



Energy for India

CAIRN ENERGY INDIA PTY LIMITED

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

GLOBAL EXPRESSION OF INTEREST FOR SUPPLY OF CHEMICALS & CHEMICAL MANAGEMENT SERVICES FOR STEAM –WATER SYSTEM AT MPT, RAJASTHAN.

Cairn Energy India Pty Ltd ('CEIL') is the Operator, on behalf of Joint Venture partners Cairn Energy Hydrocarbons Limited and ONGC, of the Contract Area RJ-ON-90/1 in the State of Rajasthan, India. Subsequent to several successful oil & gas discoveries in the area, CEIL is in the process of developing the Mangala Oil and Raageshwari Gas Fields. Production has already commenced last year. The Mangala Processing Terminal will process the crude oil & transport the oil to the Gujarat coast via a 660 Km long 24" diameter pipeline. Raageshwari Terminal will process the gas & accompanying condensate for transporting to Mangala Processing Terminal (MPT)/ Export Pipeline. Raw Water for use in these facilities will be supplied from Thumbli aquifer.

CEIL seeks Expressions of Interest (EOI) for Long Term supply of chemicals & also a Chemical Management Services Contract for its steam- water system located at MPT (including Pipeline from Thumbli to MPT), in Rajasthan , from reputed quality approved manufacturers / contractors as per details given below :

A) Supply of Chemicals:

CEIL proposes to enter into Long Term Agreement (3 years) with Contractor for supply & technical assistance for chemicals to be used at MPT as mentioned below .

1. Reverse Osmosis Plants :

The CMS contractor would be responsible for supplying all the speciality & utility chemicals for the 3 RO/ultra filtration plants like Hydrochloric Acid (HCl), Caustic Soda (NaOH), Sodium Hypochlorite, Antiscalent, Sodium Meta B Sulphite (SMBS), all the Membrane Cleaning Chemicals including Citric Acid etc.

2. Boilers (Complete Steam & Condensate System) :

The CMS contractor would be responsible for supplying all the speciality & utility chemicals for the 5 Boilers (115 Ton/Hr @ 41 bar pressure) & Steam condensate system like Tri Sodium Phosphate (TSP), pH booster (Morpholine equivalent chemical), Oxygen Scavenger (Hydrazine equivalent chemical) etc.

3. Condensate Polishing Unit:

Chemicals like HCl, NaOH etc

4. Raw Water Handling System including Thumbli –MPT Pipeline :

Supply of suitable Corrosion inhibitor, Scale Inhibitor, Sodium Hypochlorite / equivalent Biocide for treating 20" diameter 24 Km long Carbon Steel Pipeline supplying water for RO plants, Potable water & injection water purposes.

B) Provision of Services:

The scope of work for the Chemical Management Contractor shall include:

- To act as the focal point for all the chemical usage matters in the areas specified above
- Material Requirement Planning & Sourcing
- Generation of Chemical specifications
- Facilitating ordering of chemicals
- Storage and Inventory Management (vendor to manage supplies of chemicals according to storage available /warehousing for all chemicals)
- Logistics and Handling (from its base to point of usage at various locations in MPT, Thumbli aquifers, pipeline etc)
- Management of HSE aspects including maintaining MSDS database, developing contingency plans for handling chemical spills, recommending types of PPE's to be worn while handling the chemicals etc.
- Review of dosing locations & suggesting the optimum locations , review of Cairn's chemical dosing system (P&ID's, equipment specifications including MOC's)
- Assisting Cairn in preparing KPI's for performance monitoring

- Performance/effectiveness monitoring of chemicals & recommending optimum dosing rates
- Collecting samples & setting up laboratory procedures for Quality Control
- Supply of lab personnel & equipment for monitoring performance in the treatment areas.
- Performing lab & field trials for selecting optimum dosing rates of chemicals, carrying out comparative studies
- Returns and Handling
- Surplus / Waste Disposal
- Implementing computerised chemical management system
- Training of Cairn operators
- Managing commodities, lab chemicals for the areas treated

Only those companies / consortium possessing substantial and proven record of performance in executing similar contracts of this magnitude & willing to supply all the chemicals & services listed above (& not part of the services) should respond to this notice. Companies are requested, as a minimum, to submit the following documents and details:

- Letter of interest with detailed company/ consortium information detailing their nominated management, staff and business process support to carry out a multi-year, services campaign for these types of services.
- 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, Refineries, Large Petrochemical Complex). Contact details from the earlier projects shall be provided.
- Details of knowledge, experience, certification of Technical team.
- Manufacturing facility details/Tie up details in India or abroad to cater the need for all the chemicals listed in this EOI.
- Details of particular experience of providing services in remote areas where rapid mobility and flexibility to accommodate CEIL's programme is paramount. Evidence supporting successful major operations in remote areas must be specified.
- 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 last 4 years
- Corporate financial details for last 3 years with details of turnover from CMS/ Steam –Water treatment Chemicals supply alone
- Copies of ISO 9000/14000 certification
- In case of sub-contracting, submission of relevant documents of the proposed sub-contractors.

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:

Director-Procurement & Supply Chain Management

Cairn Energy India Pty Limited, 3rd & 4th Floors, Vipul Plaza, Suncity, Sector 54, Gurgaon-122 002

E-mail : rjnprocurement@cairnindia.com