstrated HSE performance for providing Operations & Maintenance Manpower Services in Gujarat and Rajasthan for Mangala Development Pipeline Operations (MDPO) for Three Years.

The scope of work for this EOI will basically include following:

The Contractor shall provide Operation and Maintenance Services and Associated Manpower Support to carry out Routine Operations and Maintenance activities at the Operational bases, Off Take Terminals, Above Ground Installations (AGIs) and other locations along the pipeline route. The requirement of services and manpower shall be primarily at areas and facilities around Barmer, Sanchor, Radhanpur, Viramgam, Wankaner, Rajkot, Jamnagar and Bhogat Operation bases.

Operation & Maintenance services will primarily include supply of skilled technical manpower in following categories:

- Production Operators
- Boiler Operator
- Lab Chemist
- Mechanical Technicians
- Electrical Technicians
- Instrumentation Technicians
- Warehouse Assistance
- Helper/Riggers

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

1. Annual Turnover in each of the immediately preceding two 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 financial years.



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3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.75
4. Minimum 5 years' experience of providing multi-disciplinary O&M support services in reputed Oil & Gas/Petroleum/Refinery industries.

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 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)HSE statistics, LTI record etc.
4. Details of resources available with contractor relevant to advertised EOI viz present manpower details and similar contracts executed.
5. Details of capability to mobilize and commence work to meet CIL's schedule. The Contractor's experience in mobilizing on schedule should be clearly stated.
6. Details of Particular experience of providing Services in remote areas where rapid mobility and flexibility to accommodate CIL programme is paramount. Evidence supporting successful major operations in remote areas must be submitted.
7. Details of Management, Operating and Maintenance schemes with copies of certification
8. Intent to develop a close long term relationship with CIL.
9. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
10. Presence/ establishment in Rajasthan & Gujarat for managing deployment related Admin issues.
11. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
12. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
13. 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
14. 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 and considered, subject to



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- 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.