



CAIRN ENERGY INDIA PTY LIMITED

(Incorporated in New South Wales, Australia ACN 002066784)

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF SECURITY SERVICES FOR BHOGAT IN GUJARAT-

1. Cairn Energy India Pty Limited, "CEIL" is the Operator on behalf of Joint Venture partners CEHL, Cairn Energy Hydrocarbons Limited and ONGC, in the State of Gujarat and Rajasthan of Block RJ/ON/90-1. CEIL has decided to pursue sourcing options and seeks expression of interest from suitable contractors for providing approximately 220-250 security personnel /services as per details below:

- Guards both Ex servicemen /civil category:190-220 (50 % desired ratio of Exservicemen)
- Supervisors(Ex servicemen category only):20-40
- ASO: 6-10
- Site Managers/Assignment Mgr :3-5
- Assignment Manager:1-3
- 4WD light vehicles /bus for approx kilometer run of 100-120 Kms run per day.-5-8

2 **Scope:** The services are required at Bhogat (district, Jamnagar Gujarat) on the water coast of India. Contractors are advised to carry out a preliminary study /assessment of the Terminal. The core Security Managerial staff will be from CEIL. The contract duration is envisaged to be for one year extendable to three years, with provision for termination at short notice.

3. CEIL on behalf of its JV Partner invites reputed contractors to express their interest to participate in the pre qualification process as bidders by process of competitive bidding through this EOI. The interested vendors should be:

- Reputed with proper registration and in possession of valid updated licenses ie fully compliant in terms of labour laws ,PSARA , etc .
- Having adequate experience in providing industrial security .
- Have maximum professional security specialists (Ex defense, police, CISF) on their panel of employees preferably with focus on oil & gas sector with 50 % ex servicemen. All supervisory staff will be preferably Ex servicemen only.
- Capability to provide maximum ex-servicemen and as per company policy with extensive demonstrated knowledge of existing local /environmental conditions.
- Previous experience in handling security operations in typical O and G, environment and ability to handle and integrate long distance surveillance and security systems Ability to develop logistics for security services, patrolling and quick reaction teams Sufficient resources (financial & manpower) with professional management, organization and business support to deliver the required services.
- Good / demonstrated knowledge of local conditions/environment prevailing in the area of operations.

- Commitment and capability to adhere to company's high standards of health, safety , security and environment.
- Have a training facility and a formal syllabus for the training of the guards etc.
- Ability to ramp up additional quantity of manpower on emergent basis at short notice to ensure peak performance
- Should not have been black listed by Govt./PSU/Cairn India/Reputed Company.
- Should not have been implicated in any case of Human Right violation/pending cases in court of Law .
- Sound HSE Policy.
- Capability to hire maximum staff from outside and few locals as per company policy .

4. Interested contractors who can fulfill all the requirements listed above and as per below specific Pre Qualification criteria may submit their response including the details and references stated above in Paragraph 3 , in writing within 10 days of publication of the notice in the newspaper .

Letter of Interest with detailed Company information as under:

- a. Name of the parent Company/proprietor.
- b. Name, Address, Phone, E-mail of the company that would execute the Contract.

Company's Financial Performance Documents , i.e. Audited Balance Sheets, Profit and Loss Account & Cash Flow Statements for the last 3 years & following details required separately:

- a. Company Turnover based on last 3 audited Financial statements. (Minimum annual turnover of INR 8 Crore is essential to be considered in evaluation)
- 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.

Oil and Gas/Petrochemical Experience Pan India :

- a. Lists of Projects in O and G environment currently under execution in India or abroad
- b. Enclose copy of contract with signatures of both parties and contact numbers. (in CD)

Number of Pan India Security Contracts:

- a. List the number of individual Pan India Contracts with yearly value 360 Lakhs INR and more.
- b. The Copy of such contracts be enclosed duly signed by both parties(contract copies of **maximum 10 such contracts** ,be enclosed in ZIP/CD).
- c. Contact details of the client interface including email id Mobile and land line number be enclosed.

List of single Point/Installation deployment /contracts wherein guarding manpower in excess of 150 (ie 50x3shifts per day)is deployed and daily access to workers / manpower greater than 1000 is employed .

- a. Enclose summarised list with client contact numbers
- b. Industry details and location be mentioned.
- c. Enclose contract copies of maximum 10 such clients in CD.

Statutory Compliance .Enclose the copy of statutory and additional affiliations/certifications as under duly stamped and signed off .

- a. Registration under Shops and Establishment Act.
- b. PSARA for Gujarat
- c. PF
- d. ESI
- e. CAPSI
- f. ASIS
- g. IISM
- h. CII
- i. Quality /process certifications and ISO compliant certification.
- j. Any other certifications/affiliations from/to noted organisations.

Escalation Matrix and Organogram

- a. Define escalation matrix up to CEO level with contact numbers and location in case of requirement of Cairn to interact with senior operations management in hierarchy.
- b. Include details of organ gram/hierarchy up to regional level.

Number of Branch Offices/Regional Offices in Gujarat;

- a. Summary of Branch Offices/Regional in Gujarat to be provided with full address /contact numbers/email id and District.
- b. Provide the Registration details of the Branches/Regional offices and enclose photocopy of the registration of the establishment/Office .

Branch Organization and Staffing in Gujarat.

- a. Provide complete staffing details of the Branch closest to Bhogat in District Jamnagar/Other District as applicable, with designation and brief write up of the qualifications /functions of all key management/ staff.
- b. Provide organ gram of the said Branch with photo of Managerial staff .

Training Facilities in Gujarat

- a. Provide full details and address of the training facility in Gujarat only and capacity.
- b. Furnish the details of the training being imparted along with syllabus.
- c. Provide composition of the Training Team and qualifications.
 - a. Enclose photo of training facility and Team.
 - b. Enunciate training policy.

Presence in Gujarat

- a. Provide nominal roll of individual contracts having 50 or more security personnel deployed per day in Gujarat with manpower deployed details/industry number of guards, contract value and contact number /email id of client interface.

Ex Servicemen on Rolls in Gujarat

- a. Provide nominal roll and present employment of Ex servicemen employed in Gujarat with discharge book numbers, contact numbers and client interface details where serving .

5. Furnishing of false /incorrect information will make vendor liable for disqualification /termination of contract if detected at later stage. The above information as per Para 3 summarized in Power point not exceeding 10 to 12 slides be submitted in CD also. Details of only current and valid contracts be submitted as relevant in the listed requirements above. Incomplete information will lead to disqualification.

6. The envelope should be subscribed with “**CEIL SECURITY SERVICES FOR BHOGAT TERMINAL IN GUJARAT 2011-12 ;PRE QUALIFICATION** -All information and documentation shall be provided at address below within 14 days of publication of this EOI by e-mail, as attached PDF file and via courier to:

Director - P&SCM - Cairn Energy India Pty Limited
3rd & 4th Floors. Vipul Plaza.
Sun Citv. Sector 54. Gurgaon 122 002,Tele +91-0124-4764000

E-mail: pscm@cairnindia.com
www.cairnindia.com