



**GLOBAL EXPRESSION OF INTEREST (EOI) UNDER INTERNATIONAL COMPETITIVE BIDDING (ICB) FOR
PROVISION OF DIVING SERVICES FOR TANKER OPERATIONS AND SPM MAINTENANCE AT
BHOGAT, GUJARAT**

Cairn India Ltd. ("CIL") is the operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. A pipeline is laid to transport crude oil from the Block at Barmer, Rajasthan to coastal terminal facility in Gujarat and to sell crude oil to coastal customers through Single Point Mooring (SPM) system installed in Arabian Sea near Bhogat, Gujarat in India.

CIL on behalf of itself and its joint venture partner's invites interested contractors with proven capabilities and demonstrated performance in similar requirement to express their interest for pre-qualification to participate in the International Competitive Bidding Process ("ICB") for the 'Provision of Diving Services for Tanker Operations and SPM Maintenance at Bhogat, Gujarat' on long term basis.

Interested parties meeting following criteria should respond to this Eoi:

- Annual Turnover in each of the immediately preceding two (2) financial years should be greater than or equal to estimated Average Annual Contract Value.
- Positive net worth in each of the immediately preceding two (2) financial years.
- Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.6
- Minimum 3 years of experience in providing SPM Operations & Maintenance services
- Shall be a Registered Member of IMCA as a Diving Contractor

Scope of Work broadly includes:

- Provisioning of dive spread comprising of dive teams, riggers, dive equipment, tools and tackles for carrying out routine diving and maintenance activities at SPM on continuous basis.
- Supporting marine tanker operation for crude oil export

Bidders are requested to submit the following pre-qualification documents as a minimum:

1. Letter of interest clearly indicating the Project reference
2. Details of experience/technical requirements
 - a. Copy of registration with IMCA as diving contractor
 - b. Experience details in provisioning Diving services for tanker operation and SPM Maintenance including contract value, contract duration. Contact details from the earlier projects shall be provided by the bidders.
3. Organizational outline proposed for supporting these services
4. Details of logistics support to repair, maintain and provide Infield support to dive spread after commencement of work.
5. Documented Operations, Maintenance and Preventive Maintenance systems and procedures/processes for diving equipment.
6. HSE Management System/ HSE Policy, HSE Manuals and Procedures.
7. Quality Management System/Quality policy, Quality Manuals and Procedures.



8. LTI statistics for past 3 years
9. Valid Quality and HSE certifications (ISO, OSHAS, etc)
10. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 12 months on the date of submission of response to Expression of interest.

Following additional points will be considered for evaluation of financial performance:

- a) Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, if available, can also be submitted. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- b) In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- c) 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.
- d) 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.
- e) All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

The interested contractors should evince interest to participate in the Expression of Interest by clicking on the "[Evince Interest](#)" link for the corresponding EOI listing on the Cairn India Limited website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested contractors 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.