



WE FUEL AMAZING

CAIRN INDIA LIMITED

(Incorporated in Mumbai, India – L11101MH2006PLC163934)

(INTERNATIONAL COMPETITIVE BIDDING)

GLOBAL EXPRESSION OF INTEREST (EOI) FOR PROVISION OF PROJECT MANAGEMENT CONSULTANCY (PMC) SERVICES FOR DEVELOPMENT OF RAJASTHAN BLOCK

Cairn India Ltd (CIL) is the Operator of the onshore hydrocarbon block - RJ-ON-90/1 on behalf of itself and its Joint Venture (JV) partners Cairn Energy Hydrocarbons Limited (CEHL) and Oil and Natural Gas Corporation Limited (ONGC), located in Barmer district, in the state of Rajasthan, India. The RJ-ON-90/1 Block contains oil discoveries namely Mangala, Bhagyam, & Aishwariya and gas discoveries namely Raageshwari. In addition to these fields, various other discoveries would be developed over a period of time.

CIL on behalf of itself and its joint venture partners invites Expression of Interest under International Competitive Bidding ("ICB") process from reputed Engineering & Project Management Consultants (Indian and International) for PMC role for executing scope of work as defined below–

The Scope shall comprise of Management of EPC contractors, Review of Engineering Documents, Project Management Services including Procurement Management, Contracts Management, Interface Management, Expediting, Construction Management, Inspection & Quality Assurance, Value Improvement Processes, Risk Management and Information Management for Development and Commissioning activities for both Oil and Gas fields of Rajasthan Block, both in brown-field and green-field environment as applicable. These are briefly mentioned below.

1. The PMC services are required for Oil developments including up-gradation of existing facilities and development of new facilities viz. Oil Processing Terminal, Well-Pads, Water Treatment, Power Systems, Export Pipeline, Infield Pipeline Works, Enhanced Oil Recovery related activities etc., all of which are geographically widespread.
2. The PMC services are also required for Gas developments including up-gradation of existing facilities and development of new facilities viz. Gas Processing Terminal, Well-Pads, Export pipeline, Infield Pipeline Works, Power Systems etc., all of which are geographically widespread.

Only those entities* who meet the "**Specific Pre-Qualification Criteria**" defined below shall respond to this EOI.

1.0 SPECIFIC PRE-QUALIFICATION CRITERIA

1.1 Technical

Should have carried out at least two (2) independent PMC services for Oil & Gas projects of PMC Service value more than USD 5.0 Million in the last five years **OR** at least four (4) independent PMC Services for Oil & Gas projects of PMC service value more than USD 2.5 Million in the last five years.

** Fully owned Indian subsidiaries/Indian subsidiaries of Foreign Companies can also Express their Interest based on specific Parent Company Guarantee*

1.2 Financial

- (i) The turnover of the Bidder in the immediately preceding two financial years should be twice the annual Contract Value.



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- (ii) The Bidder should have had a positive net worth of at least 20% of the annual Contract Value in each of the immediately preceding two financial years. The Bidder shall not be under liquidation, court receivership or similar proceedings.
- (iii) The Bidder shall have had a Liquidity Ratio greater than 0.75 in each of the immediately two preceding financial years.

Note: The financial filters shall be applied internally by the Company based on proposed Contract Value. Financial details to be provided as per paragraph 3.8 below.

2.0 Brief Scope

The range of services required covers a broad spectrum including specialist technical experience (multi-discipline) to detail engineering reviews. Hence, Contractor with wide ranging capability is preferred. Cairn may select more than one Contractor to provide redundancy and to ensure the full spectrum of services is provided. In the event that more than one contractor is selected, scope of work will be allocated to suit the capabilities and key skills sets of the contractors and the availability of resources.

The Brief Scope of Work shall be, but not limited to the following

- 2.1 Project Management Office (PMO) Services including planning and project monitoring, schedule management, document control, cost control, management of change, contract management, progress reporting and facilitating issue resolution
- 2.2 Review of Engineering Drawings prepared by the EPC / Other Contractors
- 2.3 Procurement Management Services to monitor the procurement, logistics and storage of any equipment/packages involved
- 2.4 Expediting and co-ordination services to follow-up with vendors for timely supply of documentation, equipment and materials.
- 2.5 Construction management / supervision including quality assurance, invoice certification and supervision of implementation of CIL's HSE standards at site
- 2.6 Supervision during Commissioning, Information Management including Contract Boundary Interface Control and coordination for necessary Approvals
- 2.7 Inspection and Quality Assurance
- 2.8 Value Improvement Process wherever required to be suggested
- 2.9 Project Risk Assessment and Management
- 2.10 Documentation Support and Services to prepare documentation for inspection, testing, pre-commissioning, commissioning and "As-Built"
- 2.11 Participate in HSE studies, safety review process, PHSER process, accident investigation and review closeout
- 2.12 Ensure necessary interfaces are established between Company's and Contractor's HSE Management System



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- 2.13 Secondment / Assignment of engineering and support personal for site supervision, inspection, testing, pre-commissioning, commissioning, start-up, performance test runs in coordination with process licensors, plant operation and maintenance activities
- 2.14 Support for Procurement of Long Lead Items (LLI)
- 2.15 Assistance in compiling technical documents to be submitted for obtaining statutory approvals

3.0 Documents to be furnished as a response to EOI for Pre-Qualification

Bidders seeking pre-qualification for aforementioned works are requested to submit the following documents and details as a minimum, for evaluation by Company

- 3.1 Letter of interest for PMC as specified above
- 3.2 Project Execution Plan and Methodology explaining Technical and Managerial Resources, Manpower availability and sourcing strategy for Manpower
- 3.3 The details of similar work done with Oil & Gas Companies in last 5 years. The past experience shall be tabulated with following information as a minimum:-
 - (a) S. No.
 - (b) Name of the Project
 - (c) Name of the Client
 - (d) Month/Year of Award
 - (e) Contractual Duration
 - (f) Actual Month/Year of completion of delivery
 - (g) PMC Contract Value in INR/USD and corresponding Project Value in INR/USD
 - (h) Brief Scope of Work
 - (i) Location – Mention if it is Remote onshore and/or desert location

The past experience table shall be supported with Letter of Award & Completion Certificates as applicable.

- 3.4 HSE policy and implementation procedures in line with internationally accepted practices with statistics for last four years
- 3.5 Quality Assurance & Quality Control practices currently in place for the execution of similar work/services
- 3.6 Contractor's adherence to legal statutory requirement.
- 3.7 Health, Safety and Environment (HSE) policies and procedures implemented in line with Internationally Accepted practices. LTI & LTIFR track record for last three (3) years
- 3.8 Company's financial performance documents (Audited Balance sheets and Profit & Loss statements, Auditor's Report and Note to Accounts etc.) for last 2 years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of Interest.
- 3.9 Copies of valid Quality certifications (ISO certifications for ISO 9001, ISO 14001, etc).
- 3.10 Parent Company Guarantee, as applicable.
- 3.11 Any other Documents supporting the pre-qualification of the bidder/bidders eligibility.



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The interested Consultants 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 Consultants would be invited to submit their response via *Smart Source* (Cairn's e Sourcing Platform). The Contractors would be requested, as a minimum, to submit the above documents and details for prequalification via *Smart Source* within Fourteen (14) days of publication of Expression of Interest.

Also, note -

- i. Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, subject to submission of Parent Company Guarantee can also be submitted. This should be clearly mentioned in the EOI response.
- ii. 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.
- iii. 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.
- iv. All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation.