



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia – ACN 002 066 784)

Reference No. CEIL/C&P/EOI/MDPO/O&MS/09

EXPRESSION OF INTEREST (EOI) FOR OPERATION & MAINTENANCE SERVICES (PRODUCTION, MECHANICAL, ELECTRICAL AND INSTRUMENTATION) IN GUJARAT & RAJASTHAN FOR MANGALA DEVELOPMENT PIPELINE OPERATIONS (MDPO)

Cairn Energy India Pty Ltd. ("CEIL") is the operator of block RJ-ON-90/1 (the "Block") in India, and operates the Block on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited and Oil and Natural Gas Corporation (ONGC). The Block contains a number of major oil discoveries, including the Mangala field, the largest onshore oil discovery in India since 1985. CEIL 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 a coastal terminal facility in Gujarat.

The pipeline project involves an Oil Export Pipeline and Gas (fuel) Pipeline of approximately 670 km, pumping / terminals and related facilities for the transportation of 1,50,000 to 1,75,000 barrels of crude oil per day from the upstream process terminal at the Mangala field to the downstream terminal point on the Gujarat coast at Bhogat, in Jamnagar District.

CEIL shall require various Operation and Maintenance services for their operational network at Barmer in Rajasthan to Salaya in Gujarat for their pipeline, terminals facilities and Above ground Installations (AGI).

The contract shall be for fixed services hire and would also include callout services to a defined extent for duration of one to three (1-3) years commencing December 2009/January 2010.

CEIL seeks expression of interest (EOI) from suitably experienced O&M Service contractors, preferably from India, for the work which broadly encompasses the following:

1. Providing Production, Operations & Lab Services & qualified Manpower with various skill levels for a fixed time hire or on a call out basis.
2. Providing Mechanical Maintenance Services and qualified Manpower with various skill levels for a fixed time hire or on a call out basis.
3. Providing Electrical Maintenance Services and qualified Manpower with various skill levels for a fixed time hire or on a call out basis.
4. Providing Instrumentation Maintenance Services and qualified Manpower with various skill levels for a fixed time hire or on a call out basis.
5. Providing warehouse & other support services (Helper / Fitter) for fixed time or call out basis.

CEIL seeks Expression of Interest (EOI) from reputed Operation & Maintenance Contractors for the above mentioned works. Only those companies possessing substantial and proven record of performance in executing similar jobs of equal magnitude should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

1. HSE Systems:
 - a. HSE Statistics in terms of LTI/LTIFR/Near Miss Incidents for all projects executed in last 3 years.
 - b. Existing HSE Management System of the company.
2. Letter of Interest with detailed Company information as under:
 - a. Name of the parent Company.
 - b. Name, Address, Phone, E-mail of the company that would execute the Contract.
 - c. If a Joint Venture to be proposed, Name, Address, Phone, E-mail of all Joint Venture partners.
 - d. Organization Structure.
 - e. Size of Departments.
 - f. Procurement system & procedures of the company including size of Procurement Dept.
 - g. Material Control System.
3. Company's Financial Performance Documents (including JV Partner's financials, if proposed) i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statements for the last 3 years & following details separately:
 - a. Company Turnover based on last 3 audited Financial statements.
 - b. Company's Net Worth based on last 3 audited Financial statements.
 - c. Working Capital based on last 3 audited Financial statements.
 - d. Banker's name, Address and preferably a Solvency certificate from the bank indicating the credibility limit in financial terms.
4. Experience:
 - a. Lists of similar projects successfully executed in the last three years or currently under execution in India or abroad with completion certificates as applicable.
 - b. Separate List of similar Contracts executed in the last three years of order value equal to or greater than INR 3.0 Crores.
 - c. Detail of current commitments including percentage completion of the ongoing works.
 - d. Detail of past or ongoing experience with CEIL.
5. Manpower & Infrastructure Details:
 - a. Details of Key Members who shall be involved in the Project execution including their experience levels.
 - b. Detail of logistical infrastructure owned by the Company (in India, Gujarat / Rajasthan) relevant to execution of advertised contract.
6. Quality / Other Systems:
 - a. Copy of current ISO Certificate or other certifications. if applicable.
 - b. Certification of the Companies QA system by an accredited certification body, if applicable.
 - c. QMS of the Company, if applicable.
 - d. Copy of registration certificate (Labour Law, EPF etc. as applicable)

The envelope should be subscribed with “**Reference No. CEIL/C&P/EOI/MDPO/O&MS/09**”. All information and documentation shall be provided at address below within 10 days of publication of this EOI by e-mail as attached PDF file and via courier to:

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