



WE FUEL AMAZING

CAIRN INDIA LIMITED

GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF PRODUCTION CHEMICALS & CHEMICAL MANAGEMENT SERVICES OF EOR PHASE CMS CONTRACT FOR RAJASTHAN BLOCK

Cairn India Ltd. ("CIL") is the Operator on behalf of Joint Venture partners CIL and Oil and Natural Gas Corporation, of the Contract Area RJ-ON-90/1 at Barmer in the state of Rajasthan. The RJ-ON-90/1 Block contains northern oil discoveries namely Mangala, Bhagyam and Aishwarya.

Cairn India Ltd in JV with ONGC is operating an onshore oil and gas processing facility known as Mangala Processing Terminal at Nagana village near Kawas about 25 kms from Barmer, Rajasthan for processing of crude from its eighteen nos of well pads, Bhagyam & Aishwarya (developing) well pads. Rageshwari gas terminal (RGT) is deep gas processing Terminal and located at around 80 Km from Mangala processing terminal (MPT).

CIL seeks Expressions of Interest (EOI) for supply of production chemicals and Chemical Management Services Of EOR Phase CMS Contract for Rajasthan Asset. Contract period shall be for 2 years + (6 month + 6 month extension).

A) Chemical Management Services:

The chemical management services (CMS) contractor shall manage all the chemicals & laboratories for the Rajasthan as Listed below:

- Mangala, Bhagyam, Aishwarya, Saraswati, Raageshwari & other fields located in Rajasthan.
- Mangala & Raageshwari Processing Terminals located in Rajasthan.
- Thumbli aquifer near Mangala in Rajasthan

The scope of work for the Chemical Management Services (CMS) Contractor shall include the following as a minimum:

- Storage and Inventory Management (vendor to supply storage/warehousing for all chemicals)
- Logistics and Handling (from its base to point of usage at various locations, well pads, terminals, aquifers, pipeline etc)
- Management of HSE aspects including maintaining MSDS database, developing contingency plans for handling
- Chemical spills, recommending types of PPE have to be worn while handling the chemicals, incident reporting etc.
- Review of dosing locations & suggesting the optimum locations , review of Cairn's chemical dosing system
- Performance/effectiveness monitoring of chemicals & recommending optimum dosing rates
- Collecting samples & setting up laboratory, procedures for Quality Control
- Providing technical expertise to resolve production chemistry issues (both surface and sub-surface)
- Providing requisite skilled & qualified manpower for managing the above.

B) Supply of Chemicals:

Company intent to have the contract for supply, & technical assistance for Chemicals to be used in its various assets in Rajasthan as mentioned above.

The scopes of work shall include, but not limited to the following:

- Oil well pad injection chemicals including Demulsifiers, Corrosion inhibitors, Scale Inhibitors, H2S Scavenger
- Gas well pad injection chemicals like Corrosion inhibitors, Hydrate Inhibitor (viz. MEG, Methanol)
- Water well pad injection chemicals like corrosion inhibitors, Biocide, Scale Inhibitors, Iron Sulphide Dissolver.
- MPT Hydrocarbon system injection chemicals like Demulsifier, Reverse Demulsifier, Scale inhibitor , Corrosion Inhibitors (liquid, gas), antifoam
- MPT raw & power/injection water system chemicals including biocide, antiscaling, oxygen scavenger, corrosion
- Raageshwari Terminal gas system chemicals including Hydrate inhibitors , corrosion inhibitors

Bidder's having the following Financial & technical qualification shall only be qualified to participate in the International Competitive Bidding process.

Financial Criteria

- ❖ Bidder's Turnover: Annual turnover in each of the two preceding financial year shall be at least USD MN 80.
- ❖ Bidder's Net worth: Net-worth for each of the two preceding Financial year shall be USD MN 8
- ❖ Liquidity Ratio : Liquidity ratio in last 2 years shall not be less than 0.75

Technical Criteria

- ❖ Bidder should have minimum 5 years similar experience in providing CMS Service and Supply of Production Chemicals with bundled approach (Supply + Services).

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

- Letter of interest with detailed company information.
- Lists of similar work successfully executed in the last five years and similar projects/agreements currently under execution.(With particular emphasis on work carried out with Oil and Gas Operators).
- List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
- Health, Safety and Environment (HSE) policies, procedures and statistics covering the last 3 years.
- Copies of ISO 9000/14000 certification.
- CV of key technical personnel's
- Remote Field Operation Experience.
- Bidder's Chemical manufacturing and Supply chain management capability
- Bidder's Sustained capability to Operate and manage Chemical management system.

The interested suppliers should evince interest to participate in EOI within 14 days of publication of Expression of Interest. The interested suppliers 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 suppliers 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*.

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