



CAIRN INDIA LIMITED

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF SECURITY SERVICES FOR PIPELINE FROM BARMER IN RAJASTHAN TO SALAYA IN GUJARAT BLOCK RJ-ON-90/1

Cairn India Ltd. ("CIL") is the main operator of block RJ-ON-90/1 in India. The Block contains a number of major oil discoveries including the Mangala field. CIL 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 coastal terminal facility in Gujarat. CIL Operations involves transportation of processed Crude oil from Mangala Process terminal (MPT) in Barmer, Rajasthan to its various customers in State of Gujarat through approximately 600 km long 24" heated, insulated and underground pipeline. Heated Crude oil tanks are installed at its crude oil terminals installed at Radhanpur and Viramgam terminals.

CIL on behalf of its joint venture partner's invites Expression of Interest under National Competitive Bidding Process ("NCB") from suitably experienced contractors for Provision of Security Services from Barmer in Rajasthan to Salaya in Gujarat who can provide 'Security Services' in accordance with Private Security (Regulation) Act, 2005 and local states act .With this EOI, CIL intends to pre-qualify contractors for the issue of Tender Documents for a firm period of 3 years and extendable up to 1 Year. Only those contractors who can comply with all the requirements given below and can demonstrate a successful track record, listing contracts, clients and client key contract who may be approached should respond to this notice.

The scope of work for this EOI will basically include the following:

- (1) Provision of Security services for Pipeline from Barmer in Rajasthan to Salaya in Gujarat. It consists of two spreads comprising of Above Ground Installations, Terminals, spur lines and Offices in Sanchor, Gandhinagar, Rajkot and Jamnagar.
- (2) Following Category of Security Personnel/services will be required :
 1. Civil Security guard
 2. Ex-Service men Security guard
 3. Technical security guard
 4. Security supervisor
 5. Assistant Security office (ASO)
 6. Assignment manager etc.)
 7. Computer monitor operator
 8. Operational Clusters for residential purpose on hire.
 9. Passenger Vehicles
 10. Clusters etc.
 11. Vehicle Tracking system and Personal Tracking system (will be provided by CIL)



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In view of the nature of the scope, only those Companies meeting the following criteria as a minimum should respond to the EOI:

1. Turnover in each of the immediately preceding two audited financial years should be equal to or more than the estimated average annual contract value.
2. Positive net worth in each of the immediately preceding two financial years
3. Liquidity ratio in each of the preceding 2 financial years shall not be less than 0.60.
4. Minimum five years of experience as security services provider with minimum guard force of 500 Security Guards in the country.

Companies are requested, as a minimum, to submit the following documents and details:

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organization structure, List of manpower with CVs of key personnel, Parent company, support agencies and other facilities and resources
3. Details of completion of similar type of contracts in the last Five years and similar contracts/agreements currently under execution under headings:
a) Brief scope of work b) Value of work in INR c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (CIL may approach the client directly for the feedback) HSE statistics, LTI graph etc.
4. Details of Business presence (National level and Rajasthan & Gujarat)
5. Details of Ability to provide NSDC certified guards.
6. Details of Capabilities to provide specialized security personnel.
7. Details of Holding of statutory & valid licenses (PSARA), registration and certification (If any)/DGR Registration
8. Details of capability to be able to Liaison with govt. departments
9. Details of Local content - capability of vendor to hire local resources
10. List of policies, procedures and quality assurance practices currently in place for the execution of similar work.
11. In case of sub-contracting, submission of above relevant documents of the proposed sub-contractors.
12. Details of HSE management system, HSE policy and implementation procedures in line with internationally accepted practices with statistics for last 3 years (LTI etc).
13. Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable
14. Company's financial performance documents (Audited Balance sheets, Profit and Loss Account & cash flow statement, Auditors Report and Notes to Accounts etc.) for last 3 (three) years. Latest financial statement should not be older than 18 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.



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- 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 bidders 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 bidders would be invited to submit their response via **Smart Source** (Cairn's e Sourcing Platform). The suppliers would be requested, as a minimum, to submit the above documents and details for prequalification via **Smart Source** within Ten (10) days of publication of Expression of Interest.